

## Wichita Chamber Business Accelerator

Episode 84

### Bill Ramsey

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Don and Ebony: [00:00:00] Welcome to another exciting edition of W C B A, powered of course, by Evergy. Thank you for listening. Don't forget to like us, love us, share us. We truly appreciate you checking us out today. We are excited to have Soteria Technology Solutions in the house, E. Bill Ramsey is with us today. Woo. Woo. Woo. Woo.

Yeah, how's it going, sir?

Bill Ramsey: I need a nap.

Don and Ebony: Okay, you gotta have to wake up. Ebony, Don is putting you to sleep already. My God. Oh, wow. Wow. Wow. My gosh. Well, tell us a little bit about who you are and what you do.

my name is Bill Ramsey. I'm the CEO of Soteria Technology Solutions. we are a managed services provider that specializes in industries that require technology solutions for compliance and regulatory kind of situations.

Don and Ebony: Such as, cm CMMC specifically, which is the cybersecurity maturity model certification.

it's new.

Don and Ebony: Mouthful. My gosh

Bill Ramsey: Actually relatively new. Anybody doing business with the DOD has to achieve some type of CMMC compliance certification and it's starting to become very, important to get it done. There is a timeline. So we're working with companies to help them get that taken care of.

Don and Ebony: That's really fascinating because, you know, you hear all about, about cybersecurity, right? And now that it's certification is being required by the DOD for some of these companies, correct. To work with them.



Bill Ramsey: All the companies. In fact, not just if you do business with the, DOD if you are doing business with a business that does business with a DOD.

Don and Ebony: Oh oh wow.

Bill Ramsey: You will be required to achieve some type of certification level.

Don and Ebony: And what does it take to get the cert?

so you have to go through a gap analysis to see what it is that you haven't done and what you need to do to be able to get there, go through the gap analysis and what we call remediation. And then you have to get an actual certification from an auditor to come in and make sure that you're doing the things and you have to, get this every three years.

Don and Ebony: Do you do the gap analysis?

Bill Ramsey: We do the gap analysis for now.

Don and Ebony: Okay, so I'm yeah. Okay. Now

Bill Ramsey: and the remediation,

Don and Ebony: OK. Let's hold up. Wait a minute.

Bill Ramsey: it's a lot of stuff. Yeah,

Don and Ebony: It's but this is kind of exciting. So you perform the gap analysis, determine where the weaknesses may be.

Then you create a strategy,

Bill Ramsey: We create the strategy, and we can work with it, departments that are already in place to help get them to where they need to be.

Or we can do the remediation for them, or we can be their it department and not just, and manage their systems and keep them within compliance. So we, we have several levels that we can deal with.

Don and Ebony: Wow. That's all I got to say. Yeah. That's that's that's pretty awesome. So, Now that you've talked a little bit about that.

I mean, it's clear that you do a lot of different things. That's just one of your services.

Bill Ramsey: One. That's our, that's our main, that's our focus is the compliance world, but we do quite a bit more.

Don and Ebony: Okay. So give us, what else do you do? And then I'm gonna come back to cyber, cuz like I'm fascinating.

Bill Ramsey: So, we do a lot of, phone systems, specifically VoIP phone systems, the new, you know, voiceover internet kind of stuff.

we do a lot of managed services for customers where we're their outsourced it department, where their help desk, we do project management for them, their cybersecurity for them, all these things. And we do a lot of web and email hosting and website design.

Don and Ebony: Yeah. Like I said, you do it all. So how many employees do you guys have?

Bill Ramsey: We're sitting as of today, we'll have 20.

Don and Ebony: That is awesome. And for your, the, the vast, you know, services that you offer, how did you guys get started? Was it AI did you always offer all of these services or did you

Bill Ramsey: So that's a long story. So we only started this comp this company, a little over three years ago.

Don and Ebony: but you started another company.

Bill Ramsey: Had many.

Don and Ebony: Okay.

Bill Ramsey: Multiple companies.

Don and Ebony: Entrepreneur.

Bill Ramsey: So I I've had the journey to get to this company is, is long, but this particular one, when it was started, it was because a former client of mine came to me and said, Hey, I'm, I'm kind of getting sick of these it companies. And [00:05:00] I'm, I'm really thinking, I'd like to start my own where I can have a level of service that I think I deserve.

