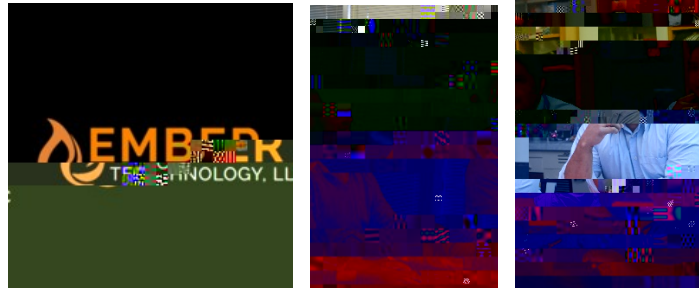


**2020 Wichita State University Kansas SBDC
Emerging Business of the Year**

Ember Technology, LLC

Owners: Jonathan Sanchez and Tariq Azmi



According to a 2016 Healthcare Industry Cybersecurity Report, over 75% of the healthcare industry has been infected with malware. Not only that, but overall, more than 77% of organizations do not have a Cybersecurity incident response plan, leaving them vulnerable to attack and increasing their odds of shutting down business. Jonathan Sanchez and Tariq Azmi, owners of Ember Technology, LLC, provide businesses a helping hand in technology and cybersecurity management.

Ember Technology is in the business of staying one step ahead of cybersecurity attacks. Project design, discovery, and management are a big part of what they do. Working with businesses in the healthcare and finance industries, Ember Technology assists in refining existing tech infrastructure and business needs through analysis, process development, coordination, and review.

Before becoming the premier Technology Operations Partner they're known as today, Ember Technology, like all businesses, had to put a plan in place before they could launch.

Sanchez and Azmi together have several years of experience in IT and, having already owned and operated other small businesses and IT contract work, they were ready to dive in with Ember Technology in 2018. Before doing so, they needed to know what steps to take to work with federally regulated businesses in the healthcare and finance industry. With this in mind, they decided to seek the help of the Kansas Small Business Development Center.

Working with advisor Frank Choriego from the Kansas SBDC at Wichita State University, Ember Technology identified local companies that needed cybersecurity services and worked on producing timelines and processes to bid on any work stemming from government contracts. Choriego also aided in startup processes, such as marketing and financial projections.

Within a year, Ember Technology had several contracts and began taking on clients, resulting in current annual sales totaling around \$250,000. Not only that, but Sanchez and Azmi were able to grow their team to three full-time and two part-time staff.

“[Frank] really understood our needs and helped us create the process to get the results we wanted,” said Azmi. “We are now being branded as experts of cyber security, and regulated industries, namely HIPAA and ITAR.”

“It’s rewarding to see them grow and become well known in the community,” said Choriego. “They’re a young company filling a strong role in cybersecurity and are receiving a lot of speaking engagements and work.”

If your business is seeking assistance in IT management and cybersecurity, you can learn more about Ember Technology, LLC on their website, <https://www.embertechnology.com/>. You can find them on Facebook and LinkedIn or call 620-251-0015.

The Kansas SBDC at Wichita State University serves the following counties: Sedgewick, Sumner, Harvey, McPherson, Rice, Reno, Kingman, Harper, Barber, Pratt, and Stafford. Contact the team at ksbdc@wichita.edu or call 316-978-3193.

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