

Small Business Does Big Business



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In any economic client, but especially a fluctuating one, businesses are constantly forced to reinvent themselves to match client needs. Downsizing, growing, changing their campaigns, lowering prices or creating better projects are all “reinventions” of the company wheel. Many small businesses have gone another route, incorporating related products or services into their company model to offer a broader range to their clientele.

T&G Business Solutions has done just that. A woman-owned minority company founded in 2005, T&G provides a wide variety of integrated business, technology and consulting services. In addition, they are also a member of the National Minority Development Council (NMDC) and veteran-owned as well. Gloria Pipkin, President of T&G, and Tyrone Pipkin, Vice President and veteran, were proud to be part of such a prominent council, and have done their best to carry the ideals of the council to the public.



Since its inception, T&G Business Solutions has gained a list of prestigious business partners, including Cisco and Dell, as well as receiving Illinois MBE Certification and others. The company’s services now cover every area of end-to-end project management for technology initiatives, business improvements and changes, as well as capacity management analysis.

Tyrone Pipkin explains the decisions behind the expansion. "Most companies like ours offer partial management. For instance, they offer enterprise systems integration or network integration, data warehousing management or data warehousing development. This means that the clients have to go to one company to get part of the job done, and another company to get another part of the job done.

"In this highly competitive business," Mr. Pipkin continues, "we felt the need to provide all these services under one roof – a one stop shop, if you will, for technology initiatives." Thanks to T&G Business Solutions and the few companies like them, it has become possible for a business owner to implement needed technological improvements through one company, rather than several.

Included in their services are end-to-end network management, data warehousing and portal development, network integration and business change management, which allows their clients to achieve designated business goals, prepare the workforce for changes, manage the transitions and streamline their processes. In addition, Tyrone Pipkin says, T&G offers consulting services for project management, technical support, network design and network administration.

"If it needs doing," Tyrone Pipkin continues, "and it has to do with business technological improvements, we can do it. We've proven that time and again, for small to medium businesses and Fortune 500 businesses alike."

Although T&G is still a small business, with only eight employees, they've made sure that their employees are highly trained in their capacities as certified technical experts, professionals and administrators. They've gained six business certifications and offer over twelve different services that all work together to form the complete business solution.

"Never underestimate a small business," Tyrone Pipkin says. "The smaller the business, the harder they work to gain clients – and we do work hard; not only to gain clients, but to give our clients complete satisfaction on their project, whatever it may be. We have a solid reputation in the IT industry specifically because we deliver proven results."

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