



L to R: Greg Wood, Jr, Anne Hebert, Laura Pearce, and Jason Landry.



HOMEGROWN COMPANY KEEPS GROWING, BRANCHING OUT

GAGE

AT A GLANCE

PRIMARY PRODUCT/SERVICE:
Telecommunications and data services, structured cabling, standby generators

TOP EXECUTIVES:
Greg Wood Jr., Anne W. Hebert,
Jason Landry

NO. OF EMPLOYEES: 30

YEAR FOUNDED: 1980

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IN A CERTAIN WAY, everyone knows everyone; that's how things in Baton Rouge work. Like the branches of a mighty tree, everything seems connected, and we like to stay in touch with each other. That's why GAGE has been specializing in keeping folks connected for more than 30 years. In 1980, GAGE was planted as a small seedling, a small-scale telephone equipment provider in south Louisiana. It began as a family business and has maintained that feel throughout its long lifespan as a company, treating not only its employees but its customers as members of the GAGE family.

After proving themselves time and time again to their loyal and happy customers, the local phone company expanded, broadening its reach to the entire state of Louisiana. It grew into a full service IT company, offering networking, cabling, cloud computing and managed services, along with a service called INSITE from GAGE.

"INSITE is our way of providing top notch IT services without the headaches of a typical IT job," says Greg Wood Jr., VP of operations. "With INSITE, our clients find they can save money by reducing their expenses on hardware, IT staff and downtime."

"Our vision was—and is—based on relationships," says Jason Landry, VP of sales, about his first impression of the company. "It was all about service," he continues. "It wasn't based on products and the thought that 'I've got to go sell you something.'"

It is that philosophy of "the customer always comes first" that has been the driving force behind GAGE's success over the decades. As one of the most respected names in the

industry, GAGE helps businesses increase profitability and give them a competitive advantage through technology. Their work ethic and business-to-consumer relationships are exactly what won them the Better Business Bureau Torch Award for Ethics in Business.

Whether you're operating a small business or a large company, GAGE has you covered. The company handles a wide variety of clients, from law firms and small business organizations to anything as large as a city or parish government. "We adjust ourselves to cater to the clients' needs to ensure them the best experience possible," says General Manager Anne Hebert. "Everyone can provide a service; it's providing an excellent service that makes the difference."

The people at GAGE pride themselves on not only being a high-quality organization, but one that saves its clients money. So businesses can be assured that they will be in the best hands while GAGE is working in the best interest of the customer.

"Nobody is going to work harder for our clients than we do," says Wood. In doing so, GAGE has established itself as a leading small business in the IT industry in Baton Rouge, tacking on local and national awards to its name along the way.

"We love this community, and we love giving back, often participating as sponsors of charity events, professional organizations and other community endeavors," adds Wood. "When you have deep roots like ours, you need to branch out wide and provide shade, cover and comfort for everyone in your path."

After many years of success, the small sapling has flourished into a deeply rooted, stately oak—one that will continue to do its part to change the technology service landscape of south Louisiana. #