

# Thriving *together*



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## Why Thrive?

After researching providers, we selected Thrive due to its reputation in industry, favorable ratings by Trusted Advisors and experience serving my client's industry. My experience working with Thrive on complex opportunities has been solid and they delivered for me and my clients. My clients are thankful that I helped them through a difficult situation and Thrive was a big part of that success.

## How is Thrive Different?

Thrive business development and service delivery executives were very experienced and committed. The SVP Sales worked closely with me to adopt our strategy and align with it. The executive team, including the CEO, got involved in working hands on with the client to offer, explain and justify solutions.

## Client Business Outcomes

The client's initial situation was dire. The client had not kept with technology investment, was unable to acquire or retain technical talent and was facing a very large acquisition with international locations. As Lead Partner and Trusted Advisor, I endorsed a managed infrastructure services strategy and assisted in the client RFP process eventually narrowing down and selecting Thrive. Thrive executive management helped in securing the contract and provided real value especially in the delivery of services for a difficult situation and timeline. Despite being in a severe technology deficit, Thrive enabled the client to complete the acquisition on time without incident. Client was ecstatic.