



Interviewing Top Referral Partner Tony Taylor

Why Tony Taylor Refers TAP



Expectations Met & Exceeded

Managing expectations is core to how Tony works. "That's my mantra," he said. "You guys didn't overpromise and you absolutely overdelivered." His client, an architect known for attention to detail, validated the experience. "For him to say everything was done right? That says a lot. He would've spoken up if anything was missing."

Clear Communication Throughout

Tony appreciated being kept informed as the project progressed. "Sometimes the client updated me, sometimes people from your side did," he said. "Either way, I always knew what was going on." That level of transparency reinforced the trust he already had in TAP's process.

"You're dealing with the visionaries in the company, and that's where the real opportunity is. Most people are out there selling hardware. This is something different."

- Tony Taylor



Tony Taylor has spent over three decades helping clients navigate the fast-changing world of technology. As a Senior Account Executive at **vArida**, a cloud and IT services provider, **Viyu Network Solutions**, an infrastructure and data center solutions firm, he's built a career on trust, follow-through, and matching clients with the right solutions.

So when a customer asked if he knew anyone who could help develop a Custom Application, Tony didn't hesitate.

"I remembered TAP from a presentation, and I knew they had the capabilities," he said. "There's no one else I know doing what TAP does."

A Practical Approach That Made Sense

For Tony, TAP's strength lies in their ability to deliver across both the front-end and back-end. "The client needed both, and TAP had the complete package," he said. "Your process is very practical: You focus on how to make things faster, better, and easier." That clear and outcome-driven mindset was exactly what Tony's client needed to move forward with confidence.



A Win for Everyone

Though this was Tony's first referral, TAP's commission model left a strong impression. "It was fair, not so much that it burdened the client, but enough to make it worthwhile for everyone involved." Now, Tony is helping his team identify more opportunities where TAP can add value. "The relationship is solid, the client is happy, and TAP delivered. That's what matters."



A Partnership Built on Vision

Tony sees TAP as more than a service provider, they're a partner that helps clients bring big ideas to life.

"You're helping people achieve a dream," he said. "What TAP does is flexible, and exactly what today's leaders need."