



## **DENNY HECKER TRADES UP TO THE NEW MODEL OF COMPUTING - Hecker's Auto Group Upgrades to Orbit Systems' Utility Computing Model**

*EAGAN, MINNESOTA (November 2002) — ORBIT Systems, Inc., a company that provides complete managed computing solutions to small and mid-sized businesses, has announced that Denny Hecker's Auto Group has completely outsourced its computer systems with ORBIT, including the ongoing management of computers, networks, email, technical support and the hosting of their dealership management systems for Hecker's Auto Group headquarters and 10 Twin Cities dealerships.*

([PRWEB](#)) November 2, 2002 -- Don't be fooled by the headline. Denny Hecker wasn't smitten by the sleek black form or the latest bells and whistles of the new laptop on his desk. And his eyes didn't glaze over comparing features and prices of the dozens of computers and software applications available. To the contrary, his focus is crystal clear and exactly where it ought to be — on getting his customers the best deals on cars. Because Hecker is in the car business, the last thing he wanted his staff worrying about was computers. That's why he's enthusiastic about letting ORBIT Systems worry about Walden's computer systems for them.

Before outsourcing, Hecker's Auto Group lacked a coherent strategy for managing Information Technology (IT) resources and sharing information, and they were subject to multiple vendors who managed proprietary auto industry applications. The net effect was a disorganized system in which data and resources were not efficiently shared. —ORBIT Systems instantly restored our control over our computer systems. They even manage our applications so that we only have to deal with one technology vendor. The bottom line is that we can focus more on our customers, says Hecker.

—Denny Hecker's Auto Group is a perfect example of how outsourcing can benefit small and medium sized businesses, according to ORBIT President, Stephen McFarland. —Smaller companies get an entire team of experts and support staff, but they only pay for the resources they need. Thus, even a company with 10 computer users can afford the technology and support previously available only to large corporations.—

ORBIT Systems serves as a virtual IT Department for small and mid-sized organizations by providing complete outsourced IT solutions that include the implementation and ongoing management of high-speed Internet access, networks, email, industry-leading computers and software, and 24x7 Help Desk support. ORBIT describes this model as —Utility Computing—, in which computers become available anytime, anywhere, without distraction, all for a predictable monthly subscription.

For more information regarding ORBIT Systems, please call Steve McFarland at 651-767-3322; or visit their new Web site at [www.orbits.net](http://www.orbits.net)



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