



Kopis creates  
game-changing  
solutions for the  
most complex  
challenges.

## THE LEGEND BEHIND THE NAME

The landscape of industry is always changing, but the one constant for every organization is the running up against complex problems.

Complex problems are nothing new. They've existed throughout history; specifically, the tale of Alexander the Great. Legend has it there was a town in ancient Greece without a king. An oracle declared the next person to arrive with an ox cart would be king.

One day, a man named Gordius came along with the foretold ox cart, and the people crowned him as king. In gratitude for all the blessings bestowed upon him, Gordius hung the ox cart on the city gate and tied it with a knot. But this was no ordinary knot. This was an immensely complicated knot.

The legend continues with a promise to whomever unties the knot would be conqueror of all of Asia. Thousands tried and tried, but none were able to untie the knot ... until one day. Alexander the Great came along, and instead of approaching the problem the way everybody else had, he thought differently. He thought innovatively. He swiftly pulled out a sword and sliced through that Gordian knot. And, as a result, conquered all of Asia — Alexander's sword was a *kopis*.

For us, Kopis is not just a name, it's the idea that drives us every single day. It's a stake in the ground on how we solve problems and around which we have built our culture.



*Andy Kurtz*

**Andrew Kurtz**  
President & CEO

# Culture

## CORE VALUES

Cultivating a culture of integrity and innovation.



### Respect

*Holding ourselves accountable even in challenging situations.*



### Lead

*Having confidence when making decisions and giving direction.*



### Impact

*Always searching for improvement to deliver beyond expectations.*



### Simplify

*Digging deeper to find a solution that's just right for you.*



KOPIS



## OUR TEAM

# Authentic leadership crafted steadily over time.

True leadership isn't something that happens overnight. It's something that gets established through practice and hard-won victories. Combined, our senior management has over five decades of experience with a seasoned track record of breakthroughs and solutions.



### SKILLS & SPECIALTIES

Business Analysts

C# Engineers

User Experience Design

Business Intelligence Developers

Software Architects

SQL Server Administrators

Database Administrators

Project Managers

Solutions Consultants



### Andrew Kurtz

*President & CEO*

Under his leadership, Kopis has successfully navigated major changes in the tech industry, including the shift to Internet-based, data-driven business operations. As the region's largest, most established software development firm, Kopis specializes in Business Intelligence solutions, application development, DBA services, and ERP solutions for rapid-growth organizations.



### Kevin Wentzel

*Chief Operating Officer*

A Microsoft certified professional with a certification in business intelligence, Kevin focuses on data-oriented projects that transform rapidly-growing companies' systems and processes, especially those quickly outpacing their legacy systems' capacity.



### Adam Drewes

*Chief Marketing Officer | GM of ERP Division*

Adam oversees all marketing, sales and growth initiatives, while working closely with the COO on operational issues affecting client services and product offerings. His ERP Division helps companies automate and improve business processes to manage growth and operate more efficiently.



## CAPABILITIES

# Solving complex problems with software and cloud services.

Our clients experience a culture of partnership, trust and collaborative communication that permeates our entire relationship. In short, we strive to not just solve a problem but let you dream what's possible, and open new doors of possibility.



## Software Development

*Unique solutions for your organization.*

- Web Development
- Mobile Apps
- IoT Software
- Workflow Automation
- Custom Development
- Enterprise Applications
- Quality Assurance



## Business Consulting

*Analyze challenges and identify the right technology for your organization.*

- Integration Services
- Mobility
- Legacy Modernization
- Methodology: Agile / Iterative
- Cloud Services
- Architecture



## Managed Services

*Know your systems are performing at their best.*

- SQL Server Monitoring
- Dev/Ops: Outsourced Agile Developing Services
- IoT Portal Management Solutions
- Cloud Tenant Providers
- Insight Monitoring Services



## Business Intelligence

*Better decision making throughout your organization.*

- Data Warehousing
- Visualization Tools
- Reporting Tools
- Customized Dashboards



## Staffing Alternatives

*Be ready for every opportunity.*

- Utilize fractional resources based on specific needs
- Assure alignment to best practices



## Enterprise Resource Planning (ERP)

*Integrative processes for better efficiency.*

- Workflow Automation
- Dynamics 365 Business Central
- Dynamics GP



# Solutions

## INTEGRATED ERP

It's more than a project.  
It's your business.

We help companies automate and improve business processes to manage growth and operate more efficiently.



### Control

Take back your security with granular controls that prevent leaks regardless of how users access the data.



### Efficiency

Streamline complex tasks like quoting, job costing, inventory management, and budgeting.



### Visibility

From detailed data actuals to company-wide KPIs, our cloud ERP can satisfy all your needs.



### Flexibility

With APIs you can connect best-of-breed systems to create a flexible, integrated solution.

## SMART GOVERNMENT

Bringing simple, streamlined processes to the public sector.

Our belief is that every dollar spent on Smart Government Solutions should tie directly to a meaningful impact on people's lives.

With our Smart Government Solutions, your agency can:

**Modernize legacy business applications.** We help you determine where your functionality needs to expand and how to get there.

**Know what your data knows.** Your agency has a lot of data, but knowing how to use it effectively can create insights that generate impact in people's lives statewide.

**Set smarter budgets.** Knowing what your data knows also helps create realistic budgets and better forecasting of future needs.



### Contracts

State of South Carolina

- IT Temp Staff Augmentation Services
- Small Software Applications Development
- DTO IT Professional Services



# Praise

## NEWS & AWARDS

### A seasoned track record of breakthroughs.

We've developed deep-rooted relationships with our clients and are honored by the trust they place in our services.



“Working with Kopsis has been refreshing for us for many reasons, but for me to... have Kopsis deliver exactly what we wanted is probably the best reason.

Sarah Lyles | Executive Director, PalmettoPride

“Without the development that Kopsis did for us, we would not have a business.

Bill Clapes | President, Deel Media

“I can't even begin to explain what a relief this solution has been for me.

Frank Greer | CEO, Zipit Wireless



“The perfect example of a company that constantly challenges the status quo and seeks to expand its skill set.  
Top 50 Solution Provider in America | Insights Success



“Their capabilities may have increased, but their focus remains the same – solving business problems through technology.  
Small Business of the Month | Greenville Chamber of Commerce



“Awarded to Andrew Kurtz, President & CEO, for his success using small business as innovation to create jobs and expand their business model.  
Entrepreneurial Success Award | CommunityWorks



THE WALL STREET JOURNAL. Inc.



## QUALITY OF LIFE

# Collaboration and innovation in a beautiful setting.

For the past two decades we have chosen to stay in downtown Greenville to experience and promote our city's quality of life.

Built with the vision for a regional hub of thought leadership and engaging technology, the **NEXT Center for Innovation** features regular workshops, open air spaces, collaborative conference rooms, and wall-to-wall whiteboard halls.

We're proud to share this vision with other local community organizations. Together we foster a problem-solving culture of putting people first.





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