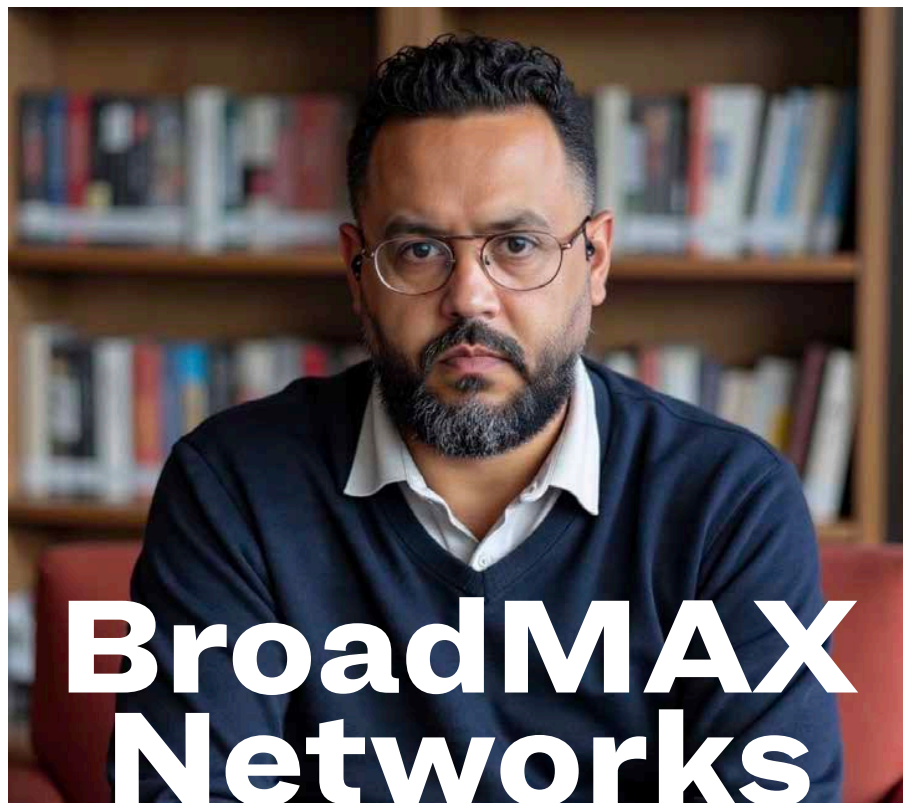


## PARTNER SPOTLIGHT



# BroadMAX Networks

*TECHNOLOGY THAT WORKS FOR YOU*

**With an ethos stating, 'IT you can trust'; CEO of BroadMAX Ramon Garcia has made it his mission to act as your tech department - positively impacting every aspect of your business in South Florida and beyond.**

STORY BY ERIN MICHELLE NEWBERG

**D**id you realize that in today's business world, technology touches nearly every aspect of daily operations? It connects teams, protects valuable information, supports communication,

and creates opportunities for growth. Yet for many organizations, technology can also become a source of frustration. Complex systems, multiple vendors, slow response times, and confusing service agreements often leave business

leaders spending more time managing technology than benefiting from it.

We introduce you to BroadMAX Networks, a corporation built on a different philosophy. Headquartered in Miami with an expanding operational



presence in Ocala, BroadMAX Networks serves organizations throughout Miami Dade, Broward, Palm Beach and Monroe Counties. The company's multi-market presence allows it to offer something increasingly rare in the technology industry: the responsiveness of a local partner combined with the resources and capabilities of a larger regional provider.

Whether supporting a condominium community along the coast, a hospitality group in Miami Beach, a professional services firm in Fort Lauderdale, or a growing business elsewhere in Florida, BroadMAX approaches every client relationship with the same commitment to personalized service, technical excellence, and long-term success.

Having earned a reputation through accountability, responsiveness, and a relentless focus on customer satisfaction in an industry where businesses often feel like just another account number, BroadMAX has worked to become something more meaningful: a trusted advisor. And that's courtesy of Garcia and his dedication to making 'IT that works for you.'

Those five words reflect the heart of BroadMAX's mission and business philosophy. Rather than forcing organizations to adapt to technology limitations, BroadMAX believes technology should adapt to the needs of the organization. It should support business objectives, strengthen operations, protect critical assets, and create opportunities for future growth.

For BroadMAX, success is not measured by the number of systems installed or services sold. Success is measured by the value technology creates for the people and organizations it serves.

Over the years, the company has evolved into a comprehensive technology solutions provider capable



of supporting nearly every aspect of an organization's technology ecosystem. Its services include managed IT services, cybersecurity solutions, business internet connectivity, VoIP and unified communications, cloud infrastructure and cloud migration, data center services, backup and disaster recovery, network design and engineering, Wi Fi design and deployment, structured cabling, video surveillance systems, access control solutions, technology consulting, vendor management, help desk support, and network monitoring and maintenance.

What makes BroadMAX especially unique is its ability to serve as a single point of accountability across multiple technology disciplines. For clients, this means less complexity, fewer vendors to manage, and a more streamlined approach to technology management. And it's this commitment to accountability that extends into one of BroadMAX's defining principles where they have a 'no small print' guarantee.

In an industry often associated with lengthy contracts, confusing terms, and difficult cancellation processes,

BroadMAX has chosen transparency. The company believes clients deserve clear communication, honest expectations, and measurable outcomes.

