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Advanced Billing & Computing Solutions opens storefront



Advanced Billing & Computing Solutions' new storefront in Sylvania

Advanced Billing & Computing Services (ABCS), a business venture of Mobile Care Group that provides IT consulting, medical equipment purchasing, contract negotiations, process improvement, and general business support to help both medical practices as well as non-medical companies, has opened a storefront at 5131 Main Street in Sylvania.

According to Josh Weinstein, chief operating officer of ABCS, it was time for a storefront as the company has been growing since the company's inception in 2014.

"It was time for a storefront. We had proven ourselves to be an entity working inside another company as we had an established customer base and an income stream. The biggest driver was the fact that our refurbished IT business had taken off so well that it was really time to have a storefront for that alone. We could have an office anywhere – we really didn't need a physical office to operate from – but the fact that our refurbished IT equipment business was rolling the way it had, and that we wanted to actually provide more exposure to that side of the business because we also see it helping the consultant side and attracting just walk-in clientele. It was just kind of an evolution and just the right step at the right place and the right time and the right location, right next to our parent company. It was just one of those things where everything lined up," said Weinstein.

According to Weinstein, the new space is multi-purpose and functional. It entails a large showroom with a variety of equipment, a back office area with space for computer repair, refurbishing electronics, and a high-tech training area for developing and/or teaching hands-on courses to maximize a company's employee productivity. He noted that the training area will be made public for rent by the hour or day, and that the space also serves as a disaster recovery center for companies displaced due to a fire, flood, or other natural disasters that need a temporary location to set up operations

"As far as what we do, we provide IT consulting for small to medium-sized businesses. We do set-up, support, security backup, maintenance – any technology needs that any kind of business would need that we can provide. We also sell refurbished IT equipment. Stuff like laptops, desktops, even the enterprise level equipment like servers and things that businesses would need for their infrastructure," said Weinstein.

He noted that ABCS's clients have also expanded beyond the medical industry as well. ABCS also serves the legal, accounting, real estate, insurance, churches, non-profit, and engineering industries, among others.

"It's kind of varied by client. We basically set up a complete network infrastructure from a server, to backups, to firewall security, wireless wiring, etc. We do wiring for businesses, cameras, and that kind of stuff. We try to be the one-stop-shop and resource for our clients so they continue to utilize our services and bring more together because obviously technology has become a central part of business infrastructure, and people now realize the value of IT and systems and efficiency that can be derived from good, working systems. Being spun-off back in October of 2014, we had the luxury of having a great first client in Mobile Care Group, which was a good base to jump off from. We were able to tap into their vendors and their physicians, so we got some leads and some clientele through them. We also joined BNI, which is Business Networking International. That's helped get us exposure and just word of mouth and referral marketing," said Weinstein.

ABCS's primary service area is north-west Ohio – Sylvania, Toledo, and the surrounding areas – and there's a demographic in Columbus, Dayton, Detroit, and Ann Arbor, noted Weinstein.

"Basically, everybody needs some form of IT and we like to be a one-stop-shop so we can help them get set up and we don't have any kind of contracts we sign as far

as long-term, binding agreements. We just charge an hourly flat rate, so if they use our service, they use it. We can resell managed services and things like that, but that's based on the client and what their expectation and budget is and how much they value IT and what they need," said Weinstein.

When speaking of the benefits of working with ABCS, Weinstein noted that the company provides valuable cost savings and focuses on providing excellent service.

"We provide two hour confidential, no-obligation analysis or support consulting. We are so confident in our services that we are willing to prove it to you. We differentiate ourselves with satisfaction-guaranteed service. We pride ourselves on professional service delivery with prompt responsiveness being key to customer retention. We are not in business to sell you something. Our ethical business practices are grounded in discovering hidden areas of improvement using systems that reduce costs while increasing productivity. We have a vested interest in your success. Our goal is to implement systems and functionality that help your practice thrive. Your satisfaction ensures a trusting and strong partnership. And lastly, we desire long-term strategic partnerships with our clients. Systems are dynamic, so it's important to continually optimize and support them to maximize their value to the organization," said Weinstein.

Weinstein concluded by noting that the storefront is open Monday-Saturday and is customer-centric.

"Most people have an idea of what they want. Sometimes they think they need a certain device when they come in and then they leave with something different because in hearing what they are trying to do and accomplish, there might be a better or alternative way to accomplish what they have envisioned using different equipment or hardware or whatnot. We have different services for different customers and we want to help out any way we can," concluded Weinstein.