

# Small Business Development Center at UCF Advanced IT Concepts



## Business Life After Retirement



Roger Greenwald (L) and Gabe Ruiz (R)

Lieutenant Colonel Gabriel (Gabe) Ruiz retired from the U.S. Army in 2006. Since then he has leveraged a military career in information technology and an entrepreneurial spirit as owner and CEO of Advanced IT Concepts, Inc. which provides IT consulting services and value added resale of computer hardware and peripherals to both the government and private sectors.

AITC, Inc. was not an overnight success; Gabe spent four years as a consultant assisting telecommunications companies do business with the DOD, and concurrently engaged with CDW (an \$8 billion business-to-business technology infrastructure and computer resale enterprise). Blending his military, consulting and corporate experiences Gabe and his wife Sandra founded AITC, Inc. in 2010; AITC, Inc. is a Service Disabled Veteran Owned Small Business and has recently earned its 8(a) certification.

Since incorporation the company has achieved outstanding results with sales exceeding \$1.5 million in the first fiscal year. Year two was a break-out year which saw sales nearly double with a net profit margin exceeding 12.5%. Sales in this current year will again double exceeding the \$5 million milestone. In the three year period {2010-2013} the company has added 11 full time employees reaffirming the fact that “small business” is this country’s economic engine.

The company’s rapid growth has been accompanied with business challenges and Gabe turned to the Small Business Development Center at UCF.

In Gabe’s words: “The SBDC at UCF has been a true and invaluable partner to AITC. From our first meeting with Growth Acceleration Services consultant Roger Greenwald who showed a true caring attitude and superb business knowledge we have received expert advice in areas such as Marketing, Business Development, Budgeting and Forecasting, Operational Effectiveness and more. Additionally, the SBDC at UCF has facilitated AITC’s participation in the SBDC’s Advisory Board Council program which has provided a team of senior business experts that provide guidance in all business areas. Today, we are a much improved, stronger and better positioned company in great part to the outstanding support and guidance provided by the SBDC at UCF”.

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Gabriel Ruiz,  
Advanced IT Concepts