

SWINERTON INCORPORATED CASE STUDY

IBM Serviced Maintenance Savings with Strategy 7 Corporation for Swinerton Incorporated: "A Leader in the Construction Industry since 1888"

As the Swinerton companies enter into a new century, it is important to ask why they continue to be the premier builder while others fail in this highly competitive industry." A builder doesn't just survive the turning of the centuries. Such a builder thrives, from one generation to the next, and does so only by embracing two paramount values: Integrity and innovation. Integrity must never be questioned or compromised; innovation should always pervade a company's culture. To succeed—and to help its customers also succeed—a builder must incorporate those values into the best building solutions delivered by the best people in the industry for each and every project."

Strategy 7 Corporation, like Swinerton Incorporated, embraces these same paramount values: integrity and innovation. Since Strategy 7 has established a history of customer satisfaction with an ongoing commitment to quality in its database support, it was natural that Swinerton Incorporated would look to Strategy 7 Corporation to address maintenance savings on their IBM RS 6000 system.

The company's national preferred status with IBM combined with our expert professional services has allowed Strategy 7 to continually bring unrivaled value to our clients, such as Swinerton. Our special cost reduction program contributed to Swinerton's bottom line through savings in IBM hardware maintenance while continuing to maintain the IBM personalized customer relationship which they had become accustomed.

Strategy 7 and IBM were able to allow Swinerton to reinvest these savings from annual maintenance into other company assets. Swinerton Incorporated invites you to visit them on their web site at www.swinerton.com.

WESTERN REGION

500 Newport Center Drive, Suite 620
Newport Beach, CA 92660
(949) 719-9410

HEADQUARTERS

3306 Wiley Post Road, Suite 101
Carrollton, TX 75006
(972) 560-9201