

MONTICELLO

COMMUNITY SURGERY CENTER

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Change IT Companies after 10+ Years – We Can't Do That!

Being with one IT company since the startup of our surgery center, more than ten years ago, made it almost impossible to find the right time to take on the task of comparing services, products and cost against comparable competition. Loyalty and familiarity is very comforting especially in an ever changing world. Therefore, it is not a surprise that through the years that 'comfort' easily became the determining factor in tipping the scale in favor of keeping things as is.

Then, we were dealt a new hand to play. All bets were off in terms of familiar faces, known entities, and long term relationships. Change was coming, like it or not!

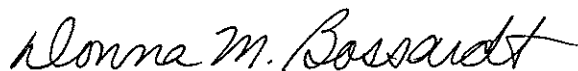
We could blindly accept the change being presented, or we could manage the change. Why not turn it into an opportunity to revisit short term and long term goals as we evaluate cost and overall effectiveness?

We chose to manage the change and face our fear head on!

And, that is how we came to meet and partner with PJ-Networks.

Our fears couldn't have been more unfounded. Throughout the process of transitioning all of our IT services and email hosting, we kept asking ourselves what we were forgetting or why we had been so fearful. The staff of PJ-Networks made it so easy. No drama, no chaos, no big deal . . . just a team of people listening to our needs, learning our processes and respecting our concerns.

In just under three months' time, with the assistance of PJ-Network's thoughtful planning and expertise, we are running a more cost effective, regulatory compliant operation while enjoying a vision for the future.



Donna M. Bossardt, Administrator
Monticello Community Surgery Center