

SOFTWARE CONSULTING & DEVELOPMENT

Winning in today's highly competitive global marketplace requires software that is dialed-in to the unique requirements and processes of your business. CTL's Software Consulting and Development Services combine infrastructure services, middleware, packaged applications, and custom software development to support very targeted business problems faced by a diverse set of domestic and international clients.

Our disciplined methodology and procedures ensure that your projects are optimized to be on-time and on budget.

SYSTEMS INTEGRATOR

CTL is an expert in building systems from a variety of diverse and complex components and associated technologies from large OEM contracts to small custom runs. Our customers want complete solutions to problems, requiring any combination of hardware, software and networking expertise in a multi-vendor environment while minimizing total cost of ownership (TCO). We are committed to our total customer satisfaction quality philosophy by meeting or exceeding all your expectations and providing the most cost-effective solutions.

REPAIR

CTL provides warranty and non-warranty repair services for our own products as well as for other companies. When failures do occur, our repair center will make equipment fully operational with minimal lead-time and expense. CTL offers complete repair and refurbishment services with a modern facility, state-of-the-art test equipment, extensive spare parts inventory and a highly trained staff of technicians.

SALES TRAINING

Selling to the customer's bottom-line is the most effective strategy in sales. Our Value-Based Sales classes and workshops effectively defeat price competition, budget limitations and down market conditions by illustrating and capturing the value of our market offerings. The objectives are to open lucrative opportunities by finding value beyond the obvious, increase margins, maximize closing ratio and develop a step-by-step process that can be leveraged by your sales force on every sale.

TECHNICAL TRAINING

CTL's training will provide your staff with the knowledge they need to make fast and effective IT decisions, ultimately providing your company a competitive advantage. These courses are specifically designed in conjunction with our product manuals and presented in a hands-on manner for ease of understanding.

CTL, Inc. is headquartered in Beacon Falls, CT.