



Roundtable Members Speak Out



Grantek has been extremely fortunate to be associated with an Exotek led peer group. Exotek facilitates this group of 9 CEO's. Exotek's industry knowledge and business experience has proven valuable as the group discusses various business challenges and exciting new opportunities. If you and your company are open to sharing your experiences and want to gain insight from a group of like-minded executives, these peer groups are for you. I have been involved with various peer groups over my business career and I can clearly state that the Exotek led group is by far my best experience.

Dave Patterson, Owner, Grantek Systems Integration Inc.

We are a new member company to the peer group having joined a year ago. I have been impressed with the high-value sharing of ideas from knowledgeable and successful people with direct experience in our industry. It seems like we're all focused on overcoming the same challenges, so the discussions are directly and immediately applicable to our business. If you get a chance to join one of these groups, I would highly recommend it.

Ken O'Malley, PE, CFSE, President, aeSolutions



Matrix Technologies has been part of a peer group for several years. As one of the shorter tenure leaders within the group, I have found great value in discussing the experiences, knowledge and forethought brought by the other executives. The key to the success of the group is the willingness to share and to help each other, all for the betterment of our industry. If you come to the group with the right mindset, it will certainly help you grow as a leader and as a company.

David Blaida, P.E., CEO/President, Matrix Technologies, Inc.



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I have been a member of an Exotek-led CEO peer group for many years, and have found tremendous value in it. We also have several of our people in some of the other functional peer groups. One great side benefit has been the relationships that have grown between the peer group companies, which in turn leads to collaboration on client projects. We've shared resources with most of the companies in our group, and I'd strongly encourage other CSIA companies to consider participating in facilitator-led peer groups.



PC Romano, President, Avid Solutions



I have been a member of an Exotek Peer Group since the start of 2014 (6 years). Our group consists of 8 executives from a diverse set of companies. We meet for 1.5 days each quarter, rotating locations to member company offices. The value from the group has been significant - in the time I've been a member, my company has more than tripled in size and has gone from two offices to eight. Having a sounding board of peers who understand my business has been invaluable. I would highly recommend an Exotek Peer Group for anyone looking to improve & grow their business.

Frank Riordan, President, DMC

Interstates has been involved in peer groups for many years and if you are not currently a part of one I can personally vouch for how much value they will bring to your organization! We also have been using the Traction model in our organization for a few years and have found it to be very effective at helping our leader team focus on the right things and get things into execution. Thanks Exotek for offering this value to our CSIA organization!

Jeff Miller, Project Management Dir., Interstates Control Systems