Don and Ebony: Mm.

Bill Ramsey: And, he came to me to see if I. Help him do that. And, after some conversations, cuz I really kind of didn't wanna do it again. I had done it a couple times already. You know, we came to an agreement and we started Soter Technology Solutions. And since then we've

acquired and merged and acquired and acquired.

And we're just growing our way to adding in all these different services and all these different, different things that we know our our partners need. Right. You know, we're, we're trying to give them, one throat to choke really, you know, they come to us and, and that's all they have to come to. Cuz we'll take care of all the different technology pieces that impact them.

Don and Ebony: That's nice that you don't have to like, you know, piece milling and go to all these different places to, to find, solutions for your company.

Right? So out of all of that, so you've done it before then you went away, then someone said, Hey, I need your help. We need to do it again. And then you finally surrendered and here we are today.

Bill Ramsey: That's what, that's what I tell everybody.

Basically I got, I got, suckered back in, so here I am, but I, I really have enjoyed it. this one we're, we're taking that to a whole new level, of any other business that I've done before, and we're really going up the ladder here. So I'm, I'm excited about that.

Don and Ebony: That's that's really cool. One last question. I know it's Don he's chomping at the task questions and I'm taking all the time, but like back to cyber.

Sorry, cuz I'm I'm I'm still on that. So what business needs your help?

Bill Ramsey: What type of business needs? Well, any business, any business that does anything on the internet or has a computer needs our help. And unfortunately, the, the.

Mindset out there, especially in Kansas is that, oh, you know, we leave our front doors open. I don't lock my car. We're we're not a target, but that's actually what makes them the target because people on the internet, you know, they're think of it as a, a thief walking through a neighborhood. And he goes by a, a house and the door's closed and there's an ADT sign in the, in the yard.

And, there's a car in the driveway and they go by the next house and the door's open and there's a pile of newspapers and there's no ADT sign, no cars. And there's cobwebs on the door. He's gonna take the easy route, right? That's all, they, they don't care. Who's in the house. They don't care what the house that's where they're gonna go in cyber, cyber attackers are the same way.

They're looking for the easy hole, the easy get in the people who think that, well, I'm not a target. They're exactly the target.

Don and Ebony: That's the thing. And I thank you for saying that because I hear a lot of people, you know, they talk about cyber as if, you know, oh, it's someone else's problem or, oh, it won't happen to me. But the reality is every business needs some type of protection plan.

Bill Ramsey: That's correct. And it's, it's actually hard to get insurance policies in some types of, businesses now, unless you meet certain cybersecurity requirements. So we work with, With partners all the time that are trying to get cybersecurity insurance and they have to, they have to meet a certain basic level before they can even get the insurance or the premiums are way, way high, one of the two.

So there's some basic things that everybody should do and very few do.

Don and Ebony: And the reality is you'll be paying more after the fact if you don't see it.

Bill Ramsey: We see it all the time. We have partner that, you know, lost a couple hundred thousand dollars. Because they fell prey to a fishing scam. Somebody got in their email and convinced them that they were a vendor and got them to change wiring information.

And they wired off a couple hundred thousand dollars to their own place. And we've seen many attacks attempted like that. And every once in a while wanna slip through.

Don and Ebony: So those attacks come in form of email texts, all sorts of things that people can,

Bill Ramsey: Any kind of communication, even through the regular snail. So people will get, letters that say, oh, your domain, name's about to expire, fill this out. And they, they don't know any better. They fill it out, put their credit card information, send it back. It, it happens all the time. They lose the domain name, and it costs them a ridiculous amount of money to get it back.

or, or they've given just given it away to somebody or they've given 'em a credit card information. So it any type of communi. Social engineering. I can call you on the phone and, and get you to give passwords. So.

Don and Ebony: Wow. So we shouldn't be using passwords like 1, 2, 3, 4, ABC. Why are you looking at me?

