

# THE GUILFORD BUILDING NEWS

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## MEET SCOTT HARWELL AND HIS TECH MACHINE

Tech Machine is a custom software development company under the direction of Scott Harwell. Now located in suite 316, Tech Machine offers a variety of web-based products targeted at mid-size firms looking for economical ways to improve their business processes.

Tech Machine's flagship product called Elements CMS is a flexible, customizable, content management system that enables easy website editing. It allows clients to make content changes on their website – pictures, text, etc. – at any time without help. Says Scott: “A company often has a database of all its customers. We can create a system [based on the Elements CMS foundation] to help the company make sales or find trends within purchasing.” And Tech Machine offers a hosting service for the system.

New from Tech Machine this month is The Rainmaker Command Center which is a website that Scott developed for The Oechsli Institute, a financial coaching firm in Greensboro. Coaches can use Rainmaker to perform various activities such as tracking and charting financial information for clients.



Scott Harwell, Owner of Tech Machine, LLC



The Tech Machine Conference Room

Another company called Dovecote Décor is using a large-scale website developed by Tech Machine. At this website Dovecote sells products and tracks and manages customers.

Although Tech Machine is a Greensboro-based company with local clients, it does business throughout The United States. Recently, Scott traveled to New England to help a company rebuild its software – another service provided by Tech Machine.

In this day of social networking as more people access data from their phones and iPads, Tech Machine provides development services for the latest mobile devices. “We can develop mobile apps for almost any platform to meet almost any need,” explains Scott.

Scott welcomes Guilford Building people to his office on any weekday. He is usually in from 8:30 a.m. to 5:00 p.m., Monday through Friday. To see more about his company, visit <http://techmachine.biz>.

And FYI: Scott is looking for a new employee.

Thank you, Roxy Ulmsten and Todd Bowles of Convergence, for helping us revamp our elevator interiors.

Roxy and Todd are textile designers located here in studio 610.