

# Telserv: 16 years of providing tech solutions

By **KARLA SANTOS**  
@KARLASANTOSNBH

**CROMWELL** — Telserv is a Connecticut-based company that has offered its services for 16 years, focusing primarily on technology.

Telserv works with small, medium and large businesses to develop solutions for their data, voice and security needs in the areas of cloud, hosted and premise-based solutions.

“We want companies to be able to utilize the technology that they have so they don’t just throw it all away, but also be prepared to add emerging technologies that are going to make them the best in their own industry,” David Stearns, chief strategy

officer at Telserv, said.

Telserv mainly serves customers in the health care industry, such as Hartford HealthCare and other hospitals in Connecticut and around New England.

“From New York City up through Massachusetts, we have more than 50 health care facilities that we currently provide support for,” Jim Colella, Telserv’s chief executive officer, said.

Telserv is a service-oriented business. That’s one of Bill Longo’s favorite things about working for the company.

“That’s probably one of the biggest things about here is that the customers are Number 1 and it’s all the way through, from the techs that are out in the field all the way up to our partners,” Longo said.

“Service is our focus. That’s our brand,” Colella said. “That’s what brought us to where we are. It’s the reputation we have in delivering our service. But how we do that is what I think is unique to a lot of companies. It starts with our people at Telserv and the culture that we are focused on building.”



Wesley Bunnell | Staff

From left: Telserv CEO Jim Colella and partners Bill Fellows and Mike Piscitelli.

That same culture is another thing Longo likes about working for Telserv.

“Working here has been great. Everybody is very close-knit, like a family,” Longo said. “Everybody does things just to get it done for the customer. Nobody says, ‘That’s not my job.’”

Colella added that the family environment is what has allowed Telserv to get involved in the community with events such as the Cys-

tic Fibrosis Cycle for Life.

The event, which was held on Sept. 22 in Middletown, is a fundraiser to support people living with CF.

Colella and his wife co-chaired the event in support of their two granddaughters who live with the disease.

To learn more about Telserv, visit [telserv.com](http://telserv.com).

Karla Santos can be reached at 860-801-5079 or [ksantos@centralctcommunications.com](mailto:ksantos@centralctcommunications.com).

**THE 2018 SHOPRITE NUTMEG STATE GAMES** will be held

**JULY 14TH – AUGUST 5TH** and will be hosted by the City of New Britain.

**SIGN UP TODAY!**

- Website: [nutmegstategames.org](http://nutmegstategames.org)
- Phone: (860) 788 7041
- Email: [Nutmeg@csmg.org](mailto:Nutmeg@csmg.org)
- #GOFORGOLD!

**Total Energy Connections**

**COMPLIMENTARY ORIENTATION**  
Let us show you how to make your property more energy efficient, reduce your operating costs, and use other people’s money to get it done!  
**Give us a call to learn more:**

**energize CT**  
CONNECTICUT

500 Four Rod Road  
Berlin, CT. 06037  
(203)684-5580 | [INFO@TEC.GREEN](mailto:INFO@TEC.GREEN)

**GREATER NEW BRITAIN CHAMBER OF COMMERCE**

This page appears monthly in partnership between the New Britain Herald and the New Britain Chamber of Commerce. For advertising information, call (860) 225-4601. For more information on the Chamber of Commerce, please contact the Chamber office at 185 Main Street, Suite 423 or call (860) 229-1665.

**Confused About How the Cloud Can Help Your Business?**

**TELSEVN**  
SERVICE-INTEGRITY-RESULTS

- Free Network Consultation
- Cloud Based Solutions
- Premise Based VoIP UC
- Avaya, Cisco, Extreme

**860-740-3600**  
[www.Telserv.com](http://www.Telserv.com)

**Superior Refinishing LLC**

**A Complete Abrasive Blasting and Painting Company**

221 South Street, New Britain CT  
**860-348-9845**

Family owned & operated since 1970

**Washington Auto Services**

145 ARCH ST., NEW BRITAIN  
FULL SERVICE GENERAL REPAIR & MAINTENANCE

**WE PROVIDE**

- Fleet Maintenance Engine Repair • Electrical
- Brakes • Suspension • Exhaust
- Performance Custom Work & Restoration

Ask about our available discounts!

**860-225-1840**

**NOW HIRING YOUTH SPORTS COACHES**

Do you like sports and working with kids? YWCA is hiring part-time Youth Sports Coaches. Will train. Email resumes to [rmirando@ywcanewbritain.org](mailto:rmirando@ywcanewbritain.org)

**SERVPRO**  
of Middletown/New Britain  
**860-826-5169**

WATER MOLD REMEDIATION FIRE COMMERCIAL SERVICES SOOT SERVICES

24-Hour Emergency Service  
Independently Owned and Operated  
Like it never even happened.®

**STEPENSKY'S OPTICIANS**  
Since 1929

John Stepensky, Sr., L.O.  
John Stepensky, Jr., L.O.

513 South Main Street  
NEW BRITAIN  
**860-223-3973**

**New Britain NHS**

**Neighborhood Housing Services of New Britain, Inc.**

Free home buyer and home owner counseling

223 Broad St., New Britain  
(860) 224-2433 [nhsnb.org](http://nhsnb.org)