

# IT Strategy for Entrepreneurs

by ReliAvail I.T. Company

After spending 26 years in the U.S. Army, LTC William Foos has a passion for serving soldiers and a keen ability to build successful teams to accomplish complex missions – just the right combination that is required when starting and developing new businesses.

In 2003, Bill began working with ReliAvail CEO Dennis Little on IT integrations and strategy for his first small business, Security Management Solutions. **The pair have now worked together for nearly a dozen years, successfully forming business and IT strategy that launched and grew three small businesses.**

Before taking his current post as Senior Director of Security Services with Gannett Fleming, Mr. Foos started three successful companies: **Security Management Solutions**, specializing in physical security and antiterrorism training for governments; Basic Overnight Quarters (now **BOQ Lodging**), a Central PA Emerging Business of the Year finalist in 2013; and **Foos OB/GYN**, a Camp Hill, PA-based obstetrics and gynecology operated by Bill's wife, Dr. Colleen C. Foos.

## Client-Focused IT Expertise

William Foos remarks about ReliAvail I.T. Company: "I have worked with Dennis Little for the past 10 years and continue working with ReliAvail. I have used him to set up three successful businesses. **You can trust that his company and his work will be topnotch and beyond reproach.** A trusted, talented, and client focused IT advisor perfect for any small business".

## ReliAvail Delivers Value for Entrepreneurs

ReliAvail CEO Dennis Little is well-versed in the challenges that small businesses face. In 1990, Dennis' father transitioned from specialty agricultural work with the Federal government and started his own trucking business. 25 years later, Dennis puts the lessons of small business entrepreneurship that his father taught him to work for ReliAvail IT Company's clients.

"I strongly believe that ReliAvail's value is two-fold: first, **we are able to act as 'technology translators' to cut through all of the technical jargon** for business

stakeholders who need to accomplish a business mission. Second, we know the struggles of entrepreneurs first-hand and **ReliAvail is committed to impeccable service** as well as a working partnership **that stands by the business owner** and is empathetic to changing needs", said Dennis Little.

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-William Foos

## Solutions for Business

ReliAvail offers services in support of the Enterprise and SMB alike:

- IT capacity planning for mobile workforce
- Security reviews, compliance consulting and strategy
- Infrastructure design, integration and management
- Secured network and telecommunications

**Contact ReliAvail today for a free consultation:**

(877) 372-6782 | ReliAvail.com

WORKING TOGETHER SINCE 2003



William Foos, Entrepreneur



## Security Management Solutions

With experience in law enforcement and military police, military intelligence, anti-terrorism and criminal analysis, SMS experts possess extensive experience and knowledge, to private organizations and governments.



## BOQ Lodging

Bill Founded a Veteran Owned Small Business (VOSB) that maintains an active inventory of 200+ lodging units for Department of Defense personnel in the Continental U.S. (CONUS).



## Foos OB/GYN

Along with his wife Dr. Colleen C. Foos, Bill invested in Obstetric and Gynecologic startup Foos OB/GYN in 2010. Dr. Foos cares for women of all ages and is located at Holy Spirit Hospital Medical Arts in Camp Hill, PA.