

Advanced Integrated Technology

AIT Computers

Owner

Ahmed Ali

Success Magazine: How do you define success?

Ahmed Ali: Success is a composite of satisfying customers and ensuring their success by making their personal or corporate computer lives better.

SM: You opened AIT Computers in 1994. What did you do prior to this?

AA: I worked at GE in research and development for many years. After that, I attempted to develop a new company at the RPI Incubator— Advanced Integrated Technology. It didn't work out, but I instead started AIT Computers in 1994.

SM: What computer brands do you carry?

AA: We carry Dell and AMD, and we design our own AIT computers to the specifications of our clients. We also provide Microsoft and APC servers.

SM: What services do you provide at AIT Computers?

AA: We are a Microsoft and APC server authorized dealer. We also serve corporations with the Lotus form, IBM, Linux, and CRM. We provide on-site service to our clients at both large corporations and private residences.

SM: Who is your target market?

AA: Our retail store is on Hoosick St. in Troy and we sell our products and services to businesses, residences, and many town municipalities in the Capital Region.

SM: What sets you apart from others in the industry?

AA: We are centrally located in the Capital District. We are accessible and we work well with all of our clients. We have a highly trained service staff, with the capability to service all aspects of the computer world.

SM: How has your business changed over the past fourteen years?

AA: The service aspect of our company has expanded dramatically over the last four years. We suspect that ninety percent of our future growth will be in servicing or augmenting our clients' existing systems. Many of our clients will not be able to afford new servers or equipment and they will look to us to repair and improve the computers and servers they already have. We are now carrying APC products to protect servers from loss of power and critical business applications, and we have seen a significant growth in this aspect of our business, especially since our last power outage.

SM: Describe yourself in one word.

AA: Ambitious.

“ We have a highly trained service staff, with the capability to service all aspects of the computer world. ”

