

# Intergulf Corp.

Industrial liquids management company located in Pasadena, TX.



## Results

*“In the oil industry, we can’t afford to expend resources on computer security and mobility issues. IsUtility® understands the technology, and how to integrate it into our business process.”*

*- Eric Englehardt, Outside Operations Manager*

### The Situation

To compete with industry leaders, Intergulf Corporation, like many of today’s smaller businesses, must be resourceful in managing its technological capabilities. The secure and systematic exchange of critical business data between its mobile workforce and headquarters is instrumental to the company’s success. For Intergulf, trusting outside IT “experts” to manage its internal computer network was never a viable option. Consultants’ inordinate hourly fees and repeated inability to permanently resolve IT crises or understand Intergulf’s business processes prompted Mike Canales (Director of Internal Plant Operations) to juggle the company’s IT responsibilities along with his regularly assigned obligations.

### The Challenge

Intergulf was intent on maintaining its high-standards in complying with sensitive, highly regulated health & safety regulations, and could not afford to sparingly stretch its internal resources. Xvand® was called upon to help systemize and secure the company’s information systems to enable seamless exchange of company data between employees and vendors, and significantly reduce the monetary and personnel costs of daily IT maintenance.

### The Solution: IsUtility

- Solution 1 Security:** A secure, climate-controlled environment protected the data from environmental threats, while multi-layered firewalls and proactive monitoring of the system assured them protection from viruses SPAM and hacker attacks.
- Solution 2 24/7 Support:** Mike Canales now dedicates his time and efforts to his core competency. The need for high-priced IT consultants to help resolve technical problems has been replaced with a simple phone call to IsUtility’s® 24 x 7 help desk.
- Solution 3 Business Growth And Mobility:** Mobile executives benefit from a completely secure and ubiquitous electronic environment -- communicating with the office and one another electronically -- resulting in new business opportunities.
- Solution 4 Reduced Costs:** Intergulf has replaced its dated routine of routinely investing its resources in computer technology with a predictable monthly fee and a full-scale IT department that manages the daily maintenance of its system for about the cost of a few hours with an IT consultant.

**Before:** Recurrent security threats to its computer system drained company resources and created difficulties in maintaining compliance with health regulations.

- Lost productivity as a result of computer system’s inability to properly synchronize data between mobile workforce and headquarters
- Limited IT resources prevented the company from un-tapping its true business potential

**After:** Proactive system monitoring protects the company from viruses, SPAM and hackers, freeing Intergulf personnel to focus on core competencies

- Seamless exchange of data between employees and vendors, leading to improved office productivity and customer relations
- 24/7 Help Desk replaced high-priced IT consultants, drastically reducing computer-related office inefficiencies
- New opportunities for business growth through utilizing the latest technology and maintaining a predictable and cost-effective IT budget.