

Technology and Trust

American Business Solutions Inc. Delivers Partnership, Ingenuity and Dependability

Rajeev Dubey, president and CEO of American Business Solutions Inc. (ABSI), knows that in the rapidly changing world of technology, exceptional service and collaboration are just as important as staying on the cutting edge to help clients compete in a global economy.

That's why the Lewis Center (Metro Columbus), Ohio-based software integration company works in dedicated partnerships with both its customers and employees to provide customized technology solutions that allow clients to streamline their businesses and enhance their success.

A Philosophy of Partnership

ABSI serves a diverse group of clients across the country in industries including insurance, manufacturing, banking, retail and government agencies. No matter what the sector, Dubey says the company strives to be a true extension of its customers' organization in order to deliver the best results possible.

"With our unmatched dedication and highly experienced staff, we make ABSI a part of their team and work together to achieve our common goal of



Front, from left: *Ryan Kramer, Senior Recruiting Manager; Rajeev Dubey, President and CEO; Mark Heidkamp, VP and CFO*
Back: *Mike Padovan, Senior Accounting Manager; Erin Bäby, Senior Human Resources Manager*

success," he says. "Our customers know that they can turn to ABSI for their IT solutions because we see each project from start to finish, which includes installation, trouble-shooting and support."

Empowering Employees

Dubey says partnership also plays a key role among his highly experienced staff, which he primes for success by valuing fair business practices, encouraging knowledge sharing and supporting collaboration.

"We believe that happy and well-trained employees provide great results, so we consider our employees to be our internal clients," he says. "They generate

business revenue and profits for the company, so we treat them just as well as we treat our clients."

Senior Recruiting Manager Ryan Kramer adds that although it is increasingly difficult to find exceptional software developers, ABSI has increased its infrastructure by building and improving its sourcing capabilities in order to locate and recruit these individuals.

"Currently, we're seeing a strong demand from our partners for business intelligence technologies such as data mining and data warehousing, as well as reporting and querying tools," Kramer says. "And we believe this growth in demand will only continue as more companies learn about the benefits that can be gained by analyzing their data using the latest methodologies."

It's all part of ABSI's goal to develop long-term relationships that drive value and help businesses re-engineer their processes for the future.

"Technology transforms every business," Dubey says. "We provide technology-enabled strategies so businesses can take advantage of opportunities as they emerge."