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## Case Study

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# IVC Technologies

## CHALLENGE

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Mike Hogan's greatest challenge has been to manage the explosive growth of his businesses in the engineering reliability and planning industry. In 1984, he started his first company, and the following year, he entered into a partnership with Industrial Vibration Consultants (IVC). He subsequently created, merged and sold several firms. His ventures have been successful; with many experiencing exponential growth and sales in the double digit millions well before expected.

"I knew my industry," said Mike Hogan, President, "and I knew what my customers needed. But I didn't know how to start a company, and therefore I hired Kevin Vann to do that part."

## SOLUTION

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The Vann Group has provided ongoing trusted advisory services to Mike Hogan and IVC through every chapter of Mike's success story. It has handled the creation, mergers and divestitures of several of Mike's businesses.

Additionally, Mike looks to the Vann Group to take the lead on strategic planning, including evaluating markets and researching growth opportunities.

According to Mike Hogan, "A lot of people think they know business, and they try to micro-manage every aspect of it. I believe it makes sense to invest in the expertise that you don't have because no one is an expert at everything. Working with the Vann Group has been a tremendous investment for me."

Mr. Hogan elaborated, "You know you're working with a quality firm when you begin referring them to your own customers and colleagues. I have referred countless businesses to the Vann Group and they're all still with them. I've had people thank me again ten years after I made the referral."

## RESULT

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Mike Hogan sums it up this way, "We've been extremely successful, and I attribute a significant part of that success to the Vann Group."

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*-Mike Hogan*