

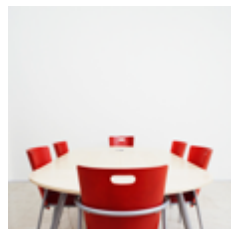
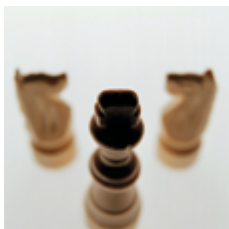


Grant Sadowski

Mosaic Business Solutions
Fort Lauderdale, FL
Member Since: 2009



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Not many business owners can boast continuous revenue growth for the past seven years. One of the few who can is Grant Sadowski, founder and CEO of Mosaic Business Solutions (www.seemosaic.com) in Ft. Lauderdale, FL. Although the company bills itself as a managed print services provider, the company motto – “We see the big picture” – reveals the real story behind Sadowski’s success.

“My business model is to be the antithesis of a copy dealer,” he says. “To see the big picture, we come in and talk to the client, get to know their business and their current initiatives. Copying and printing is only part of the solution. Our focus is to help clients save money.”

Mosaic’s emphasis on problem solving and customer service has led it to land accounts at many of the top regional companies in several verticals including financial, legal and security services, as well as large government organizations. Plus, the company’s national presence is growing, leading Sadowski to expect next year’s revenues to double.

Sadowski says the key to Mosaic’s success has been building an organizational culture and business processes that support his business model. Part of this is his commitment to the success and fulfillment of his employees and the family environment he encourages, which he pledges to maintain no matter how big the company grows. The other part is a commitment to excellence, evident in the company’s status as Xerox Premier Channel Partner and



an HP OPS Elite Partner (one of only 60 nationally out of nearly 10,000 HP dealers).

A TAB member since 2009, Sadowski also credits his board and facilitator for contributing to his company's tremendous growth, increased production and improved hiring and business practices. "On a micro level, we've been able to get a lot of projects done that have changed the business for the better," he explains. "On a macro level, it's helped us with budgeting and many other processes that have become 'the way we do things.'"

He is particularly impressed with his facilitator, whom he says has helped him stay focused, and be more effective and efficient. "I have worked with Dale Carnegie, Hewlett Packard Global training, Supplies Network (a \$600 million company), as well as many others. I would stand behind my TAB facilitator against those guys, in training and business improvement, any day of the week."

Sadowski, a relatively young entrepreneur at 30, says he would recommend TAB to anyone, especially others in his position. As he puts it, "You can be the brightest and most hard working person with a great business model, but no one is immune to making mistakes. Furthermore, everyone has weaknesses. Having an advisory board is the best thing you can do to help avoid some of the common mistakes young entrepreneurs make."

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About The Alternative Board

The Alternative Board® (TAB) helps forward-thinking business owners grow their businesses, increase profitability and improve their lives by leveraging local business advisory boards, private business coaching and proprietary strategic services.