

**Specializing in Technologies and Cloud Computing Consulting, Onix Networking is helping their Commercial, Federal, State and Local Government Customers Optimize IT Infrastructure for Secure, Manageable and Reliable Data**

**Technology  
Google Apps solutions**

**Onix Networking  
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**Tim Needles  
President / CEO**

**BIO:**

Tim founded Onix in 1992 and is currently President and CEO of Onix. Tim's primary job functions include overall vision for the company and continuing to build and grow the business, particularly as it relates to cloud computing and enterprise search. Tim was highly instrumental in establishing Onix's relationship with Google in 2002 and continues to be actively involved in this dynamic partnership.

Areas of expertise include executive leadership, business management, finance, sales management, channel management, contract negotiations, and others. Tim has twenty-five years of experience in the software, hardware and consulting services industries and has worked and collaborated with dozens of world-class IT vendors.

Tim graduated from St. John's University in New York City with multiple degrees and worked for the Cleveland Browns, Cleveland Indians and Miami Dolphins before beginning his career at Onix.

Tim and his wife reside in the Cleveland area and have three children.

**About Onix Networking:**

Onix Networking, located in Lakewood, Ohio is a small business that provides industry-leading solutions in information technology. Onix specializes in technologies and services that help optimize IT infrastructure for secure, manageable and reliable data.

**Interview conducted by:  
Lynn Fosse, Senior Editor  
CEOCFO Magazine**

**CEOCFO:** Mr. Needles, would you tell us about Onix Networking?

**Mr. Needles:** We are an IT value added reseller and cloud computing consultancy providing world-class IT solutions and services to a broad range of commercial and government customers throughout North America.

**CEOCFO:** Your website indicates you provide industry leading solutions, how so?

**Mr. Needles:** We partner with vendors that have a world-class scope, primarily organizations such as Google, Alcatel-Lucent and Juniper.

**CEOCFO:** How does the business break down and would you like to see a change in the mix?

**Mr. Needles:** Traditionally we have primarily been recognized as a value partner to the federal government and state and local government. Over the past five years or so we have extended our expertise to include enterprise and commercial entities.

**CEOCFO:** Are there concerns today about government business or do you see it as an opportunity?

**Mr. Needles:** We see opportunity in both the federal and state & local government sectors. The federal government, with sequestration and other budget constraints, certainly poses unique challenges but we do see opportunities there, particularly for customers that are investigating or moving to cloud computing solutions that help them maximize their budget.

**CEOCFO:** Would you tell us about the types of projects you are called upon to do and an example of something that is common and maybe something that is a bit more unusual that you are able to put together?

**Mr. Needles:** This past six months or so we have been working very closely with the Department of the Interior to migrate 80 thousand of their users to a Google platform as it relates to Google Apps. It is complex migration but we specialize in complexity as it relates to Google. We are also very involved with Google's other product solutions, including the Google Search Appliance and Geospatial products, which includes Google Maps and Google Earth. We recently won some awards at the Inaugural Google Partner Summit in Mountain View California. We won awards for Global Search Partner of the Year North American Geo Partner of The Year for Google Maps, North American Search Partner of The Year and North America Google Apps Deployment Partner of The Year. We have specialties and expertise across all of Google's solutions.

**CEOCFO:** How do you develop that level of expertise?

**Mr. Needles:** Part of it is our long-standing relationship with Google. We have been a Google enterprise partner for eleven years which is recognized as their longest standing worldwide partner. Being involved in that channel for so long has provided tremendous benefit for us as far as expertise, relationships and satisfied customers. What differentiates us is our team. We have a team of experts in their respective fields whether it is apps or search or geo. We have great customers that put their faith in us and help us revolutionize and transform their businesses with Google solutions.

**CEO CFO:** Do customers come to you because they want the Google solution and are they coming through Google?

**Mr. Needles:** Google customers come to us and we go to them to help transform their business and take them from traditional computing environments and models to the cloud. You have heard a lot of buzz over the last few years about cloud computing. In some respects cloud computing is just hitting its mark, but more enterprises and government agencies have come to the realization that it is time for them to explore the cloud for many reasons and benefits, including cost savings, revolutionizing how they go to market, improved collaboration and many others. It is a transformational solution-set from Google that get customers excited about how they can truly transform their business.

**CEO CFO:** Do potential clients know they want a Google solution when they come to you or do you propose Google?

**Mr. Needles:** It ranges widely. Some customers, agencies and businesses have performed adequate due-diligence and they, for the most part, know what they would like to accomplish - they just do not know exactly how to get where they want to go. That is where our expertise comes in. Others have not performed as much due diligence and they rely on us to tell them that story and the benefits of going to the cloud or to other Google solutions.

**“We have a team of experts in their respective fields whether it is apps or search or geo. We have great customers that put their faith in us and help us revolutionize and transform their businesses with Google solutions.”**

**- Tim Needles**

**CEO CFO:** Where do you see growth?

**Mr. Needles:** We see growth coming from multiple areas both in the private and public sectors throughout North America.

**CEO CFO:** What intangibles do you look for in your people?

**Mr. Needles:** We look for people that are highly professional and fit into our culture, one in which we treat our customers and our prospects the way they deserve to be treated. We like them to be highly skilled, adaptable and excited about the future model of cloud computing and Google products and solutions in general.

**CEO CFO:** How is business?

**Mr. Needles:** Our business is very strong. We have a great many satisfied and loyal customers. We are growing our business and scaling at an impressive rate and adding big brand name customers all the time both in the private and public sectors. We are hiring for many different positions.

**CEO CFO:** Why should the business and investment community pay attention to Onix?

**Mr. Needles:** We have a unique skill-set around cloud computing, specifically Google Apps and custom application development. Additionally, we have expertise around search and geospatial technologies. These can be complex technologies and most businesses and agencies require some guidance and expertise when implementing these

solutions.

**CEO CFO:** What should people remember most about Onix?

**Mr. Needles:** That we truly care about our customers. Customer satisfaction is paramount to us. We have a tremendous customer satisfaction rating and our customers enjoy collaborating with our people. Our level of dedication to our valued customers is excellent. I talk with many c-level executives and they cannot say enough good things about Onix - we are exceedingly proud of that.

