



“ Thank you for visiting IT Partners,  
where we promise a very different  
IT Support experience. ”



## Hope you enjoy your "takeaway"

We have assembled here the elements of our site that you found most interesting. We hope this gives you a sense of the very different sort of IT Support experience you can expect from IT Partners. But please call me on **07 957 2651** or email me at [andrew@itpartners.co.nz](mailto:andrew@itpartners.co.nz) if you'd like to learn more.



Andrew Johnson  
Managing Director

“They’ll definitely save us money in the long term.”

SimcroTech

## SimcroTech

SimcroTech is a Hamilton-based company that is number three in the world in the specialised field of animal health delivery systems. Exports constitute more than 95% of sales and their IT systems are crucial in the processing of those overseas orders.

### > Problem

#### Fixes didn’t stay fixed

When Krishnan Samy took over as Finance Manager of SimcroTech, he found that IT problems took longer than expected to be fixed, and often needed further attention. His IT Manager wasn’t expensive, but ongoing problems were costly and frustrating.

### > Solution

#### Outsource their IT to IT Partners

When his IT Manager went on holiday and IT Partners stepped in to provide temporary cover, Krishnan noticed an immediate change. “Problems were more quickly fixed, and they stayed fixed.” Krishnan decided to make it a more permanent arrangement.

### > Result

“They’ll definitely save us money in the long term.”

Since outsourcing his IT function to IT Partners, Krishnan has been alerted to a number of pressing concerns including the need for better virus and firewall protection, and a disaster recovery plan. “IT Partners gives me greater confidence our IT is going to support the business. They’ll definitely save us money in the long term.”

Website: [www.simcrotech.co.nz](http://www.simcrotech.co.nz)





“It’s like car insurance. You don’t know how good your provider is ‘til you have a crash.”  
Realty Plus

## Realty Plus

Realty Plus is a Hamilton-based real estate agency that specialises in the commercial area and uses an extensive database to help match properties to client’s needs.

### > Problem

#### Lowest cost or highest confidence?

When Graham Dwyer was starting his firm Realty Plus six years ago, he was faced with a difficult choice. Should he choose the IT provider with the lowest price, or the one that gave him the highest confidence?

### > Solution

#### “You get what you pay for”

He ultimately chose IT Partners, though he admits they weren’t the cheapest option. “It’s very tempting to keep the overheads low, but then you hear stories of servers being down for 2 days. In the end, I believe you get what you pay for.”

### > Result

#### “IT’s like car insurance. You don’t know how good your provider is ‘til you have a crash.”

With more than \$150k now invested in IT, Graham is sure he made the right choice. “IT Partners has managed our IT systems pretty much without a glitch. I could have gambled and gone with the lowest cost option, but I think IT’s like car insurance. You don’t know how good your provider is ‘til you have a crash.”

Website: [www.realtyplus.co.nz](http://www.realtyplus.co.nz)



## Our Services

### IT Support

Whether we're fixing a server problem or managing your entire IT function, IT Partners offers a refreshingly different IT Support experience.

#### **From Troubleshooters to IT Managers**

We can solve a niggling email issue, develop an IT strategy, or manage your entire IT function – choose the level of support that suits you.

#### **Professional**

Many IT professionals simply aren't. At IT Partners, we understand how critical IT is to the modern business, and approach our work accordingly.

#### **Responsive**

We always have at least two engineers well briefed on your systems and our comprehensive documentation ensures we're able to quickly get to the root of any problem.

#### **Proactive**

Many IT Support companies resemble firestations – waiting to get the call before they go into action. IT Partners is proactive, seeking to head off problems before they disrupt business.

#### **Committed**

We want to help clients be even more successful, and constantly strive to find ways in which technology can improve the way you do business.

If you're ready for a refreshingly different IT Support experience, please call our Managing Director, Andrew Johnson today on **07 957 2651**, or email him at **[andrew@itpartners.co.nz](mailto:andrew@itpartners.co.nz)**



## Our Team

### Andrew Johnson

Managing Director

Download VCard:

After studying at the University of Waikato, Andrew identified a significant disparity between the calibre of companies headquartered in Hamilton and the quality of IT Support they were receiving. And so, in 1997, he launched what would become IT Partners.

He had a vision for the sort of businesses he wanted to work with and by offering a highly professional service. Recognising the need for a superior level of strategic guidance and governance, he brought on two independent and highly experienced directors who are helping him fulfil his commitment of becoming the leading IT Support company in the Waikato.

Andrew's business background has included two appointments as acting 'CEO'. The first appointment involving a divestment program, covering multiple business's and over 6500 ha of land for a US based family over four years. The second appointment being a merger and integration role of several recently acquired business's for a US multi-national, with an advisory role that is ongoing.

Andrew regularly consults on IT Strategy and Requirements at board level with some of Waikato's best known businesses.

Referees:

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