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Teamwork drives technology. That's an essential part of the founding philosophy behind the Colorado-based LINX LLLP, providers of voice/data, private branch exchange (PBX) integration, security and wireless services; specializing in voice and data structured cabling since 2002.

Today, the company has a roster of 130 employees and it — like its clients — is enjoying success that only a pure dedication to teamwork and customer service can generate. “We definitely felt we had a different attitude in terms of how we wanted to partner with our clients and our employees, which wasn't offered in the market

place,” says Dennis Mason, LINX Principal and the General Manager of the Colorado Springs, Colo. office. “We wanted to build a company upon the understanding that our technicians really drive our service level to our clients. In a contracting company, you are installing products... but our people are really the LINX product. We benefit from the quality workmanship and great attitudes that translate into a distinct business advantage for LINX.”

When business is approached as a team sport, the highs and lows of successes and failures are shared by everyone on the bench. Feedback



often comes back to the company directed at the team, and not at the individual. And that's why Mason says it is the company's teamwork philosophy that has netted big results for LINX and its customers, helping them to achieve their goals. “Our people believe in what they're doing everyday,” Mason says. “There is a sense of purpose...rather than just robotically getting through the day. They have chosen to take pride in their work. It ultimately gives LINX and our clients a comfort level that we will get a quality product everyday.”

Visa, which processes thousands of transactions per second through three data centers set up across the country, entrusts LINX with their facilities wiring and has chosen it as their preferred installer for three years running. LINX President Erik Isernhagen says the company's work with Visa is both substantial with regard to scope and on the cutting edge technologically. “It's a Tier 4 data center and it is a big facility. In that environment, quality is obviously top priority,” he says.

“Every time they have an outage, it's millions of dollars. And they work with some fairly cutting-edge stuff, from a cabling perspective.”

In Denver, Colo., LINX went to work at The Children's Hospital for what Isernhagen describes as one of the largest cabling projects in the area during the last 10 years. “It's more than one million square feet of hospital. In a children's hospital, you obviously want to make sure everything is working right,” he says. Like the industry itself, Isernhagen says the company's work at The Children's Hospital is both comprehensive and extremely technical. As new technologies and tried-and-tested systems collide, new problems and new solutions arise.

“There is voice and data connectivity,” Isernhagen says. “We're installing the copper, fiber and coax cable to drive the physical connection to the network...along with the security card readers, nurse call station wiring, leaky coax for wireless signal and all of the ancillary systems that are converging to be driven over the network.”

Mason says the company's jobs in healthcare — including a project at Memorial Hospital, in Colorado Springs — are definitely among the most challenging technically.

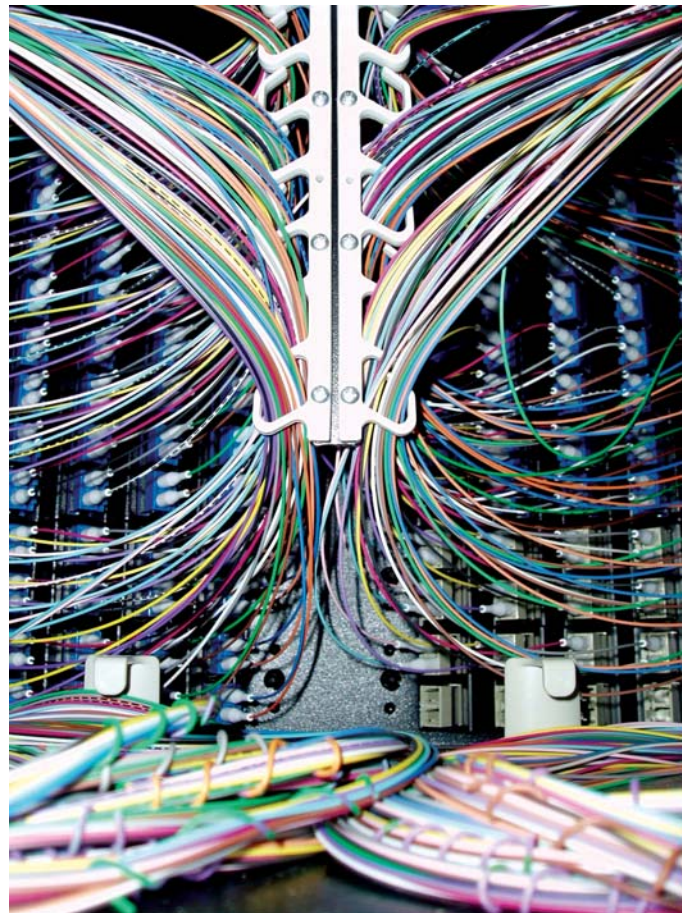
"So many applications rely on data in the medical field. The challenge is there," he says. "Everyday it's something new. There's some kind of new machine that has to be hooked up to the network, and we're trying to do that in an effective and quality manner."

