

Cantey Tech Consulting

Clients benefit from a team approach without all the “geek speak”



Willis Cantey, President and Co-Founder of Cantey Tech Consulting, wants to set the record straight on common misconceptions about IT support. Topping that list is the mistaken belief that IT people are all a bunch of weirdos. Cantey says, “We look for people who are good with computers but can also communicate with humans.”

Cantey Tech Consulting, headquartered in Charleston, has 30 employees in four locations. “We take a team approach to IT support, so our clients get fast resolutions to their issues. Our clients also don’t have to worry about their IT person being on vacation when they need something quickly, which is a problem with the ‘two people running around with cell phones’ type of IT businesses out there,” notes Cantey.

He continues, “Another common misconception among businesses is that they have to move everything to the cloud by tomorrow. That’s not the case. Some things can be stored locally and others can be stored in the cloud. I also have people ask me, ‘Do I need to take security seriously? My answer is always, ‘Absolutely!’ The bad guys will find out if you don’t have proper security measures in place, and you’ll get in trouble sooner or later.”

Comprehensive IT Solutions

Since its founding in 2007, Cantey Tech Consulting has provided IT solutions and consulting in Charleston, the Southeast, and beyond.

Some of its most utilized Managed IT Services include:

- Business IT Consulting
- Cloud Servers & Backup
- 24/7 Help Desk Support
- Data Security Solutions
- Application & Infrastructure Hosting
- Networking
- Disaster Recovery
- Email Encryption & Security
- Office 365 Migrations
- Remote & Virtual Desktops
- Antivirus Implementation
- Video Conferencing Solutions

The company also offers Tech Consulting Services with the goals of providing real-world solutions tailored to a client’s needs,

enhancing technology flexibility and security, optimizing cost effectiveness, and seeing solutions all the way through. As noted on Cantey Tech Consulting's website (canteytech.com), "We can be your virtual Chief Information Officer and your Technology team."

Relying on Home Telecom

Home Telecom provides Business Class Internet to Cantey Tech Consulting through our fiber-based internet backbone network. Cantey says, "We became a customer as soon as Home Telecom moved into our market, which was about a year ago. We're pleased with our internet service. The speed is consistently as fast as we signed up for, which we know because we check our speed regularly. We're also getting top-notch internet reliability. We haven't had a single issue with our internet service from Home Telecom, which is invaluable to us. As a tech support and consulting business, we can never be down. It would make us look ill prepared in the eyes of our clients."

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— WILLIS CANTEY, PRESIDENT AND CO-FOUNDER, CANTEY TECH CONSULTING

What does Cantey appreciate most about the customer service from Home Telecom? He replies, "I appreciate how responsive Home Telecom is to all of our communications with them. It's always a positive personal interaction when I contact someone there. Home Telecom was also excellent to work with during the setup of our internet service and made sure everything worked correctly."

Cantey Tech Consulting frequently refers its clients to Home Telecom when they ask about communications providers. According to Cantey, the reasons include Home Telecom's competitive internet speeds and prices as well as the local factor. He explains, "We like working with people we know, so it makes sense for our clients to also use services from Home Telecom. Plus, Home Telecom has been a business leader in our community for a long time—since way before I was born. Let me check on the year. Yes, Home Telecom has been around since 1904. That longevity matters to me."



WHO'S MINDING YOUR BUSINESS?

HOWIE BAUMER
Sales Engineer

Howie Baumer joined Home Telecom as a Sales Engineer in December 2013. He previously worked at two businesses in Buffalo, New York— as a Sales Engineer with EarthLink and a Telecommunications Analyst with Rich Products.

Baumer's primary responsibilities as a Sales Engineer are twofold:

1. He assists our Sales Representatives in identifying the technical needs of area businesses.
2. He makes sure our customers have a great experience throughout the process, from pre-sale meetings to implementation to post-sales support.

What does Baumer enjoy most about his job? He replies, "What I like most is being out in the field working to identify customer needs. With the booming development in the Charleston area, we get to work with many types of companies throughout our footprint."

When not working, Baumer keeps busy with his children. He notes, "In my free time, I'm usually taking our kids to their sporting events. We have a daughter who is a sophomore at USC, two sons in high school, and one son in fourth grade."