

ICTC Experiences Meteoric Growth in the Year of COVID

Although many businesses suffered severe losses in 2020 due to the pandemic, ICTC, a minority-owned small business in Brooksville, FL, was able to nearly double their revenue from their numbers in FY19. “Our big-business ability combined with small-business agility allowed us to quickly adapt and grow,” said Sareet Majumdar, President and CEO of ICTC. “While we did have some commercial aviation business that was hard hit by the pandemic, we were able to quickly pivot to other markets such as military equipment, medical devices, as well as agricultural and commercial products to not only survive, but grow at the same time.”

The growth does not stop there, however. In order to double revenue again in the next five years, ICTC has hired Jace Dees as their new COO. Jace brings with him years of experience working for large contract manufacturers such as Jabil and Flextronics. “I’m excited and honored to join ICTC and help shepherd the good practices into a world class management operating system. The ability to scale and maintain solid governance to ensure we continue to delight our customers is first priority. Laser focus on the customer experience and expanding our service offerings has fueled the growth. When you do things right, start with the customer and work backwards it is kind of like a virtuous circle for growth,” he stated.

ICTC offers a “one-stop-shop” approach that offers circuit-card assembly, cable assembly, precision machining, and complete box builds—capabilities that are rarely combined in a small business. “We will continue to grow with our customers and partner with them for increased content so that they can focus on their core business and become more efficient themselves,” continued Majumdar. “Our ability to thrive in a year when other businesses were failing, bodes well for our future growth, and we are excited to bring on resources and capabilities to ensure our continued success,” he said.