Cloud

man's idea unless he knows what he's talking about."

The Proudest Achievement of Modern Engineering

David Burnham, the CEO of the Chicago Exhibition, didn't trust George Ferris, a man with too many "wheels in his head." He called Ferris' proposed iron contraption a "monstrosity" and predicted it would cave in under its own weight, killing riders and bystanders.

"Your wheel is so flimsy it will collapse, and even if it doesn't, the public will be afraid to ride in it," Burnham told Ferris, who pitched his idea for a giant iron wheel as the main amusement attraction at the 1893 world's fair.

"You are an architect, sir, I am an engineer," Ferris replied. "I feel that no man should prejudge another

The inventor of the very first Ferris wheel held a radically different perspective than Burnham or any of his other critics—one built upon years of working first-hand measuring and quantifying the strengths and weaknesses of steel. Ferris' engineering proficiency and foresight paid off. The great Ferris Wheel performed perfectly. In fact, the amusement ride literally saved the fair from financial ruin. It became the main attraction and most successful exhibit at the fair, earning ticket sales of more than $726,000—about $19.8 million in today's dollars.

In dozens of ways, the very first Ferris wheel was a true test of American ingenuity that radically reshaped the world. When riders reached the 300-foot top of the rotating slender wheel, fairgoers seemed to catapult

from the earth's surface to *a perspective never seen before.*

"Nobody but the man in the moon as he spins through space on his fiery chariot ever took so strange a ride," said the Chicago Tribune on the inaugural ride. "The earth seemed gradually to melt away and then as gradually to grow near."

The view from the apex was higher than the flame of the Statute of Liberty, built just a few years earlier. More than 1,000 breathless passengers at a time could behold sweeping views of not only the fairgrounds and the surrounding city of Chicago, but also miles out onto Lake Michigan and the neighboring states of Wisconsin, Indiana and Michigan.

When it comes to engineering and architecting cloud and security solutions for your business, Collier IT creates with a view from the top of the wheel, piercing through the clouds to find the right solution.

The Collier team is not satisfied with implementing a pre-fabricated software solution that only fits a hypothetical problem. Like Ferris, Collier's analysts take a holistic approach, examining problems from multiple viewpoints in order to find the *right* combination of answers.

Some solutions come from viewing at the top, gazing beyond the horizon and exploring what has never been seen before. Other solutions require a more grounded approach—the viewpoint from the bottom of

the Ferris wheel is vastly different from the view at the top and can open the door to alternative possibilities. Flexible and adaptive, the architects at Collier are trained to shift gears when needed and take a bottom-to-top approach, discerning solutions from various perspectives to fit practical situations.

> " **They see the environment, they understand our needs, and they understand how we work. They do what works best for you and your future.**

We see Collier IT as a true partner that is on the ground working and meeting with us, but at the same time, looking forward and crafting a strategy that looks forward to our future needs," says Paul Bjorklund, a quality assurance manager, who works for a large industrial manufacturer headquartered in the Midwest. "They are the ones telling us what the trends are in the industry and how we can adapt to that future."

John Webber, of US Magnesium, notes that Collier IT was a critical, on-the-ground architectural advisor when his company recently installed a large cloud management system. "They are the best firm I have ever worked for when it comes to strategic thinking. When we need

to architect a solution and plan for the future, Collier IT has absolutely been our best resource. And I'm comparing them to some of the most well-known companies out there."

"They understand how the real world works," says John Kieman, master architect for the state of Minnesota's information technology systems, who has also used Collier IT to plan major cloud systems. "They see the environment, they understand our needs, and they understand how we work. They do what works best for you and your future."

Scott Petersen, Chief Information Officer for the Department of Human Services, state of Minnesota, notes that in their search for solutions to the state's challenges in analysis, big data, security, and cloud management, Collier explores every possible angle. "They are true innovators," notes Petersen. "They understand the changes that we need to make and they help us create a way to get there."