

# The Poma Companies Streamline Their Information Technology with Help from Accent Computer Solutions

*"There are not many vendors I would be able to say these things about, but our relationship with Accent is more than vendor-client, it's a true partnership"*

## CASE STUDY



Randy Malchow, President



### About The Poma Companies

The Poma Companies offer solutions for petroleum distribution, automated fueling, and construction services. Poma Distributing Company is a wholesale distributor of diesel and gasoline products and of Chevron and Exxon Mobil lubricants. Poma Automated Fueling manages automated truck stops nationwide and offers the most effective and technologically advanced fuel management system in the industry, as well as provide freight services for other petroleum companies.

Poma also owns Inland Petroleum Equipment & Repair, which provides environmental compliance testing, fueling equipment services, construction services, and lubrication equipment for fleet management yards, fueling stations, automobile dealerships, trucking repair shops, and municipalities.

**Corporate Headquarters:** Bloomington, CA

**Website:** [www.PomaFuel.com](http://www.PomaFuel.com)

As a major distributor of petroleum products and provider of automated fueling services, The Poma Companies rely on their Information Technology to ensure that their business runs efficiently. "It may not seem like it since we're a distributing company, but our IT systems are very important to our business. Our automated systems are contingent on our network working properly," says Poma Companies' President Randy Malchow.

*"We know we're being supported by a team of IT experts with varying specialties, so it's not just one person who's expected to know everything"*

### Partners For Over 20 Years

The Poma Companies began using Accent Computer Solutions in the late 1980s when they found a need for a sophisticated computer network. Accent implemented their original network, installed the Voice and Data cabling for their new building, and began providing as-needed network support services shortly thereafter.

Poma decided to hire Accent as their fully outsourced IT department in 2006. Since then, they have seen reductions in their cost of operations, increased productivity of their employees, and a peace of mind that Malchow feels on a regular basis. "We trust Accent from the desktop level to designing an efficient network. We know we're being supported by a team of IT experts with varying specialties, so it's not just one person who's expected to know everything."

Accent provides Poma with the reliable network support that they need. "From making sure that we have a secure system that runs smoothly and is not bogged down, to implementing an advanced disaster recovery system, the expertise that Accent's management and engineering teams have provided has been invaluable."

*"The solutions that Accent's management and engineering teams have come to us with have saved us from disasters, I'm sure"*

### Transition Made Easy

Poma acquired three offices in Northern California. They decided to phase out the internal IT departments of each office to reduce costs and centralize IT operations. Accent worked closely with Poma to coordinate the transition to make sure that the integrity of their network was maintained throughout the whole process, and to make it as painless of a situation as possible.

*"We know that Accent is always just a phone call away. They're so responsive that it's like having a fully staffed in-house IT department"*

*- Randy Malchow, President, The Poma Companies*

