



# 2007 Best Places to Work in ME

## GreenPages Technology Solutions: A Growing Company

With an estimated industry-wide unemployment rate of just two percent, information technology companies must find innovative ways to keep employees and attract new ones.

GreenPages Technology Solutions, an IT company in Kittery, understands this and offers employees a unique range of perks and benefits.

The approach seems to be working. As the company has grown a whopping 55 percent during the last two years, it has also experienced a surge in new hires. GreenPages contracted sixty new employees in 2006, and 31 more have joined the company so far in 2007.

Some of the benefits offered by GreenPages are industry standards such as comprehensive health and dental coverage, tuition reimbursement, life and disability insurance and paid time off. Others are less conventional and include onsite childcare, paid maternal and family leaves, flexible scheduling and pet insurance. And some perks are just plain fun such as impromptu cookouts and ice cream deliveries, an office foosball table, a basketball hoop and Monday morning breakfast.

The office's location on the banks of the Piscataqua River and the water views afforded by nearly every window don't hurt either.

"Our employees like what they do and the fun, supportive atmosphere in which they work. Our retention rate is high—simply because people like working here," said



*GreenPages Technology Solutions' senior management team*

Belinda Braley, director of human resources.

Another important factor is the opportunity for employees to advance in their careers without leaving the company. "GreenPages is an organization in which many have created and grown their careers," said Braley.

and has helped develop a team that supports sales people and clients with technical configuration and technical sales support and training.

Krick's not alone. Tim Ferris was hired for a job in Credit Services in 1998, then moved into Sales within the year. After a stint as webmaster in marketing, he joined the IT team. Today, Ferris heads up the department as manager of IT operations.

"At GreenPages, an employee's growth and earnings potential can be unlimited. We provide a supportive environment and high quality training through which to learn the skills needed to succeed in any role," said Braley.

GreenPages' example shows that it is possible for a company to grow without becoming impersonal. In fact, the close relationship between employers and staff as well as customers and the company are the key to GreenPages' success. "The things that make us unique—our culture, benefits and environment—make GreenPages a place where employees want to come each day," said Braley.

### **Medium Companies Category**

**Name:** GreenPages Technology Solutions, Inc.

**Address:** 33 Badgers Island West  
Kittery, ME, 03904

**Phone Number:** 207-439-7310

**Year Founded:** 1992

**President & CEO:** Ron Dupler

**Human Resources Contact:** Belinda Braley

**Number of Employees:** 102

**Web Address:** [www.greenpages.com](http://www.greenpages.com)

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Just ask Brad Krick, manager of Technical Support. Krick started out in sales in 1994 and moved into an entry-level job in the Technical Support team the following year. Today, he oversees the entire department