Communication with clients is his priority and this approach has helped BroadMAX establish long lasting relationships across a wide range of industries including condominium associations, homeowner associations, hospitality groups, restaurants, hotels, nightlife and entertainment venues, professional services firms, healthcare organizations, construction companies, educational institutions, freight forwarders, marinas, yacht facilities, retail businesses, and commercial real estate organizations.

Particularly within condominium and HOA communities, BroadMAX has developed specialized expertise by delivering integrated technology ecosystems that include office IT, resident connectivity, surveillance, access control, communication systems, structured cabling, and ongoing support under a single accountable provider.

At the center of this client experience is a proactive approach to customer support. So, rather than waiting for failures or disruptions, the company's team continuously monitors client environments around the clock. Through proactive maintenance, remote support, onsite assistance, live answer support, online ticket management, and strategic technology planning, BroadMAX works to identify and address issues before they impact operations. The result is reduced downtime, improved productivity, and greater peace of mind for clients.

Speed is another area where BroadMAX continues to distinguish



itself. The company reports an average technician connection time of approximately three and a half minutes and strives to respond to support requests within fifteen minutes or less! For emergency situations, BroadMAX maintains a commitment to respond within one hour or less. Imagine that....

#### Meet BroadMAX Networks Chief Executive Officer and President Ramon L. Garcia.

Assuming these roles as of December 2021, with more than two decades of experience spanning technology, telecommunications, infrastructure, managed services, business development, and operations, Garcia brings a practical and deeply informed perspective to leadership.

His experience includes supporting organizations ranging from private enterprises to public sector institutions and internationally recognized brands. Throughout his career, he has worked on projects involving organizations such as the United Nations, VA Hospitals, Lennar, Univisión, Chanel, Grant Cardone Training, GiftCertificates.com, Frederic Fekkai, municipalities throughout Florida, and numerous private sector businesses.

Those experiences helped shape the principles that define BroadMAX today: reliability, security, accountability, and operational continuity. As CEO and President, Garcia oversees managed IT services, cybersecurity, telecommunications, cloud solutions, data centers, security systems, surveillance, access control, infrastructure services, and technology consulting. His focus remains consistent across every area of the business: helping organizations use technology to improve efficiency, strengthen security, increase resilience, and support profitability.

#### How It Works and What's Next in the Expansion Plane

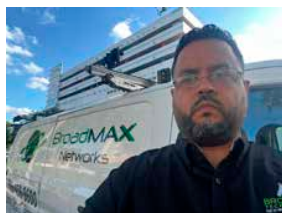
Under Garcia's leadership, every client receives a simple question, and that's "What are your business goals?" While most IT companies focus on specific industries to support and provide support for only certain brands of services and equipment, BroadMAX prides itself on being vendor agnostic and laser-focused on supporting small to medium sized businesses/organizations, ideally



between 5-50 seats or team members and when asked why this is, Garcia states "We feel that we are a catalyst for business growth, when a business startup has less than 5 team members the tech is "manageable", however after that threshold it starts getting more involved and needing outside assistance as the organization's need for support, don't yet merit a dedicated staff member for this role. However, once a business grows into 30-50 members, they have both the budget and the needs to be able to onboard a dedicated internal resource to address their technology needs. Now this doesn't mean that we don't have any clients larger than 50 end users, we do, but in these cases, we work alongside their internal IT team and augment them based on their needs. Whether it's assisting with procurement, compliance, cyber security, handling the service desk, or advising and supporting new initiative or technology road mapping for the future.

Rather than recommending solutions first, the company seeks to understand how an organization operates, where it wants to go, and what challenges it faces. Technology strategies are then designed to support productivity, compliance, communication, customer experience, and sustainable growth.

As technology continues to evolve, BroadMAX continues evolving alongside it.



What began with a strong focus on telecommunications and internet connectivity has expanded into a completely managed technology platform encompassing cybersecurity, cloud computing, infrastructure management, surveillance, access control, data protection, consulting, and strategic technology planning.

The company's recent expansion into Ocala marks another important milestone in its growth journey. By strengthening its presence in both South Florida and Central Florida, BroadMAX has increased its ability to support organizations with multiple locations while expanding its technical resources and field service capabilities throughout the state.

At the same time, BroadMAX continues investing in strategic

partnerships with industry leaders including Microsoft, Dell Technologies, Apple, AT&T, Ubiquiti, Starlink, and Barracuda Networks. These relationships provide access to advanced technologies, ongoing training, and proven best practices that help deliver reliable and innovative solutions to clients.

Beyond technology, BroadMAX remains committed to community engagement and professional collaboration through organizations such as TEKknowledge Worldwide. Through initiatives like TEKSGiving, technology professionals and partners have collectively donated nearly one

million dollars in products and services to nonprofit organizations. These efforts reflect BroadMAX's belief that technology can be a force for positive impact both inside and outside the workplace.

Looking ahead, Garcia sees a future where technology becomes even more interconnected and business critical. His vision is for BroadMAX to remain at the forefront of cybersecurity, cloud services, automation, AI ready infrastructure, data protection, and proactive managed services.

For organizations across Florida facing cybersecurity threats, severe weather risks, regulatory requirements, remote work demands, and rapid growth,

BroadMAX stands ready to help navigate the future with confidence.

For businesses, community associations, hospitality operators, and organizations seeking a trusted technology partner, under Ramon's helm, BroadMAX Networks offers the experience, responsiveness, and accountability needed to support long-term success.

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TEKknowledge Worldwide: <https://tekknowledge.org/teksgiving2026>

