

MAKE IT EASY

NETWORKS, PRINTERS, PHONES AND SECURITY



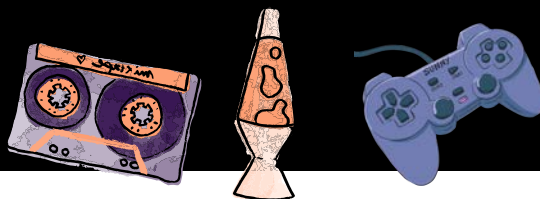
Celebrating 25 Years

This year we're celebrating 25 years of providing professional IT services to Rochester and WNY businesses. Thank you for giving us the opportunity to do what we love. Our longevity as a business is the result of a hard-working team and loyal customers. We look forward to raising the bar in 2022 and finding new ways to support your technology infrastructure. Your trust means the most to us. We've come a long way since our humble beginnings out of founder, David Wolf's home. Keep reading to learn more about how we got our start.



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WHAT HAPPENED IN
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Thank you for your support.

A Fresh Look

We're excited to announce the launch of our NEW website! Now featuring more testimonials, new service information, and easier navigation. We can't think of a better way to kick off our 25th year in business. **Take a look around and let us know what you think!**



Making IT Easy
(585) 425-3420 | (716) 222-3090

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WHAT HAPPENED IN 1997?

With David Wolf, Vice President of Just Solutions Inc.

Just Solutions, Inc. (JSI) is celebrating its 25th year in business. In 1997, Tracy and I founded the business out of our home in Fairport. I thought it might be fun to look at facts and news from 1997 versus where we are today.

What other businesses started in 1997 that are around today? Well, "Google.com" was registered as a domain name that year. There were only about 100,000 websites at the time. Clients asked me "why would we want to have an email address?" Sadly, companies like Media Play, KB Toys, Sam Goody, Sharper Image are all gone today. Netflix was founded along with Priceline.com, Overstock.com, Viking Cruises to name a few. Woolworth's closed their last store after 100 years.

The largest corporations in 1997 were General Motors (1), Ford Motor (2), Exxon (3), Walmart (4), General Electric (5), IBM (6), AT&T (7) and Mobil (8). Microsoft, Apple, and Google were not even close. Facebook.com came online in March of 1997.

Broadband was being invented and most people were using dial-up Internet connections ranging from 28.8Kbps to 33.6Kbps. 56K modems were just arriving in stores. The cost of a new PC from Compaq and Hewlett-Packard dropped below \$1,000 for the first time. Time Magazine's "Man of the Year" was Andrew Grove, a Hungarian-American who was a pioneer in the semiconductor industry. If you don't remember that name, Andrew Grove was the CEO of Intel.

The cost of a Super Bowl ad was \$1,200,000. The price of a gallon of gas was \$1.22, movie tickets averaged \$4.50, the Dow Jones was 8,250 (will it break 10K? No way experts said). Average cost of a new car was \$16,900. Inflation was 2.14%, Prime rate was 8.5% and the cost of an ounce of gold was \$287. And my final note, Bill Clinton was the President and Al Gore (founder of the Internet, so he says) was Vice President.

When Tracy and I were deciding on a name for our business, we liked the idea of "solution" selling. Our son, Justin, was only 6 at the time. We had already picked a name for our daughter. She wasn't born yet but Tracy was pregnant at the time, and we had picked out her name, Sarah. So, our name was easy to come up with at that moment - "Just Solutions". Tracy told me I had a year to get the business going or I had to get a "real job". Well, I still don't have a "real job", but Just Solutions is going strong. We would like to thank all of our current and former employees, customers and friends that have helped us grow into the number one IT company in Rochester.

"Business solutions for the unfortunate 1 million, not the Fortune 1000."

To Learn More About Just Solutions Inc. Visit: justinc.com/about-us/