



Accelerating the digital transformation: International Integrated Solutions, Ltd. (IIS)

"The companies we admire are like the people we admire: resilient, authentic, personable, collaborative, ambitious, and humble." Chip Conley

Meet John Iacone, Founder and CEO of IIS. Leading a team dedicated to deliver the "IIS Advantage" to customers who help to pave the path to digital transformation, ensuring our customers remain competitive in an increasingly challenging environment, he has proven his mettle as an entrepreneur and led IIS to serve clientele with new, innovative solutions. Early in his career, John took the path of entrepreneur after successfully helping noted financial institutions, newspapers, business leaders and the military develop IT solutions and solve their more complex technical challenges. His experiences helped him found IIS, and since 1990, there's been no looking back.



John Iacone, Founder & CEO

With the advent of new enterprises in today's generation, there has been a rise in the hue and cry about how consistent these enterprises will be in terms of performance and customer service. But when it comes to older enterprises that have still managed to survive and coexist under stiff competition, industry newcomers still have much to learn from the

veterans. New York-based IIS, founded in 1990, has a number of things to tell today's techies.

A flexible business model is a must if you want to retain clients and continue to innovate

"At IIS, we take a common sense and vendor-agnostic approach to serving

“We are a different kind of IT service provider. We become an extension of our customer to provide consulting, IT solutions, and integration at the highest levels of partner designation from many vendors, including HPE, Red Hat, VMware and others. Our clients include Fortune 500 companies, mid-sized enterprises, fast growing start-ups, higher education, and government agencies at the local and state levels. Because we build a synergistic relationship with our customers, we have played a pivotal role in their business for decades. We never—NEVER—look at business from a short-term perspective.”

our clients’ business requirements, their applications and all possible use cases,” said John.

“Any IIS project starts with the engagement of our PMO. Our trained and experienced personnel follow a Services Delivery Methodology and Framework to ensure clients’ success while our Consulting & Integration lifecycle approach provides a proven and disciplined approach to every engagement.”

“On the other hand, our robust delivery foundation coupled with experienced account management supports clients’ project goals from beginning to end, while each stage of the lifecycle incorporates proven methodologies and industry best practices.”

Indeed, when a company as old as 26 years is known to be serving Fortune 100 companies spanning all industries – including banking, retail, media, healthcare and government – there remains no doubt about its commitment to innovation and service.

Helping clients with their journey to the cloud by assessing the current workload and cloud maturity, and mapping out optimal steps to provide the agility and costing benefits of a true hybrid cloud solution, IIS has

gained strong industry credibility for its commitment to excellence. Today, the company today has offices in Plainview, NY, Manhattan, NY, Danbury, CT, and Greater Boston, MA.

Focus on Success as a journey instead of a destination

“With our time-tested Service Delivery Methodology and Framework, we have helped our customers deliver projects on time, within budget, all while mitigating risk,” said John. *“And all this has been possible because of our state of the art integration center, where we build and test prior to a customer delivery. Much credit also goes to our team of experts, who apply practical experiences from IIS Lab to validate customers’ solutions and enable deep understanding of underlying technologies.”*

With current solutions that include IT Transformation, Cloud, Big Data, Desktop Virtualization and Security and a global outreach, IIS has earned an enviable reputation as a top solutions provider for multiple OEMs including HPE, Redhat, VMware, etc., over the years. Yet John believes that the company has a long way to go. With business and life learnings that set excellent examples for newcomers to learn from, IIS has continued its

commitment to excellence and has gained strong industry credibility by earning some of the most difficult IT certifications from top technology vendors. *“We have a two-to-one technical ratio to sales which demonstrates our focus on technical solution excellence,”* said John.

And for those yet to make their mark or waiting to strengthen their market position, John has a final word. *“Challenges are what every enterprise faces, but one should strive to sort it out instead of avoiding it. At the same time, one should also focus on being agile to adapt to changes in the industry and adopt new solution areas. The rest will automatically follow and the IIS journey is a testament to this.”*

WHY IIS...

- Certified PMP Project Managers
- Extensive Experience & Expertise
- Leverage Best Practices
- Tested Tools & Templates
- Proven Methodologies & Processes
- Focused on Risk Mitigation
- Properly Selected Technology
- Extensive Integration Center
- Software Lab to Validate Poc Success Criteria