I, I don't do that anymore. I wanna hit hit on something. What about these companies that are holding companies hostage by taking their or sander or they've got into. Data or whatever, and they're not gonna release it unless you pay 'em six digits. I mean, do you, do you combat that as well

Bill Ramsey: Yeah. So that's that's ransomware. Ransomware is what it's called. So they're, they're basically holding a company host.

until they pay the ransom. And that [00:10:00] ransom is almost always in some form of digital currency, like Bitcoin, which is one of the reasons Bitcoin became so popular, became it became, so the price went through the roof is because people had to buy it to pay these people and the price just kept going up.

Bill Ramsey: It was one of the reasons that kicked it off. So anyway, it happens more than you would think. And there's a number of. Organizations, even in our own city that have been hit with ransomware, there are ways to combat that you, you know, you have to have very, very good backups, the right kind of backups, immutable backups, so that it's not something that we, it can go back and be changed, cuz people who do ransomware have kind of gotten wise.

To Hey, they're just gonna restore from backups. So now they're attacking backups too.

Don and Ebony: Mm-hmm wow.

Bill Ramsey: To try and keep that from happening and having a good disaster and recovery plan in place on what happens when you get hit with ransomware.

Don and Ebony: What size of company or what kind of companies are subject to that.

Bill Ramsey: Any size, any size, any size, any amount of money they don't, again, they don't care.

They don't even, most of the time know who it is that they're going after. It's just whatever open door they find.

Don and Ebony: Wow. And they're, and they're doing it for the money or they just evil.

Bill Ramsey: Well, I'd say it's both, but it's always about the money. I mean, they wouldn't be doing it if they weren't being financially, compensated for that somehow.

So, but it's, it's really about the money, but their evil people.

Don and Ebony: What can we do? I think you hit on a little bit, but if you can expound a little bit, what can we do to not be a victim of that? I heard about the backups and I think you said immutable backups, I guess that's backups that can't be changed. I believe you

Bill Ramsey: After they've been made.

Don and Ebony: They, what else can we do? Where if somebody come to us say, yeah, we're we want this, we're good.

Do what you think you could bad enough to do or whatever.

Bill Ramsey: Well, there's a lot of things. So the, the number one weakest point on any network, do you guys think you might know what that is?

Don and Ebony: No, I don't

Bill Ramsey: People. People are the weakest part of any network they truly are. So a good security training program, having that in place is paramount because if users are educated and know what to look for, you take your chances way down of this happening way down.

So the second parts of that are having the right tools in place to one, try and keep you from getting hit with ransomware or two. To isolate that machine once it's been hit so that the rest of the network doesn't get hit. So, we use, some good software that, that installs what called a Canary, you know, back in the, the coal mining days, they had canaries in there.

If there was too much of some type of gas and the Canary died, you knew you had to get out well, this installs, hidden files on the system. And if any, one of those get encrypted at any point in time, it locks the system, because it knows that system has just gotten hit with ransomware and it's trying to keep the rest of

Don and Ebony: wow.

Bill Ramsey: from, from that happening.

So there's, there's a variety of different tools that you can have in place to kind of, keep that from happening or keep it from spreading and then, you know, having a plan in place for what happens once that does happen. Those are the best things you can do.

Don and Ebony: Excellent. Excellent. And I know we're getting close to a break, but, can you share, I mean, you're, you, you said you went through a lot of companies and to BU get to the company that you're at, but you also had things happen personally to you that could have derailed that.

Bill Ramsey: Can you share? Sure, sure. So, you know, shortly after I started my first company a few years after I started the Bill Guy Technology Solutions, I actually had a stroke.

Don and Ebony: Right.

Bill Ramsey: And it was unknown to me at the time.

It was my second stroke. I had a hole in my heart that we didn't know about.

And, you know, since then they've patched that hole. you know, I've got a little, oh, mesh fiber

disc on either side of the wall of my heart to keep that from being an issue moving forward. But, you know, that was a, that was a scary time.

