



Wardell provided the systems & accountability i-worx needed to thrive through rapid growth

Founding partners Andre Coetzee & Jose Gavina launched i-worx in 2003 with a vision for a unique Managed IT Services business; one specializing in innovative solutions, Cloud Computing, and fanatical customer service.

Today, the company works with a broad spectrum of clients, across a varied range of industries. They've successfully reached out to clients who demand the immediate person-to-person customer support and creative IT solutions they offer, but not without encountering a few critical challenges along the way.

Two years after opening, i-worx faced an onslaught of new customers. Self-described business philosophers, they knew that if their business was going to survive the rapid growth they were facing, it needed a stronger foundation.

“We knew we were too immersed in our daily operations and needed to focus on putting in place systems to grow our business to where we wanted it to be,” Says Coetzee, “Wardell was the only firm out there that offered a structured, methodical approach, and one-on-one support, which is exactly what we needed to succeed during rapid growth.”

Wardell worked together with the founders to draw up a set of strategic objectives, and expedite the process of implementing systems for hiring procedures, client relations, sales and accounting.

The results?

Says Coetzee, “Working with Wardell gave us a strong foundation during a time when we more than quadrupled our revenues and tripled the size of our company. They provided the expertise, resources and accountability we needed to get to where we are today.”