

**CASE STUDY**

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I just could not keep up with the advances and threats in technology. And, the day to day user needs were keeping me from the critical aspects of my main role to grow the company. Keystone has solved those issues for me and our growth is back on track!”

*Joe Giustino  
Sales Manager  
Akron Dispersions*

# Keystone’s Managed Infrastructure Service Enables Manufacturing Executive to Focus on Business Growth

Business Challenge

Akron Dispersions is a family owned manufacturing company located in Akron, OH. For over 50 years, they have served the polymer, chemical, coating and adhesive industries with innovative and industry leading dispersions, emulsions, and finely powdered chemicals specific to the manufacturing needs of their customers. There are only a few companies worldwide that do what they do.

The national sales manager has been responsible for all the company’s technology. With their growth, the daily demands of this responsibility are keeping him from his other role of business development.

Solution

Akron Dispersions partnered with Keystone to become their IT team and manage all of their technology needs, including infrastructure, user support, phones and wireless, malware and antivirus, application selection and license management, desktop replacement, email, and strategic direction.

Results

Keystone’s management solution provided certified experts in each area of technology, designing a technology platform and roadmap that was specific to Akron Dispersions. The size of their files and the critical nature of their proprietary information required a robust security plan and new hardware to remain onsite in a cloud hybrid model.

Benefits

OBJECTIVE	BENEFIT ACHIEVED
Allow Executive to Focus on Sales	<i>IT is removed as a concern. In fact, discussions have changed to how can technology strategically help growth.</i>
Provide World Class Data Security	<i>A formal security plan that includes business continuity and disaster recovery and critical device offsite backups.</i>
User Support & Device Refresh	<i>The users work directly with Keystone. We have replaced old devices and have a budgeted refresh plan for the future.</i>
Strategy & Technology Roadmap	<i>An increased confidence and comfort level knowing that a team of certified technology experts is now a partner.</i>