I lost a lot of my vision at the time. I've lost. A good portion of the feeling on the left side of my body, you know, my face, it, it, when I'm really tired, you can see that my face droops. I talk out the right side of my mouth a lot. I chew more on the right side of my mouth now, things like that. So I, I call them all acceptable losses.

that's just part of what it is. I've lost some peripheral vision. You know, most of my vision is back, but I've lost some peripheral. So, That was a scary time. And, and it really changed the way, I think, not just about business, but about my personal life and how I'm, how I view those things. You know, we get too lost in our work and our work is not us, you know, and, and so many people feel like it is, and, and they have such a hard time separating their personal world from their business world.

Bill Ramsey: And, I. I am a work hard, play hard person. And I, I work hard so I can play hard and I take advantage of every opportunity that I can to experience, you know, pretty much [00:15:00] anything life has to offer. I want, I want to experience different cultures and you know, different locations and it's just, it's, it's completely changed the way I think about things and I try not. Spend all my time at work or thinking about work. Mm-hmm I have a pretty hard rule and it's, it's a little difficult, cuz my wife currently works with me as well. And when I get home, I don't, I don't like to talk about work. I get very upset if she brings up work, I'm like, I don't wanna talk about it. This is home.

They're two separate places for me. I don't, I don't wanna do it.

Don and Ebony: Excellent. That's what I wanted you to share with our 1400 small business owners out there. So thank you. Yeah. I, I mean, I think that's really great, cuz it is difficult at, you know, to separate who you are from what you do, because a lot of times what you do, a lot of people think.

Who you are. Mm-hmm mm-hmm because that's, , that's what they know you for most of your day is being spent doing what you do. Mm-hmm at work. so that's, that's just very interesting to me. And before we go on break, I'm just, curious, you've done it your entire life though, right?

most of it, I, I, in the Navy, I was actually trained to build underwater mines.

Bill Ramsey: That was my job.

Don and Ebony: Okay.

Morphed. what I was supposed to do. Make, make ships go boom. And, Make him mad. Okay.

Bill Ramsey: I did deal with a lot of explosives, but that kind of morphed into it. Once they, they put me in front of a computer and I'd never really touched. And then a month later I was showing them how to use it.

Don and Ebony: Oh my gosh, writing databases. I just, I think like a computer and the secret is I hate computers. I hate 'em. I can't stand computers and everybody's like, well, That's your, that's your job? I'm like, no, my job is to help other people who hate computers. I empathize with you.

Nice. That's awesome. Well, friends, you heard it here. Bill Ramsey hates computers.

Well, we're gonna hear a word from our sponsors and we'll be back to hear more of his story.

Welcome back friends. We are here with bill Ramsey and Soteria Technology Solutions. So Bill, you've been in business, you know, for quite some time, but three years with this iteration and this particular business. Tell us a little bit about your company culture.

Bill Ramsey: So that's a fun one. So we're actually in the process of implementing EOS based around a book called Traction,

Don and Ebony: E OS

Bill Ramsey: The entrepreneurial operating system is what it stands

Don and Ebony: wow. Okay.

Bill Ramsey: And, it's, it's been an interesting and, and fun journey so far. And. It all revolves around a pretty good structure. So, and with that, you know, we've had to go through and really define our core values and who we are and what we do so that everybody is align. Their vision is all aligned. We're all moving in the same way.

So we've actually taken some pretty great care on getting those defined and put out there. So, you know, we have our core values are like, be excellent, for yourself, for our partners, for the company, you know, grow for yourself for our partners. You know, our most important core value is do the right thing, always so, and we, we tell people that all the time and it's, it's kind of interesting.

We don't, we don't really celebrate mistakes, but we actually encourage people to reveal when they've made a mistake, because it's a perfect learning opportunity, not just for them, but for everybody. And it's, it's, it's actually works pretty well in that people don't try to hide things. Oh, I screwed that up.

No, they're they're they know that there's really not any repercussion. I kind of tell everybody

don't don't lie to me. Don't steal from me. We can fix everything. So

Don and Ebony: I like that. No. Yeah. That's good. I

Bill Ramsey: that from, from my buddy, Matt Goolsby. So , I've

Don and Ebony: mad.

Okay.

Bill Ramsey: I've always liked it.

Don and Ebony: it. That that's pretty dope.

Bill Ramsey: So

Don and Ebony: Great culture. Great team looks like, you know, you said you had about 20, team members. So what experiences would you, do you need to become a part of your team? Do, would I need to go to, you know, four year institution get a certificate? I mean, like what, what do I need to do?

