



MESSAGE MAP

What differentiates API from other technology companies is its laser-focus on helping people connect. Rather than working for a client, API works with clients to form partnerships around trust, reliability and dependability for all their technology applications.

Scott Fossett founded **API**, also known as **A Partner in Technology**, in 2000 to provide IT solutions to businesses both small and large statewide in Maine.

KEY MESSAGE
API has acquired Beech Tree Consulting, which will enable them to provide a broader range of technology services to their clients.

API has six full-time and part-time employees, including Rob Nevins, the founder of Beech Tree Consulting, who is now serving as the solutions architect for API.

The new services that API will offer its clients as a result of the acquisition of Beech Tree are solutions for businesses needing to use the private cloud for such things as cloud storage, encryption of emails, hosted phone systems and cloud servers.

Rob Nevins, who founded Beech Tree Consulting in 2013, is pleased to be working as an employee of API, because his passion is meeting with clients and designing solutions to their technology and data storage needs.