



October 08, 2008

AGILAIRE MAKES SILICON VALLEY/SAN JOSE BUSINESS JOURNAL'S FASTEST GROWING PRIVATE COMPANIES

There is a reason Agilaire made the Silicon Valley/San Jose Business Journal's Fastest Growing Private Companies (50). CEO Tom Haley and his team of professional print management consultants (200 years of combined experience in print, packaging, and management logistics) have done something truly unique in their industry. They have changed the model that has been around since Benjamin Franklin. "We are a 21st century kind of printing company," Tom begins, "We are not tied to iron, but to who can do the best work for our clients." This is the core of Agilaire's success and why they have grown 73.1% in revenue since 2004.

"I spent 25 years in the industry," Tom states, "and I was struck by the constant conflict of interest between my client's needs and whether my company was a perfect fit equipment or technology-wise. I soon realized that in today's fast paced world of new equipment and technology, not one shop was right for all clients."

So, in 2000 Tom opened his business and began to establish a sophisticated network of the world's finest manufacturers in commercial printing and packaging. Then he put together a dream team of top industry specific and forward thinking management who knew just how to match the right manufacturer's expertise to the right job. Thus began the success of Agilaire as the client's advocate and project manager offering not only printing and packaging but promotional items, training materials, web-based procurement solutions, design, engineering, fulfillment and inventory management.

Agilaire's team cannot be confused with print brokers, as the brokers work with trade printers that do not have a sales force to produce the best solution for the client. As one of the top performers in this industry, Agilaire is able to work with world-class manufacturers that compete for Agilaire's representation and client base. Due to their international network of manufacturers they are able to be where clients need them from the U.S. to Europe to the Far East.

Agilaire's requirement from their manufacturers for quality, cost efficiency and deliverables, plus their "hands on" seasoned management team have clients singing their praises.

Chris Barnes, CEO of Informed, has the answer. "I needed 15,000 books and my printer kept putting me off. Found out he couldn't get the ink to dry on plastic because he didn't own the right equipment. That's when I turned to Tom Haley of Agilaire. Tom analyzed my product and price needs. Then he searched for the right printer for my job, checking out each printer's production process, equipment, management, deliverability and price structure to meet my needs. Agilaire is so thorough, they manage every step of the printing process, which is an incredibly valuable asset to my company and me."

