



# Who We Are

- CTO - Cipoletti Technology Organization
- We manage the entire technology function for organizations
- Consider us your dedicated Chief Technology Officer
- AI, Cybersecurity, Websites, Compliance, & Cloud
- Your IT budget yields the highest possible ROI

# What We Do

- End-to-end consulting across all technology functions
- Eliminate vendor inefficiencies and leadership gaps
- Seamless integration with existing partners
- Unified technology strategy tailored to your goals
- Cutting edge: AI is at the forefront of all of our solutions



# Why CTO?

- Been in the technology industry since 1996
- Trusted by Fortune 500s, governments, and nonprofits
- Consulting across industries, sizes, and continents
- High client retention rate
- Ethical, commission-free recommendations

# Rick Cipoletti

- Founder of CTO and Strategic Solutions
- MBA from Villanova University
- Media contributor quoted in articles and television appearances
- Lectured/taught courses and delivered seminars nationally
- Expert witness



# Clients

- Air Products
- Allentown Federal Credit Union
- Cantor Fitzgerald
- Cetronia Ambulance
- Comcast
- County of Lehigh
- DeSales University
- Dun & Bradstreet
- Jefferson Health
- Meadowlands Racetrack
- PA Chamber of Commerce
- Saturday Evening Post



# Cybersecurity

- AI: experts at using AI cybersecurity, experts against AI attacks
- Standards Achieved: HIPAA, Soc2, and PCI DSS Level 1
- Trusted by banks, hospitals, and government agencies
- 31 years hosting 5000+ websites without a single hack
- Maintained 100% security across 200+ on-site clients

# Websites

- AI: GenText, GenImage, GenVid, GenCode, GenPost
- AI Search (Not Seo): AI button, lens button, drop down
- Aeo: ChatGPT, Gemini, Copilot, Claude, Perplexity, etc.
- Advanced web application development with design that delivers
- 200+ websites built, 5,000+ domains hosted, 50+ countries



# CTO

## Compliance

- AI: misuse of copyrighted material is organizations responsibility
- End Users: handbook guidelines ex. DeepSeek
- Online: email deliverability, cybersecurity insurance
- Fulfilling legal obligations builds trust with customers
- Determine relevant laws, regulations, [standards](#), and policies

## Cloud

- AI: usage in cloud office suites
- Feature buildouts: email, files, voice, etc.
- Security: remote wipe capabilities
- Compliance: offload to cloud providers
- Cloud cost management built for you, not resellers



# CTO

## AI

- We have successfully completed 150+ AI projects.
- Readiness Assessment: identifying opportunities, risks, and best path
- Technology Selection: choosing appropriate tools, platforms, and models
- Custom AI Solutions: GenAI, NLP, Computer Vision, LLMs, Deep Learning
- 40% productivity, 76% customer satisfaction, 30% cost, 16% revenue

## CTO Examples

- Automating tasks: chatbots 24/7, email responses, data entry OCR
- Sales: personalized marketing, sales forecasting, recommendation engines
- Decision making: sales analytics, inventory, job costing, risk detection
- Creation: writing, reports, charts, spreadsheets, marketing materials
- Operations: supply savings, predictive maint, hiring, equipment specs



# Assessment

- The average payback period is three months
- AI Initiatives: increased sales growth, increased efficiency, etc.
- Cybersecurity: reduced risk of network breaches
- Cloud: licensing savings, Compliance: avoidance of fines
- Website: improved lead generation and conversion