

**With the Focus Squarely on the Healthcare System and Providers, AllSector Technology Group, Inc.® is Well Position for Growth Providing Cloud-Based Application Solutions, Network Infrastructure, Hosting and Professional Consulting Services for the Not-for-Profit Industry**

**Technology  
Non-Profits  
(Private)**

**AllSector Technology Group, Inc.**

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**Michael Davis  
President and CEO**

**BIO:**

Michael has provided senior level management services at AllSector for more than 14 years, and in the not-for profit and public sectors for more than 25 years. At AllSector, Michael has been responsible for the conceptual design of AllSector's AllTrac® suite of applications, as well as for the development of AllSector's lines of business.

Prior to joining AllSector, Michael managed consulting services for Oracle Corporation, was Chief Information Officer at the Visiting Nurse Service of New York, and was Senior Deputy Commissioner and Chief Information Officer at the NYC Human Resources Administration. While in City government, Michael chaired the New York City Municipal Data Processing Council.

**Company Profile:**

AllSector Technology Group, Inc.® is an all-together different IT company, providing advanced technology solutions to the not-for-profit industry since 1998. The company's broad range of services help healthcare institutions, health and human services agencies, educational organizations and government entities run their operations most effectively. The company provides cloud-based application solutions, network infrastructure and application management, hosting, help desk, and professional consulting services.

**Interview conducted by:  
Lynn Fosse, Senior Editor**

**CEOCFO:** Mr. Davis, AllSector Technology Group is self-described as an all-together different IT company. Please tell us about AllSector.

**Mr. Davis:** AllSector Technology Group is different from most technology companies in that we specialize in the not-for-profit sector. We are dedicated to providing services and bringing advanced technology to not-for-profit organizations with a special emphasis on health and human services organizations.

**CEOCFO:** What are some of the special challenges for non-profits that you are able to address?

**Mr. Davis:** We found that in the not-for-profit sector, technology is slower to arrive, which is partially a funding issue. The funding available is not usually long term—it is funded year by year. As a result, not many technology companies have concentrated on developing products for the not-for-profit sector.

We find the staff of not-for-profit organizations eager for technology and eager to improve the services they provide but often they do not have the means to identify the technology to meet their needs, nor do they have the capacity to implement those products they do identify/

That is where AllSector can help. We perform assessments and we help organizations file grant applications. We discount our pricing to the not-for-profit sector. We bring together many different not-for-profit organizations to work together. We work through membership organizations and we try to bring technology to a community that deserves to have that technology.

**CEOCFO:** Is it the volume that makes it profitable for you?

**Mr. Davis:** It is not the volume so much as that we have been able to service a core group of organizations that have remained with us for a long period of time. We are able to work with these organizations across the years to improve their use of technology. Our customers refer similar organizations to us. Our primary growth

has been through networking and referrals.

**CEOCFO:** You mentioned healthcare as one of the areas you are involved in, what other areas do you focus on and how much is there a common thread in all of the nonprofits?

**Mr. Davis:** We have been largely involved with the health and human service organizations, education, welfare-to-work, employment services, and healthcare including specialties such as homecare, behavioral health, developmental disabilities, and outpatient services.

Our customers are service organizations, and they provide direct services to a population in need. That is their mission and that the software applications we have developed are geared toward the missions of these organizations.

We have customers in other types of not-for-profit organizations such as membership organizations and foundations.

For those types of organizations, we provide basic managed services, help desk, installation of networks, migration to cloud-based services, etc. For the health and human services, we go far beyond that and provide the applications that they need to service their clients.

**CEOCFO:** Would that be in the consulting area that you started earlier this year?

**Mr. Davis:** We have several product lines. We provide managed services, basic technology, and infrastructure. We offer IT consulting, systems planning, data security, contingency planning.

We provide case management software – our AllTrac CaseManager product line, for such specialties as welfare to work, youth services, family and adult services, and employment services. We also provide a back-office communications system – AllTrac Automate that allows a not-for-profit organization to fully automate their back office. There are components for HR, contract management,

grants management, facilities management, purchasing and more.

Recently within the past 18 months, we set up a healthcare IT consulting practice headed by a physician and that practice helps healthcare organizations navigate the new state and federal regulations, providing expert advice in selecting software products, implementing the products, and complying with all the new regulations.

**CEOCFO:** Do many of your clients take advantage of the range of services that you offer or is it more piecemeal and how do you get them to take advantage of more?

**Mr. Davis:** We start wherever they are in the technology continuum.

Some organizations are just starting in IT and they have PCs but not net-

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works. They do not know what the cloud is and they do not know that they can get services through the cloud. So for those organizations, we provide the most basic types of services and building their infrastructure. We develop systems plans for them, help them understand how they should budget their money, and assist them in acquiring funds to get the technology.

Other organizations have infrastructure but they do not have the most recent applications, and for those organizations, we help them select applications, whether it is one of ours or other commercial applications. For example, we help many organizations select fundraising systems and help implement those.

For other organizations, that may have very specialized needs –we help

to plan their future and to develop the strategy to get them to where they need to be.

**CEOCFO:** AllSector launched a re-branding and a bit of a new strategy; what have you done so far and how it is working or is it too early to see a difference?

**Mr. Davis:** It is too early to see a difference in our revenue. However, we have worked with Middleberg Communications for the last year and a half, and together we developed a communications plan, marketing materials and new website.

We have come to the point where we have begun to advertise, to improve our name recognition, and introduce our applications suite.

We have had a very positive response so far and expect this to be our primary channel for company growth.

**CEOCFO:** How is business?

**Mr. Davis:** Business is good. Our business has been very steady and has grown. We've added new software products over the last year and there has been much interest in what we do.

**CEOCFO:** What do you see for the next year or so and do

you see additional consultants or additional opportunities with the increased regulations in virtually every field today?

**Mr. Davis:** We do.

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We are very excited about a new initiative that we are working on with a large not-for-profit organization,

FEGS Health and Human Services. Together, we have organized a business accelerator called Center4, which is geared toward improving the use of technology in not-for-profit organizations. We expect to use this organization to bring together not-for-profit organizations, government, foundations, entrepreneurs, investors and others to help the not-for-profit organizations implement advanced technology.

**CEO CFO:** That is a massive undertaking!

**Mr. Davis:** It is. It is going to have a large effect. We have a blue ribbon advisory board charged with planning the development of this organization and we have had a huge response to the press announcement. We will have a program up in the fall and expect great things to happen.

**CEO CFO:** Why should investors pay attention to AllSector Technology today?

**Mr. Davis:** We have an unusual mix of business opportunities, expertise in technology, and expertise in the not-for-profit community.

The not-for-profit sector is quite large and underserved. It is a wonderful market for technology and AllSector has a lot to offer. We have our AllTrac Suite, which includes CaseManager, AutoMate, and HomePort that are well suited for the not-for-profit community.

There is no suite of products like this - especially the AllTrac AutoMate product, which allows not-for-profit organizations to streamline their back office operations. Anyone interested in investing in technology ought to look at

organizations that are in the not-for-profit space. There is growth opportunity here.

**CEO CFO:** Would you tell us about your professional services organization?

**Mr. Davis:** Our consultants provide strategic planning, project development and management. They develop and manage infrastructure projects, and application projects. They provide expertise in data security and contingency planning.

We help organizations implement technology. We take great satisfaction in seeing over the years that the organizations we have worked with have grown. They provide better service to their consumers and they have done much through the technology that we brought to them.



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