

Hannon Hill Corporation

800.407.3540 | www.hannonhill.com | info@hannonhill.com

Makers of the Award-Winning Cascade Server content management software

Providing Web Content Management... Solutions!

By Brock Brown

Thursday, March 13th, 2008 at 5:00pm

As vendors of what most of us in the industry like to refer to as Web Content Management *solutions*, our sales team often gets phone calls from clients frustrated with their current CMS of choice, which has often times become anything but a *solution*. Just this morning in fact, while finishing my cup of coffee, I received a call from a gentleman who was highly upset with the actions of his current vendor. Of course, I was more than happy to listen; hearing frustrations people face using other systems provides me with extra insight into what they are looking for in a CMS. However, this morning after my conversation with "Jon," I found myself reflecting on my past four years here at Hannon Hill, and what I enjoy most about what we do.

All of us here at Hannon Hill, and particularly myself, have come to realize that there are three fundamental aspects that drive the success of our sales team and the overall success of our company: people, process, and the product – Cascade Server. We take these three fundamental pieces, and bring them together *every day* in the service we provide our customers. Realizing that it is not just the software, but also the human element that drives web content management has afforded us the accolades of many organizations across many industries.

Most commonly though, I find that it is [organizations of Higher Education](#) that consistently find Cascade to be the right fit when it comes to a CMS. When I think back on my four years here so far, I have come to realize that being able to provide some of the best colleges and universities in the nation with the *right* tool to supplement their web governance model, is very rewarding.

Unlike many other vendors in the industry, at Hannon Hill, web content management is our sole focus - one product, and nothing else. Many of our competitors offer a WCMS as part of a plethora of product offerings, and are always very hesitant to specify just how much of their "human energy" is spent on the CMS sides of things. Hannon Hill was founded *strictly* to provide quality content management solutions for organizations like colleges and universities. This means that 100% of the time each and every person in our organization spends at work (and often at home) is dedicated to making Cascade Server the best web content management product on the market. This commitment translates into giving our clients our full attention, communicating a clear company vision and focus, and making sure contacting us is as simple as logging into your email, or picking up the phone... not multiple times - ONCE. Despite [recent events](#) in our

industry, we can guarantee we are remaining completely committed to clients in Higher Education, our Web Content Management *solution*, Cascade Server, and the people and process that make it what it is today.

Category

- Commentary

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