

Who We Are

WillowFalls Consulting specializes in communications and security solutions for Public Safety, Utilities, Security and Business. We are a service company, working for the client to help them define, procure and implement, the best possible solution to meet their needs. Our clients are large and small, from both the private and public sectors.

Founded in 2002 by Peter Gamble, WillowFalls is like a custom home builder, focused on providing the best possible workmanship for each project. Our services are built on over twenty five years experience in telecommunications, Land Mobile Radio, enterprise networks, software systems and security.

Our key strength is helping people understand technology capabilities and implications, so they can make good business and operations decisions. We work with users to understand what they need to accomplish, and translate that into system and operations requirements. Defining solutions includes identifying the operations and support impacts that come with the technology.

What We Do

WillowFalls Consulting works on behalf of the client, helping them chose a solution that best meets their business and operational needs. Once a solution and supplier is chosen, we continue to work for the client to make sure the installation matches what was contracted, and that the ongoing operations support is in place, including training, SOPs and maintenance.

To address our clients' business and operations requirements, we offer customized professional services in any or all of the following areas:

- Project Management
- Requirements Gathering & Analysis
- RFP/RFQ Preparation & Analysis
- Implementation Management
- Documentation
- Acceptance Testing
- Training Development and Delivery
- Process Development (SOPs)

Partnerships

As a small company, we understand our strengths and limitations. For larger projects, WillowFalls partners with companies who specialize in large communications and security projects. These companies can provide the resources and expertise to manage larger projects and procurement, allowing WillowFalls to focus on our strength, solutions consulting.

We work with the clients preferred partner, or WillowFalls can recommend a partner company.

Our Culture

Professionalism, integrity, knowledge and reliability are commitments we make to ourselves and our clients. Doing the job right means more than just being on time and on budget. Solutions need to solve problems and provide value for the client and the end users.

Continuing education and development is a way of life at WillowFalls. Understanding user needs requires us to understand what our clients do, how they do it and why. To maintain that understanding we train alongside our clients, in areas including Incident Command System (ICS), exercise planning, and security. Through training, conferences and our in house lab, we stay current and get hands on understanding and experience with current technology, so we have the knowledge to help clients find the best solution.

Community involvement is a cornerstone of our culture. We proudly support our local Amateur Radio Emergency Services (ARES) volunteer group by offering our skills to help solve their communications challenges, so they can focus on providing support to others.