Every day and every job brings its own unique challenges. LINX meets those challenges with the breadth of its collective experience in the industry. "There aren't too many cabling firms that can mobilize 55 guys on a single job site," says Isernhagen. "The average firm has anywhere from 20 to 30 total technicians. I like to think we have one of the best operations teams, if not the best, in the market. They've had to figure out how to grow and maintain quality at the same time. I've been very proud of what our Operations Management team and technicians have accomplished. The ultimate measure is the satisfaction of our clients, and we are routinely receiving letters of recommendation."

As technology continues to evolve almost daily, the schedule looks bright for LINX, even at a time when many things appear to be going wireless. For those tasked with integrating tomorrow's



technology today — not to mention bridging the gap between yesterday's equipment to that of the future — the rapid pace of technological advance can be a blessing, and a curse. "It's the fun part and also the challenge," Isernhagen says. "What I have to do is stay very close to my clients and figure out what they are interested in and make sure I can be a resource for them. We need to be very



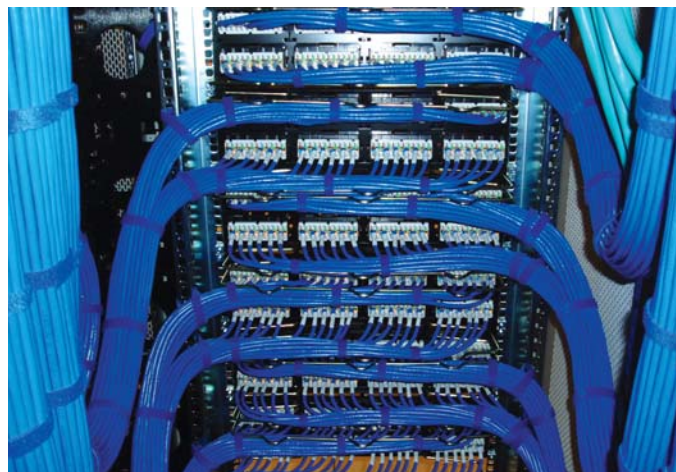
cognizant of their interests. It's an interesting position to be in."

While change in the marketplace in some ways translates to change internally, some things at LINX remain unchanged. "One of our challenges is that we have a pretty idealistic management team," says Isernhagen. "We have been trying to grow very quickly and at the same time, make sure our technicians and service folks understand the customer service vision we have. From eight employees to 130 in four years — I think that's pretty substantial growth. Being able to accomplish the growth for most folks is step one. Being able to grow your business in a manner that allows your service level to remain unaffected or to be improved — that is the real measure of success."

Isernhagen adds that LINX did \$3.3 million worth of business in its first year. Even with approximately

220 cabling contractors in the State of Colorado, those numbers immediately put LINX on the scoreboard. "Doing \$3.3 million kind of immediately put us in the top 25 right off the bat," says Isernhagen, who attributed the company's early success to a management team with more than a decade of experience in the local market.

Business has continued to prosper for LINX LLLP. About a month ahead of the close of 2006, Isernhagen says the company was expected to do business totaling about \$14.5 million. "It's been some pretty rapid growth, due in large part to referrals and word of mouth. The fun part is, in our business plan, we weren't looking to profit in year one," Isernhagen says. "We were cash positive in six months and we turned a profit in the first year."





9900 E. 51st Ave. • Denver, CO 80238 • Phone: 719-574-1113 • Fax: 719-574-1133