

Company Profile



Baumgarten
Making your business more valuable.

*Baumgarten & Company LLP
Certified Public Accountants*

Employees: 14

Founded: 1946

*Certified Public Accountants and
Business Consultants*

Headquarters in Cleveland, OH

www.baumgartencpa.com

Challenge

To locate a technology company with integrity that would offer right-sized solutions to complement the firm's internal technology capabilities.

Solution

An initial engagement with CRU Solutions on a small project began an ongoing relationship based on knowledge and trust.

Results

Baumgarten & Company has confidence in CRU Solutions as a trusted business advisor and in CRU Solutions custom servers and desktops to help keep the firm running efficiently.

CRU Solutions Complements IT Staff

In the 1960s, Baumgarten & Company was one of the first local firms in Cleveland to have a computer system. Over the years they have continued to use technology to its fullest to meet the needs of their clients.

Ken Gulling, Business Advisor, was referred to CRU Solutions in late 2004 to assist with a firewall. As Ken describes it, "We had a 'doorknob lock' on our client data and really needed a 'deadbolt'. I received quotes from companies who wanted to build a high-security system that was beyond both our needs and our budget. I explained what we were looking for to Jim Kerr at CRU, and he recommended a solution that met our needs without overkill."

Based on that initial experience, CRU Solutions was invited to complete a Technology Health Analysis (THA) to analyze Baumgarten's network and server.

The THA report determined that the server was not quite ready to be replaced, but should be budgeted for replacement in the next 6 – 12 months. Rather than replacing the server in the fall as recommended, Baumgarten elected to hold off on the server replacement until after tax season.

Unfortunately, during tax season the old server was pushed beyond its limit. CRU stepped in to help and fixed the server within a couple of hours. The firm was up and running again the same day.

The decision to switch from a well-known computer brand to CRU Solutions custom hardware was not an easy one for Baumgarten to make. In the past, they had bought computers for the entire office from a local computer builder who went out of business soon after. Baumgarten later discovered that the computers all had different "insides", making servicing them difficult.



However, based on Baumgarten's positive experience with CRU, they decided to give CRU custom hardware a try. Their first computer purchase was desktops in 2005, which to their delight had all the same "insides". Baumgarten has purchased a server and more desktops since.

Ken believes that trust is a key aspect of Baumgarten's relationship with CRU Solutions. "We know from experience that CRU will recommend what's best for our business and they won't sell us what we don't need."

Larry Yunaska, Partner, echoes Ken's sentiments. "We receive honest advice," Larry says. "Working with CRU Solutions has meant integrity, quality, reliability, and a good value for the dollar."

"It's easy to communicate with the tech staff at CRU. Even though we have IT support in house, CRU understands our business and knows that when we are calling them we really need their expertise."

***-- Ken Gulling
Business Advisor***