Case Study: **Steward Energy**

Steward Energy Leverages IT Partnerships for Long-Term Success

Steward Energy was founded in 2012 to focus on the oil and gas industries. From its earliest days, Steward grew quickly from a two-person operation to an expansive business with dozens of employees.

Among the numerous differentiators that contributed to Steward's growth, one of the most significant was its IT development strategy.

Steward's founders knew how important IT decisions were for long-term success. Supportive IT infrastructure isn't just about implementing the easiest or most cost-effective solutions. IT must be aligned with each company's unique business model and deployed for easy scaling alongside the company.

This need is what drove Steward Energy to seek out a partnership with Global IP Networks, a leading provider of IT consulting, procurement, and implementation services since 2000.

A Partner for All Things IT

Steward Energy trusted Global IP Networks' consulting and expertise to create the best solutions for their IT systems. Global IP Networks not only provided strategic consulting, but complete management of each aspect of Steward's IT ecosystem. This, in turn, established Global IP Networks as more than a mere outsourced IT provider. It became a value-adding partner that supported Steward's team throughout their growth.

> **"From my team's perspective, Global IP is in-house IT. They know that if they have a problem with hardware or software, they have a support number to contact to get it resolved. It's as if it's our own help desk."**
>
> **- Lance Taylor, CEO of Steward Energy**

Global IP Networks supported Steward Energy with any IT issue that emerged, from day-to-day connectivity issues to large-scale IT investment strategies. Global IP Networks' open-door policy ensured that Steward Energy always had an IT expert on standby to solve challenges as soon as they appeared.

A noteworthy example involved Steward Energy's goal of setting up a geological survey system. This solution had been run through the cloud and required ongoing expenditures to maintain. However, Global IP Networks suggested a different approach that ran the solution through on-site servers—an uncommon strategy for this type of platform.

The results were immediate. Global IP Network's innovative approach allowed Steward Energy to run its solution locally, which saved them the expense of cloud data management. Additionally, the on-premise solution allowed Steward Energy to maintain complete control of all data with an in-house environment—an important goal for the data-centric company

Building Relationships of Mutual Value

Above all, Steward Energy and Global IP Networks viewed their partnership as more than just an outsourcing arrangement. Both organizations understood the value that came from treating their IT provider as a core part of the organization's infrastructure.

> **"It really comes down to trust. They trust us, they trust our ability to help them solve issues and do that in a fiscally responsible way. They know that we're going to look out for their best interests," says Pike.**

This value-adding partnership is the foundation of Global IP Networks' approach for all clients. While other IT companies may establish solutions and let them run in a hands-off way, Global IP Networks values the mutually beneficial arrangements that come when both partners stay actively engaged in the process.

This mutual engagement is integral to creating an IT system that supports business growth. Companies should view their IT partners as assets they trust to deliver real economic value for their clients. It's this approach that gave Steward Energy such a substantial ROI from their IT investments. With the right partner behind them, they found it easy to leverage IT technology and become a leader in their market.