



Customer Corner:

PlanNet

One can refer to PlanNet's Managing Principal Steve Miano as a man who has his "head in the clouds." That's because Steve and his ten-year-old Brea-based company are helping small- and medium-sized businesses move their computer systems from onsite servers and hardware to cloud-based systems at a savings of 80 percent to 90 percent annually. Though cloud-based computing is one of their newer products, working with technology planning, integration, infrastructure architecture, and cost analysis is something Steve and his close to 40 full-time employees have been engaged in for decades.

Steve Miano founded PlanNet after years of working in technology consulting. With work experience at bigger companies, Steve wanted to give clients the attention and customer service bigger companies couldn't match. As technology has changed, so have the business offerings and projects on which Miano and his team work.

"Because of the advancements in technology, our company continues to adapt and become experts in the latest innovations and products that will benefit our customers through cost savings, enhanced capabilities, and robust security," said Miano.

PlanNet combined savings, security, and capabilities when they were hired by Thousand Oaks pharmaceutical company Amgen to implement integrated building technology (or IBT) at their various offices. One feature of the IBT system is the ability to decrease energy consumption by only lighting offices that are in use. IBT also reduces employee overhead by creating an integrated reservation and digital sign system that allows users to reserve a room and have signs which direct attendees to the correct location.

On a smaller scale, this is the principle behind "cloud computing" for small- and medium-sized businesses that PlanNet has been offering to their clientele. Often, company servers housing confidential data and files are located onsite and are maintained by an in-house employee. PlanNet copies and moves the data servers to a remote location where they are protected from natural disaster or theft. They also monitor the maintenance on the servers, alleviating the need for an outside consultant or in-house employee.

PlanNet has had a myriad of well-known clients including U.S. Airways, University of Southern California, Hilton Hotels, and Cedars Sinai Medical Center. But, with an operation that has now expanded to include two additional offices in Phoenix and the San Fernando Valley, PlanNet is well equipped to serve both large and small companies, which makes California United Bank such a good fit for PlanNet as they grow.

"I became acquainted with CUB Senior Vice President Shirley Wentzel over seven years ago," said Steve Miano. "Her focus on helping me to achieve my business goals through careful planning and creative financing has been exemplary. That is why, when she went to CUB, it was an easy choice to follow suit. Since commencing our relationship, CUB's expanded product line combined with Shirley's customer service has been a huge asset to PlanNet."

With more and more businesses moving toward the cloud, CUB and PlanNet plan to be partners that soar for the stars. ♦