

Gibbs

Executive Summary

Gibbs Wire & Steel Co, Inc.

Metals Drive
Southington, CT 06489

• Contact: Patricia Wright,
Director of MIS

www.gibbswire.com

Company Profile

Within the metal working community, Gibbs is considered to be a **worldwide leader** in the supply and processing of wire & strip. They are continuously investing in their business: expanding facilities, upgrading and replacing slitting, edging, and oscillating equipment, and adding to their already extensive stocks of wire and strip.

“We look to build long term partnerships with our key vendors. The more they know about Gibbs, the easier it is for them to provide creative and helpful advice. We definitely get that with CCS.”

-Bill Torres, President & CEO



Gibbs Wire saves time and money by choosing CCS as their network advisor and IT support provider

Working with a local partner

Patricia Wright, Director of MIS at Gibbs Wire was introduced to CCS when she started taking Microsoft certification examinations at CCS in Southington. She also attended some of their free seminars on IT technology and solutions.

Always looking to support local vendors, Gibbs looked to CCS when they began migrating to a full Intel-based platform. CCS was the obvious choice for all of their networking needs.

Gibbs Wire has approximately 150 employees with 5 locations across the country and one in Canada. Rather than expand their IT department, Gibbs wanted a solution that was both economical and reliable. As a small business, with a small information systems department, Gibbs needed a dependable and cost effective IT network management & computer support partner. In 2007, they signed the Master Computer Network services agreement with CCS.

“When we had overtaxed our network, the technicians at CCS went above and beyond to get us up and running smoothly.”

– Patricia Wright, Director of MIS

Long-term Partnership

In 2008, Gibbs' network was running at maximum capacity. Pat turned to CCS for guidance. Everything was running on one physical server with multiple application servers installed on it. Before they ordered another server, CCS analyzed the problem, explained the issues, and provided a logical solution (VMWare) which fit within their budget. Virtualization is now saving Gibbs time and money. It allows Gibbs to run several virtual machines on one physical machine, sharing the resources of that one computer across several environments.

Gibbs is currently benefitting from all of the following VMWare features:

- multiple operating systems running on a single computer*
- reduced costs due to increased energy efficiency and less hardware*
- applications performing at their highest availability and performance*
- improved desktop management & control*
- faster deployment of desktops*
- fewer support calls related to application conflicts*

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Satisfied Customers = Loyalty

Gibbs has been very happy with the service they continue to receive from CCS. Upper management can come to Pat with ideas and questions that she can give to CCS for options and advice. She is confident in presenting the answers she receives while moving forward in the solution. In these tough economic times, CCS provides a service to Gibbs that allows them to maintain a minimal internal IT staff without sacrificing reliability or functionality.

“CCS is my right arm of support regarding all network applications. I mean, they can do anything.”

- Patricia Wright, Director of MIS

About Gibbs Wire

From one small operation in Connecticut in 1956 to a network of strategically located metal service centers stretching across the U.S. and Canada, Gibbs has kept pace with continually changing market conditions, meeting the needs of the growing North American metalworking community for some four decades.

For Gibbs, a lot of hard work, a little luck, and a well-conceived idea of what the word "service" in Service Center really means have led them to become the primary source for wire and strip in North America. Beyond springmakers, stampers and metal formers, they've expanded into new market areas involving electronics and medical products. They continue to grow, too, adding service centers, capacity, new inventory, and secondary processing forms. In essence, they want to keep working with you into the 21st Century, just as they have since 1950's. They look forward to being your supplier when you need quality products and demand the level of customer service that has distinguished Gibbs from the very beginning.

