



Profile

INCOG is a voluntary association of local governments serving Creek, Osage, Tulsa, and Wagoner counties in Oklahoma. INCOG provides local and regional planning, information, coordination, communications, implementation and management services to member governments and their constituent organizations, working through a voluntary assembly of area elected officials.

Computer Technology Solutions (CTS), located in Tulsa, Okla. was founded in 1978. The firm's mission is improving the business success of small and medium-sized firms by providing superior computer services and products. CTS is a Microsoft Certified Partner (MCP) that specializes in implementing and supporting business systems. CTS has been involved with the MCP program since its inception and derives all revenues from Microsoft services and products.

Web Site

Find out more about INCOG at www.incog.org

For more information on CTS, go to www.ctshq.com

Microsoft Products Used

Windows Server 2000
Exchange 2000
SQL Server 2000
Office 2000
Windows 2000 Professional
Internet Security & Acceleration Server 2000
FrontPage 2000

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B.E. Milner, manager of administrative services, INCOG

INCOG

INCOG, as a Council of Governments, is not a unit of government, but a voluntary association that comes together to build consensus in solutions to regional problems. The information INCOG provides assists both the public and private sectors in decision-making and in solving local and regional problems in the Tulsa region. INCOG staff assists by providing technical support and data, assessing local and regional problems, interpreting federal and state requirements when relevant and by presenting viable alternatives to members to solve identified problems. To provide the best solutions and the lowest cost of ownership, INCOG partnered with Microsoft Certified Solutions Provider Computer Technology Solutions (CTS).

Going with the Microsoft star

At one point, INCOG worked with a non-Microsoft platform and several competing applications. But the agency realized that a unified family of products would offer better service. INCOG also sought a more cost-effective system. For example, the maintenance agreement alone for the old operating system was a significant expense.

According to B.E. Milner, manager of administrative services for INCOG, the IT staff sat down and examined the leading products of the time, and analyzed where they were headed. "We felt that, long-term, Microsoft was going to be the star," he said. Working with CTS, INCOG migrated to Windows NT and then to Windows 2000 Server, plus other Microsoft products such as Exchange 2000.

CTS works exclusively with Microsoft products, CTS President Kevin Fream said. "When I install Microsoft products, I know they're going to install very easily. Plus, I don't have to worry about how well they will work together," he said. "And other operating systems may have a lot of bugs."

Better service at lower cost with Microsoft

"Microsoft really moved forward and helped us consolidate our business needs," Milner said. For example, having the complete Microsoft family of applications makes it easy to move a document from Word to Excel to PowerPoint to the Internet. "That has really helped," Milner said. "It makes us much more productive."

To take another example, INCOG provides a variety of maps of the region to member governments and to the public. With Microsoft products such as Word, PowerPoint, FrontPage and Publisher, it's easy for INCOG to put the maps on the World Wide Web for easy ordering by clients. The same ease-of-use holds true for many of INCOG's functions. The Windows 2000 platform and Microsoft applications make it much easier and more cost-effective for INCOG to supply information, services and products to member governments and the public.

"We're offering more services at lower costs. This would have been impossible even 10 years ago," Milner said. "We do all this with a staff of 50, but it would have taken 500 employees to even try this years ago."

With Microsoft products INCOG can be assured that it will remain a technological leader. "Microsoft keeps us current," Milner said. "Our experience has been a perfect example of how a Microsoft Windows 2000 across-the-board implementation can lower costs and help organizations do the job even better."