



Cisco WBE partner Von Technologies supports fellow WBEs

Von Technologies LLC cares about the growth and advancement of fellow and future women's business enterprises. Cisco is proud to have joined forces with one of its certified women-owned business channel partners to make sure that the women entrepreneurs of the Women's Business Development Center have access to the resources they need for sustainable growth.

Michelle Vondrasek, named one of the 2016 Women of Influence by the Chicago Business Journal, holds dear her position as president of Von Technologies, one of the few woman-owned businesses competing in the telecommunications technology field. In part because of the company's collaborative approach, flexible service delivery model, and primary strategic partnerships, it has grown dramatically. In fact, it was ranked 17th out of the 50 Fastest-Growing Women-Owned/Led Companies by the Women Presidents' Organization in 2015.

Von Technologies is noted for and commended by its customers for the time its team spends understanding customers' challenges and needs, regardless of the organization's size. This level of customer service was no less true for the Women's Business Development Center, a 501(c)(3) economic empowerment organization that provides full-service programs and services to startup, emerging, and established women business owners. As a former client of the Women's Business Development Center enriched by its leadership development, contract negotiation training, and networking resources, Von Technologies took great pride in assessing the Center's troubled technology infrastructure.

"We were thrilled with the services provided by WBE-certified business owner Michelle Vondrasek, president of Von Technologies, who designed and built a solution to resolve an internet access problem at our Chicago headquarters, and to Cisco for funding the solution," said Emilia DiMenco, WBDC president and CEO. "WBDC's former Wi-Fi infrastructure simply could not support the need for a stable and strong Wi-Fi connection during peak training, counseling, and meeting hours. Since the work was completed, Wi-Fi

access is seamless, with no connection drops. Clients now have the continuing internet access they need to learn and ultimately grow their businesses."

When Cisco Diversity Business Practices Manager Madison Gunter III was told about the challenges WBDC was having with its wireless system, he jumped right in to help Vondrasek and DiMenco design and fund a new Cisco wireless network program that proved to be the right solution for WBDC and its clientele.

"Since Cisco formalized its diversity business practice efforts, we continue to uphold our commitment to recruit and develop diverse partners and suppliers and to provide them with access to opportunities," Gunter said. "Michelle's ask for this project has numerous wins for many:

- WBENC-certified WBEs in WBDC's current and future markets have reliable wireless access for growth.
- Von Technologies demonstrates its commitment to social responsibility.
- Cisco's partner and supplier diversity commitment continues to be filled.

Quite frankly, there's never been a better time to demonstrate how Cisco securely connects everything to make anything possible. It positions us as the networking leader and technology visionary we are."

Challenges of the project included:

- Existing wireless coverage that struggled to combat the noisy spectrum within the range.
- Limited number of channels available, causing high incidence of interference between devices forced to broadcast on the same channel.
- Limited coverage throughout the office space.
- A lot of dropped connections.

New Cisco Meraki equipment with additional access points added and new Wireless Application Protocol runs provided the solution. It resulted in ubiquitous coverage throughout the office space and a stable connection throughout the office for employees and guests. •



Michelle Vondrasek



Emilia DiMenco



Madison Gunter III

To learn more about these organizations, visit these websites:
Von Technologies: www.vontechnologies.com
Women's Business Development Center: www.wbdc.org
Cisco: cisco.com/supplier/diversity