Bill Ramsey: I couldn't care less about your degree or your certificate.

I I'm sorry, but I don't, we we're about a couple of things. One your skillset and your experiences. That's really what we're looking at. I don't have a degree,

Don and Ebony: but she went to Southeast.

Bill Ramsey: Pardon?

Don and Ebony: She went to Southeast high school. Does that matter?

Bill Ramsey: I, I, I don't think so. I don't, I couldn't, I don't care.

Don and Ebony: Oh, he wants to choose people from Southeast. Number one. We're the best

Bill Ramsey: one of my best [00:20:00] friends. Who's a city Councilman is, came from, went Southeast.

Don and Ebony: See, Hater

you know, we, we are. We've revamped, how we kind of hire people recently and it's, it's worked out pretty well. We're actually talking more about our core values and who we are. And do you

believe in these things and will you fit? I can, we can train you how to do things, having a, your certain level of experience or a certain skill set that's gonna, you know, put you higher up in the ranks is where we put you.

Bill Ramsey: I'm not, I'm not gonna hire you just based on that. I really want people who believe what we believe, who want to be a part of that culture who want to have that positive mindset. For instance, like, I, this sounds so petty, but I tell people I don't wanna hear the word stupid or dumb or sucks in our organization.

I don't wanna hear it. If, if you think it's stupid, it maybe it's illogical. It doesn't make sense to you say. But don't go well, that's stupid. I, I hate that, you know, and I don't want people to work for me who feel that way.

Don and Ebony: Mm-hmm

Bill Ramsey: So we are really starting to look at at their mindset and, and do they believe in, in the culture that we're trying to foster here and then if they have the skillset, I can determine that in five minutes in interview where the, where they're gonna fall, I mean, very quickly, you know, how, how they're gonna do it's it's really.

The team and are they gonna be a team player and are they going to fit in what we're trying to do?

Don and Ebony: So what if they fit the culture like Don fits all of those things that you mentioned, but he literally only knows how to turn the computer off control and cut and paste.

Bill Ramsey: By God. we'll put him in charge of, ordering products for us then.

So

Don and Ebony: is

Bill Ramsey: a, so we, we, we like the, the, the person I'm, I'm literally hiring a person today and that as a person that I was talking to and I realized they, they fit our company culture. And I went back to the team and said, I like this person. They fit our culture. I want everybody to meet them. And then I want us to find a place to put 'em

Don and Ebony: wonderful.

Bill Ramsey: And we literally created a position. And, and you know, when I sat down, I had breakfast with him last week and I sat down.

I was like, so what do you want to do? Like, what's your dream job? What would, if that's where

we started, what do you, what do you want? What's gonna make you feel fulfilled. And he knew, he ripped it off pretty quick. He was like, that's a great question. And he, he ripped it off and I'm telling you, it's pretty much gonna be that what we've come up with.

So, you know, I've told him, I gotta figure out I'm gonna pay for you, but but we want him as part of the team, because we know that he will not just fit that culture, but he will help foster that

Don and Ebony: Right. Right, right.

Bill Ramsey: So, but we're, we're looking for that at this point, you know, I've, I've. Hired a number of, of, of, or hiring a number of people that it's more about the culture, you know, do you fit we'll, we'll teach you the rest.

We'll find a place for, if you are gonna be a valuable asset for us, we're gonna find, we're gonna find something for you. We'll create it.

Don and Ebony: Awesome. So awesome. Done. Excellent. You know, we got this, Thing called the Business Expo. It's coming up September 29th. Yeah. September 29th. I believe the date is, I think you got a long history with the Expo.

Bill Ramsey: Yeah, I was the chair for a few years.

Don and Ebony: I've been in it since the beginning. Since the beginning, since

Bill Ramsey: the beginning. And

Don and Ebony: was that,

Bill Ramsey: Oh, was it like. Oh, oh five or ooh, oh six or something. I can't remember. It was a long time ago, man. Long, long time ago.

Don and Ebony: Well, don't say it like that. I mean, I graduated in a six, one of my degrees, so just a few years ago. Nice, nice.

