



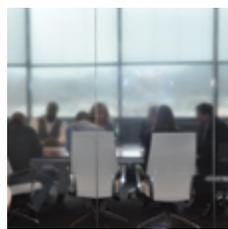
*“As you grow, you always learn more things that you’re supposed to be doing or need to be included in your planning.”*



## Joe DiGangi & Vince Marucci

Trusant Technologies, LLC  
Ellicott City, MD

**Member Since: 2005**



Even after a military career and several years in the commercial sector, running a business can be tough. That’s what Joseph DiGangi and fellow Army buddy Vincent Marucci, Jr. learned when they co-founded Trusant Technologies, an IT services and engineering firm based in Maryland. When the pair opened their doors in 2002, they planned to leverage their IT experience and specialize in enterprise content management implementations. But DiGangi’s background in the Army Corps of Engineers proved to be a valuable asset when they discovered a need for construction management, helping customers design and upgrade their data centers.

Since then, Trusant has developed a bit of a “split personality” with an IT practice that includes enterprise content management, custom development and integration, and cyber security, alongside construction management.”

As the company grew and diversified its offerings, DiGangi and Marucci found it difficult to see the forest through the trees. “We had great intentions and we understood the need to ‘step above’ the day-to-day issues,” says Marucci. “But we always seemed to be consumed with the pressures of the day.

“Not knowing what they didn’t know was also an issue,” says DiGangi. “As you grow, you always learn more things that you’re supposed to be doing or need to be planning for.”

In 2005, both DiGangi and Marucci joined TAB. “TAB Boards are very good at having a broad swath of industries and

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experience that people bring to the table,” DiGangi points out. “That mix of experience, as well as the group synergy, provided the guidance that they were looking for.”

“Regardless of the specific skills or background, each and every member of my TAB board has been able to provide me with ideas that I can use to improve our business,” adds Marucci.

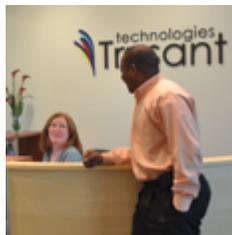
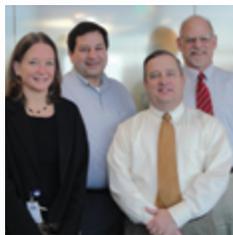
DiGangi and Marucci belong to different TAB boards, which not only gives them access to more perspectives, but also two different TAB facilitators to coach them on business strategy and growth. Says Marucci, “Probably the single most important aspect of our relationship with our coaches has been their commitment and ability to keep us focused and accountable to our long-term, our annual and our monthly goals.”

After being in business nine years, and being named to Inc.’s list of the 5000 fastest growing private companies for three years running, DiGangi says they are in a period of reflection. “We’re thinking about what the next five years should look like, and where we want to be at the end of five years. We’re looking to our trusted advisors to help us get where we want to be.”

Both TAB facilitators are part of Trusant’s “inner circle” of trusted advisors, say DiGangi and Marucci. They also credit TAB with leading them to many of the company’s other trusted advisors. “TAB has been really good about putting us in contact with the right kind of folks that can help a business – our banker, lawyer, accountant. They’ve also pointed us to people who understand more long-term strategies like deferred compensation and exit strategies. There’s a whole host of things that TAB has educated us on that we hadn’t even thought about.”

Adds Marucci, “We have now been with TAB for over five years, and the relationship has been a key element of our success to date.”

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## About The Alternative Board

The Alternative Board® (TAB) helps forward-thinking business owners grow their businesses, increase profitability and improve their lives by leveraging local business advisory boards, private business coaching and proprietary strategic services.

TAB works with successful business owners who feel that their current practices are not elevating their businesses to the next level. We bring together owners, CEOs and presidents of non-competing companies to meet in a relaxed, confidential setting to give and gain practical, real-world advice on their specific business issues and opportunities.