

onthetown

DEFENDING
THE DEFENSELESS
YMCA OF GREATER FLINT
SAFE PLACES

DRIVEN BY
TECHNOLOGY
INC SYSTEMS

+
WATER BOTTLES
INTO EYEGASSES
MADE IN FLINT

INC SYSTEMS

DRIVEN BY TECHNOLOGY

// BY CINDY FICORELLI //
PHOTOS BY // JESSICA HATTER PHOTOGRAPHY

Founder of INC Systems, the 41-year-old "accidental entrepreneur," as Hamp calls himself, provides this very simple description of what he does: "We help businesses use technology the right way for their success."

And to accomplish this undertaking, Hamp and his INC team work side by side with businesses to develop a detailed strategic plan that will help them truly understand the wisest use of technology to reach their goals efficiently and productively.

When local business leaders hear the name Aaron Hamp, "I know what they're going to say next about me," he says with a large and genuine smile. "And it's time to change that old perception." He confirms, "Yes I was 'that techy' guy," but he goes on to explain what that really means to businesses seeking the help of his company.

HOW DID INC SYSTEMS BEGIN?

"When I first started the business in 2004, I would take on any job or project that was related with technology whether or not I even knew what it was. I was just good at figuring things out and fixing them, plus I had a genuine love of all things techy. I also believed from the beginning that client satisfaction was more important than profits, and this is still something we live by today. This may have been part of the reason I lived in the office for almost the first year but has really paid off in the long run."

WHAT IS A TYPICAL DAY LIKE FOR YOU?

"My days are much different than when I started. I don't personally do support anymore as I leave that up to my amazing team. My role is focused on building our business and consulting our clients to help build theirs. I am very active in the community and attend a ton of networking events as well as being involved with many charitable organizations. One thing I am most proud of is my involvement with the YMCA of Greater Flint, where I currently serve as the board president."

WHAT MISTAKES DO YOU SEE BUSINESSES MAKE WITH TECHNOLOGY?

"Often, we see businesses with technology they think they should have for one reason or another, but they tend to try and make the wrong technology fit with what they want to achieve. They continue to dump money into trying different solutions without a solid plan and they end up wasting a lot of time and resources, ultimately not finding what is best for them.

"A dentist, for example, is in the business of making beautiful smiles. They might buy technology that a vendor recommends as the latest and greatest on the market, but may not be the best for their specific business. Like any business, they need to eliminate inefficiencies and downtime, ensure all of the information is completely secure and available and make certain all important data is backed up correctly. These are a few of the things INC will do for our clients – providing worry-free technology that matches their needs. In the long run, INC also will save a company time, money and make their work life much better."



Aaron Hamp // Founder of INC Systems



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INC Systems actually is our chief information officer. They are responsible for providing support and strategic recommendations for our hardware and software so we can provide the highest quality products and services to our customers. INC Systems has adjusted based on our growth and the changes in technology in our industry.

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– MATT CRAMER,
PRESIDENT, DEE CRAMER –

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Aaron was sensitive to the fact that we are a nonprofit, and the more dollars we spend on IT means less dollars we can spend on our kids. The INC Systems team are good people who really take the time to understand what is going on in our business and what we need.

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– TAUZZARI ROBINSON, CEO,
BOYS & GIRLS CLUB OF FLINT –

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With a fast-paced business such as ours that is driven by technology, it is imperative we are operating at 100 percent, 24/7/365. Since we hired INC Systems in 2009, we have grown together with the changing tech world to stay at the top of our industry. We lean on Aaron and his well-assembled team for direction and vetting of large projects.

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– MATTHEW ROZEN,
DIRECTOR OF BUSINESS
DEVELOPMENT, STAT EMS –