Bill Ramsey: So, yeah, I I've been with the expo. I, I fully believe in the expo. I think it's an amazing event that the chamber puts on for us each year.

That they give us the opportunity to go in and showcase our business and network with a, a pretty focused group. At this point, you know, there you have not just attendees that are coming in to, to see these things, these businesses, but the other businesses that are there.

So, and one of the, one of the, observations I've always made to everybody is that year after year, I'll have somebody stop by my booth and go, Hey, where's so and so, they're not here are

they doing okay? So when you don't go, you are conspicuous in your absence. Let's say that. So when you don't go, people are like, wow, are they, are they doing okay?

Are they still in business? Cuz they're not there. So when you it's people know who's there and they're, they're there to see you. And, and they there's an expectation, but that that, that event has been paramount for me in, in growing my businesses. I was the, the main sponsor for a few years. when I had the bill guy, and I [00:25:00] fully don't believe that I would've been able to get the bill guy to where I had it without the expo.

It was one of my premier events that I did each year.

Don and Ebony: did. Mm-hmm so we didn't talk about the Bill Guy much. Can you just share what Bill Guy was?

Bill Ramsey: That's me I'm actually, I'm actually trademarked as the Bill Guy. I own that trademark. I was like Prince, you know, I'm, I'm the Bill Guy, but, so, but when I built the Bill Guy Technology Solutions, you know, I started that in September 4th, 2001, which was a really bad time to start a business cuz a week later was September 11th.

Wow. And you know, I built that business over the years. and then really. It was a hobby for the most part. You know, it was my primary source of income. I was doing fine. And then I started growing. I started getting too much business more than I could handle. And I remember hiring my first employee and I was scared to death.

I didn't sleep for like a week cuz I, I, my wife would be like, well, what's wrong. I'm like, cuz I not only am I responsible for this person, I'm responsible for his family. And if I fail they're they're all hosed. Like it's on me. It was just terrifying. And then I grew it from one to seven people in like a year

Wow.

Don and Ebony: wow. So, and then we just kept growing and growing. And then in 2011, I was the, the SBAs small business person of the year for the state of Kansas.

Nice.

Look at you.

Bill Ramsey: Yeah, it was, it was an amazing experience. got to go to Washington DC and hang out with all the other state winners and got to back, you know, backstage tours of the White House and Google and all kinds of things in DC.

It was a really wonderful experience.

Don and Ebony: I'm surprised you come to hang with us. I know he's big time.

Bill Ramsey: No, no, no, no, no, It was just, it was, it was really, a very incredible moment for me, but it, yeah, we, we grew that and I sold that in 2012.

Don and Ebony: Okay.

Bill Ramsey: So when, since then, I, I, You know, I used to own all the U Break I Fix stores in town.

Don and Ebony: Oh, wow. That was you.

Bill Ramsey: Yeah, I

Don and Ebony: Can I have your autograph? Yeah, I know. Oh,

Bill Ramsey: Completely unnecessary. so, but I sold those last, just a year and a few days ago actually. So, sold those. and then, you know, I started Soteria and I actually had built another MSP for somebody out of state. During that time,

Don and Ebony: MSP

Bill Ramsey: another, what I'm doing now with Soteria, so same, same kind of thing, but that was under the initial agreement that I would sell it to him once we hit so much.

So my portion of it, once we hit so much revenue and that I wouldn't I'm under NDA, I can't reveal who it is.

Don and Ebony: Sure, sure, sure, sure.

Bill Ramsey: So, so this is literally the third managed services provider that I built, but this one's a whole new beast.

Don and Ebony: Wow, excellent. Excellent. So, What's next on the horizon, besides you signing NDAs and this, that, and the other, what else you got going on that you wanna share?

Bill Ramsey: You you know, nothing. We're just, we're growing, you know, we just acquired another it company here in town called Ember technology. and we brought them board and they're now our compliance division.

Don and Ebony: Okay.

Bill Ramsey: So, you know, when we're still on the lookout, we want, we wanna find other businesses that, that are, you know, they may be.

