



many technologies. **one** pointe.

Case Study - Fluence Bioengineering

At first thought, horticulture and information technology don't seem to have very much in common. However, technology is a big part of how many plants are now grown, especially when Fluence Bioengineering is involved.

About Fluence Bioengineering

Fluence Bioengineering develops the specialized lighting systems that allow the plants being cultivated in assorted man-made environments and conditions to successfully grow. Their lights are used worldwide to assist the growth of plants intended to be used as food, medicine, and in research efforts. Utilizing cutting-edge LED grow lights to deliver the exact spectrum a plant needs for optimal development, Fluence Bioengineering is able to maximize plant growth with minimal energy expenditure.

At the time of this writing, Fluence Bioengineering employs around 90 people, and has experienced a doubling of their revenue every nine months.

another of Technology Pointe's clients before setting off on their own and starting Fluence Bioengineering. As a result, Technology Pointe and Fluence Bioengineering started their relationship from a place of mutual understanding. Technology Pointe would see to it that Fluence Bioengineering's server would be maintained, and that the many other applications and technologies Fluence Bioengineering would need—including file management and financial applications—would be hosted off site.

Pain Points

As Fluence Bioengineering was established, it quickly found itself in the position where their resources were stretched. They were experiencing explosive growth rates and needed to add people to their team while incorporating new solutions that could support this growth. The solutions that were needed included a line of business applications for sales and management, enterprise resource planning software, a call center for sales and support, and product version control.

In addition to these solutions, Fluence Bioengineering also needed assistance in managing their technology solutions, both remotely and locally.

Plan of Action

By happenstance, Fluence Bioengineering founders Nick Klase and Randy Johnson had worked for

Solutions

Technology Pointe ultimately implemented *All Pointes Covered*, their fully managed support solution, and M-Files, a document management solution that covers Fluence Bioengineering's design and engineering processes. Technology Pointe also handled the maintenance of an existing server, as well as the installation of others.

A cloud solution was put in place as a means of hosting Fluence Bioengineering's key processes, such as storing their files, hosting their enterprise information management, accounting, and other key considerations.

Technology Pointe also managed Fluence Bioengineering's move, in March of 2016, to a new physical location. Through the experience of everyone involved, a task of considerable size was executed smoothly and successfully.



Considering all that Tech Pointe has done for Fluence Bioengineering, including availability of their experienced staff, building and support of our IT systems, and creating an efficient software/hardware environment, the value add would be hundreds of thousands of dollars.



-Larry Dodson - Director of Product Development & Planning

Results

Fluence Bioengineering is still utilizing Technology Pointe's *All Pointes Covered* solution, and now has the ability to focus on their other needs, knowing that their IT is managed by a dependable full service managed service provider.

If you're looking for an IT provider who can help you resolve your company's technology needs or issues, consider Technology Pointe. Their expertise is only a phone call away!