

william burton

Professional Systems CEO

taking chance results in success

Stepping out of the old and into the new is not a difficult undertaking for William Burton, the President/CEO of Professional Systems, an IT networking service provider. With his company offering consulting, networking and Internet services, along with system support, Burton also offers a unique competitiveness in the IT market.

Professional Systems, a Chicago based company in operation since 1995, has fought to compete with the "big boys." Burton has successfully gained the confidence of many clients, which he admits is no easy task. Fostering positive relationships with prospective clients and letting the company's professional work stand behind the entity's name has been key to Professional Systems success and growth.

The eight-year-old company has attained contracts from government agencies, hospitals and corporations like IBM as well as Chicago's public school system, explains Burton. Recently, Professional Systems was contracted to wire 44 newly constructed homes. By using a highly technical matrix of wiring, each room in the house comes fully equipped with jacks and connectors that connect each room to a wide area network. Voice and video wiring as well as jacks for video, telephone, televisions and computer hookups were

installed in each room connecting them to the proper signals making them media and internet accessible.

Outdoing himself on a regular basis, Burton is excited to announce that he has received the contract to implement the computer networking for all computers and hardware for the new Soldier's Field Stadium,

home of, Chicago Bears. The CEO employs seven highly capable professional IT specialists. The IT industry has grown immensely since the early 1990's. Burton, seeing the growth capacity early on, took a leap of faith. With that leap, Burton has made himself the head of a rapidly growing company.

After graduating from Loyola University with a degree in Business and a minor in Information Technology, Burton worked for several companies. Starting with Xerox, Burton felt that after 11 years with the company, reaching top positions, it was time for a change. "I decided it was time to move on and step out and do something I always wanted to do—run my own business," says Burton. With a company discount he bought a Xerox laser printer and he began Professional Systems Printing and Computer Services, a graphics communications and IT business. Burton ran the business with very little sleep for two years before leaving Xerox. The booming business displayed much potential to Burton. "Yes I see potential, but how much potential," Burton questioned at the time. "I could only find out if I stepped out." With wife Dr. Denise Burton's encouragement and support he took the leap of faith. "I went on vacation with my family. Sitting at the pool, I typed up my letter of resignation. When I returned from



vacation I turned it in," Burton spouts. As the demand grows and the revenues rake in, Professional Systems looks forward to fulfilling IT needs, and Burton looks forward to his sons (Robert 15 and Michael 12) taking the business to the next level. —meymoona freeman **11**