



#21 GreenPages Technology Solutions: Harnessing the power of the cloud

GreenPages is a national consulting firm that helps its clients virtualize their work environments and transform data center and IT operations by strategically leveraging the power of the cloud.

As organizations are moving from a physical to a virtual cloud model, GreenPages has established itself as one of the top providers of virtualization and cloud computing in the country. "We are at an exciting time in the evolution of IT," says Belinda Braley, vice president of human resources at GreenPages.

The past year has seen tremendous growth at the company in terms of hiring. GreenPages hired 12 new employees in the second fiscal quarter and added eight additional staff in August.

GreenPages has also focused its expertise inward; virtualizing its corporate headquarters in Kittery last year. "We don't just talk about it; we live and breathe it day in and day out," says Braley, who says she can't think of one person at the office who doesn't work at home at some point during the work week.

While virtualizing the workplace creates the opportunity for employees to work from home and therefore, not see

each as frequently, the company is also conscious of creating opportunities for staff to get together outside of the office. GreenPages organizes various trips to sporting events, an annual family outing, and a quarterly book club.

The book club began a couple years ago with the goal of reading one book a quarter, typically on a topic that relates

The company has two divisions, a managed services group, where staff members act as a client's remote IT department, managing and troubleshooting issues from its Kittery office, and the professional services group, which includes a sales team, project managers, and engineers who recommend and implement GreenPages products and solutions.



GreenPages employees on the lawn outside of corporate headquarters

GREENPAGES TECHNOLOGY SOLUTIONS

33 Badgers Island West, Kittery 03904

Top local executive: Ron Dupler, CEO

Year established: 1992

Maine employees: 156

Website: www.greenpages.com

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back to or enhances work. One book that resonated profoundly with the club was, "The Big Switch: Rewiring the World, from Edison to Google," by Nicholas Carr. According to a review in the *Financial Times*, "The book is the best read so far about the significance of the shift to cloud computing." Braley says she recommends it to anyone who has questions about the cloud and now gives the book to every new hire at GreenPages.

In August the company holds its annual client summit at its headquarters, where clients fly in from all over the country for a three-day conference.

GreenPages has a peer-nominated Employee of the Month award and an Employee of the Year award for three employees, with two recipients decided by a company-wide vote, and the third recipient named by senior management. "It's a great thing when your peers recognize your contributions," says Braley, who adds "And we have a lot of really smart people here." ■