Tired. It's that business owner who hasn't had a vacation for six years because they can't because it's just them or them and another person. And, and they're tired and they, they want that vacation and they wanna be part of a team and they don't wanna deal with all this stuff. And I wanna talk to 'em

Don and Ebony: Wow.

Bill Ramsey: We, can, we can help you.

Don and Ebony: You're in acquisition mode.

Bill Ramsey: Oh, we are. We are acquiring. We've acquired nine companies in the last year and a half.

Don and Ebony: Oh my God, you know what? They are in acquisition mode.

Bill Ramsey: And we're talking, we're talking to companies in Colorado and we're talking to 'em in Missouri and, you know, we want to own from the Mississippi to the Rockies, Canada to Mexico.

Don and Ebony: Mississippi, that is whoa. That is something

Bill Ramsey: what we're looking at. Excellent.

I, I think I know to answer growth, but what else? What, what do you see your company being in five?

we're at

Don and Ebony: at what is it doing besides acquiring?

you know, I just see us being more and more refined in what we do and better and better at it. So we're still growing. We're still doing these things and really specializing in the compliance. If, if I look at what our, our tenure plan was, is that we wanna be a top 10 MSP in the top 10 compliance markets around the indu around the country.

Bill Ramsey: So,

Don and Ebony: Excellent. The top 10.

Bill Ramsey: Yeah, top 10. So we, in those specific markets, so in those specific markets are things like Wichita, Wichita for CMMC compliance is a big deal because we do a lot aerospace, right? So most of the manufacturers are doing business with companies that are doing aerospace. And so they're, they're subject to some fashion of CMMC compliance.

Don and Ebony: So one last thing on that, then what can the Wichita community do for you to help you get to that top 10 level?

Bill Ramsey: You know, nothing, just be supportive as they've always been. I love Wichita. I love Wichita. You know, I've lived all over the world and I came back to live here,

Don and Ebony: Look at that. I love that. Boom.

Bill Ramsey: And, and I don't wanna go anywhere else. This is the [00:30:00] perfect town I live downtown.

I love downtown mm-hmm so they're just, they've always been supportive. That's the thing I've loved about Wichita. They, they, really reach out and they, they grab a hold of those local businesses and they say, Hey, how can we help? And I think, you know, I think just doing that is, the only thing we can really ask.

Don and Ebony: Well, we can do that. We can do that, Don. Excellent. Hey, you've dealt with Ebony quite a while. You've done good. You you've done better than most. Here we go. We're gonna do word association. I'll give you one word to gimme one word back. It's not wrong, cuz it's your word? You ready? Did he say he was ready?

He said, okay. Oh, okay. Did he say, I need to quit asking questions? Leader.

Bill Ramsey: Elon Musk.

Don and Ebony: Success.

Bill Ramsey: Elon Musk.

Don and Ebony: You were gonna do that. That's why I was laughing. I said OK. College.

Bill Ramsey: WSU.

Don and Ebony: Okay. Failure

Bill Ramsey: Necessary.

Don and Ebony: Entrepreneur.

Bill Ramsey: Amazing.

Don and Ebony: Wichita.

Bill Ramsey: Double amazing.

Don and Ebony: Vacation.

Bill Ramsey: Everything.

Don and Ebony: Hero.

Bill Ramsey: My parents.

Don and Ebony: Nice fun.

Bill Ramsey: Always.

Don and Ebony: Family.

Bill Ramsey: First.

Don and Ebony: The Wichita Chamber.

Bill Ramsey: Incredible.

Don and Ebony: Last but not least. You gotta tell the truth. Beverage.

Bill Ramsey: Makers and water.

Don and Ebony: Boom. . Yeah, that's a good one. Excellent. Thanks coming in.

My man.

Bill Ramsey: My pleasure.

Don and Ebony: Bill. It's been fun. Thank you for, you know, sharing your story and thank you for indulging us in a wonderful cybersecurity conversation. I know where else can you have that type of conversation?

Bill Ramsey: That's what we have it all the time.

Don and Ebony: It's true. Yeah, you do. . Well friends we've reach the end of our show. Please make certain that you share this with your friends and your family or anyone who you may think would find value in this.

Make sure you leave us a message. Let us know who you wanna hear from next until next time.  
Peace.