



BEHIND THE BUSINESS

“Mississippi’s economy is made up of the most creative, unique, and innovative businesses in the entire world. The Secretary of State’s Office is proud to spotlight these businesses, and provide support for all ventures which choose to invest in our great State.”

Dellunt

Venture Technologies Co.

Gerard Gibert and Norman Katool

Venture Technologies provides customized computer networking and cloud storage services to both private and public sector organizations and businesses nationwide – but personalized customer service is key to the Mississippi-based company’s competitiveness. “Venture focuses on delivering the best ‘experience’. We do that by applying the Golden Rule to everything we do. We treat our staff with respect; they deliver a world-class experience to our customer and the combination thereof makes Venture a world-class organization.” said Gerard Gibert, CEO of Venture Technologies.



Begun in 1986 by Gerard Gibert and Norman Katool as MicroAge, the fledgling start-up focused on accounting and business process automation. Gibert, an accounting and economics major, had previously worked as a senior consultant for Andersen Consulting and had been involved in large-scale software development projects as a business process analyst and developer. Katool brought to the table his operational expertise as staff auditor for a Mississippi-based certified public accounting firm.

As the information technology industry expanded and changed at an exponential rate, so did the Mississippi-based IT solutions company. Venture now operates additional locations in Alabama, Louisiana, Tennessee, Colorado, and Wyoming, but has maintained its corporate headquarters in Ridgeland. In August 2014, Venture merged with Denver-based Information Systems Consulting, Inc. bringing its full-time staff to almost 200 full-time employees including account managers, technical architects and engineers producing almost \$150 million in annual revenue.

Gibert has served as the CEO for Venture Technologies since its inception 29 years ago and has continued as the CEO of the merged company. In addition, Katool continues in his original capacity as the Chief Financial Officer. Gibert says Venture is different from other IT solutions companies because it goes further than simply selling equipment and data systems. “With the Golden Rule as our guiding principle, Venture helps organizations achieve excellence by delivering premise and cloud-based IT solutions that offer lasting value. We help private and public sector organizations deploy solutions that improve productivity, optimize resources, and maximize their ROI, ensuring that our customers receive the best experience possible throughout every phase of the IT lifecycle,” he said.

With each client, Venture assigns an account manager who, with a support team, follows a four-step process to determine what the customer’s needs are and how best to address their technology demands: 1) preparation and needs analysis to identify needs and objectives; 2) design/proposal of custom-tailored solutions based on a best-in-class approach; 3) implementation of industry-standard methodologies while keeping the customer constantly informed of the project’s status; and 4) support/quality assurance that the implemented solution continues to provide maximum performance and value.