

GLOBAL CTI BUSINESS COMMUNICATIONS SOLUTIONS

David Kaiser, President and Founder

For over 30 years now, Global CTI has been a leader in the business communications industry.

President and Founder

David Kaiser wanted to create a better life for his family and for others when he decided to start Global CTI. Keep in mind this was before the Internet revolutionized the way we communicate. At the time, Global CTI was a data networking and IT outsourcing company. But as the communications industry evolved, the company quickly grew as a result of great sales, expansion, and acquisition (including voice integration companies Central Telecom and Metro Audio).



"We specialize in communication solutions, which means we implement voice, data, and video systems to serve our clients," explained Kaiser. "Along with that, we help clients manage those systems. We have a fully staffed Network Operations Center in Bakersfield that supports clients from San Diego to Sacramento."

Today, Global CTI complements its converged voice and data solutions with a wide range of quality solutions in the voice, data, video, connectivity, desktop, and managed service realms. Over the past five years Global CTI has installed over 40,000 endpoints, along with the networks and applications that make those systems work.

"We have two offices—the Bakersfield headquarters and a regional office located in Irvine, with additional sales, engineering, and operations associates strategically positioned throughout central and southern California. While most of our projects are in California we have growing list of clients with offices throughout the nation that turn to us for support," Kaiser

continued, highlighting other ways the company has grown.

"Over the years the biggest change has been in technology. The Internet has changed the way businesses communicate which has led to a great deal of growth for Global CTI," he added.

For Kaiser, he feels the company's successes have been rooted in the commitment to stay true to the mission and values set forth at the beginning. "We hire people who fit into our culture and can adhere to our mission, which is helping our employees and customers be as successful as they can be. This enables us to work as a team and has resulted in Global CTI becoming one of the strongest regional communication

integrators in the country. For the past two years Global CTI has been named into the ShoreTel Circle of Excellence which recognizes us as one of the top ten ShoreTel resellers in the world," Kaiser said proudly.

That's not to say that there aren't challenges to be overcome. "Technology changes constantly which means we have to continue to educate our staff and clients," he added. "But we have been experiencing a thirty percent growth in revenue year after year and have a goal to continue this growth rate."

In a constantly evolving industry, Global CTI stands out locally thanks to the company's dedication to provide the best communications solutions for their long list of clients. That means understanding the organizational needs of each and every client. It seems like a complicated task, but for Kaiser it's simple.

"We design, install, and maintain integrated communication solutions and we're damn good at it."

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David Kaiser