



THE BSS ADVISOR

Monthly Newsletter

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Bringing People
& Technology
Together

Since 1995



Business System Solutions Acquires Tennessee Managed IT Services Firm

I wanted to share the exciting news that we are combining the resources of Business System Solutions (BSS) with Network Technology Partners (NTP)! As a larger organization we will be able to serve you and your staff with better technology support and cyber security solutions.

I have known the owner of NTP for several years, consider him a longtime friend and have collaborated on many business issues with him over the years. We have the same likeminded philosophy on customer service and culture. Therefore, it was naturally a good fit. Serving Middle Tennessee, NTP has also been in business over 25 years with a great reputation for customer service. We know our success is dependent on your success, and we are excited about what the combined resources of NTP and BSS will have to offer. For us, it has always been about helping our business clients succeed.

Below is the press release:
WEST LAFAYETTE, IN, August 1 — Business System Solutions, Inc. (BSS) has acquired Network Technology Partners LLC (NTP) in Tennessee.

“We were working with NTP for several years

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Business System Solutions is your IT Partner providing Total Care support for all your technology needs. We provide exceptional Customer Service and the best IT Solutions to make your business more productive and profitable!

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Serving:
North Central Indiana
Middle Tennessee

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and an acquisition will bring together skills and technologies that are needed in today's cyber security and technology needs of small businesses," said Bill Ooms, CEO of BSS. "Our mission can spread to more and more team members through both organic growth and acquisitions like this one."

BSS will realign existing

employees, move some team members to leadership roles within BSS, and potentially hire some additional staff. They will also expand into more Microsoft 365 services and cyber security options to provide robust security and remote working options for small businesses.

"Our acquisition of Network Technology Partners is very exciting to us," Ooms said. "It is a perfect complement for our team, our service solutions, and our growth goals. We believe our mission 'to provide support and a secure technical environment so that businesses can be productive and able to focus on what they do well' is applicable in any market or any industry."

BSS' main goal with the acquisition will be to combine the best of both organizations and provide a seamless transition for NTP customers.

"NTP is a small company like BSS, and they have been a phenomenal partner with their customers," Ooms said. "We will work diligently to provide NTP customers with the same kind of support that the NTP team has provided all these years."



ABOUT BSS

BSS is a managed IT services business that provides IT support for customers by proactively monitoring and managing all their technology, supporting users as needed, recommending technology solutions that help the business be more productive and profitable. Since 1995, BSS has helped small businesses and non-profits by protecting their business information with cyber security options, user support and technology solutions such as Microsoft 365 solutions.

BSS main office is located at 1211 Cumberland Ave, Indiana 47906. For more information, please contact BSS CEO Bill Ooms at 765-742-3440 or bill@bssconsulting.com.

Business System Solutions Wins MSP 501 Recognition



MSP 501

We are honored to be on the Channel Futures MSP 501 for the 3rd year in a row. This is the tech industry's most prestigious list of global managed service providers.

Below is the press release:
The Annual MSP 501 Identifies Industry's Best-in-Class Businesses Growing Via Recurring Revenue and Innovation

Business System Solutions, Inc. has been named as one of the world's premier Managed Service Providers in the prestigious 2021 Channel Futures MSP 501 rankings.

Business System Solutions has been selected as one of the technology industry's top-performing providers of managed services by the editors of Channel Futures. Managed Service Providers work with all sizes of businesses to provide cyber security, data protection, data backup, and user support for their partners. Many of their services and technology offerings focus on growing customer needs in the areas of cloud, security, collaboration, and support of hybrid work forces.

The Channel Futures MSP 501 survey examines organizational performance based on annual sales, recurring revenue, profit margins, revenue mix, growth opportunities, innovation, technology solutions supported, and company and customer demographics. Managed Service Providers that qualify for the list must pass a rigorous review conducted by the research team and editors of Channel Futures that rank applicants using a unique methodology that weighs financial performance according to long-term health and viability, commitment to recurring revenue and operational efficiency.



Channel Futures.
Leading Channel Partners Forward

MSP 501

2021 WINNER

Channel Futures is pleased to name Business System Solutions to the 2021 MSP 501.

"We are honored to be on the MSP 501 list for the 3rd year in a row and moving up to #242," said Bill Ooms, CEO, Business System Solutions. "We have been able to achieve this because of our great staff and the wonderful clients we have. Building our standards and processes, and focusing on cyber security and Microsoft 365, has helped our business grow while also providing great customer service!"

This year's list attracted a record number of applicants and was one of the most competitive in the survey's history. "The 2021 Channel Futures MSP 501 winners are the highest-performing and most innovative IT providers in the industry today. They stand head and shoulders above the competition," said Robert DeMarzo, vice president of content for the Channel Futures and Channel Partners Conference & Expo division of Informa Tech Channels. "Coordinated by Channel Futures MSP 501 editor Allison Francis, this year's list was clearly one of the best ever on record."

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WE'VE GOT SOME EXCITING NEWS!

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