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Today's Business Solutions Hits 10 Year Milestone

By Priscilla Luna

Houston, TX – September 2013 – Today's Business Solutions (TBS) is celebrating 10 successful years as a leading office supply provider. TBS was founded by Robert Jimenez in 2003. In that time the company has gone from a one man show to a company with over a dozen employees, and over 100 accounts which include corporate, State and Local Municipalities, Healthcare Institutions, and Educational Institutions. Despite all of the change, the initial vision has remained fundamentally unchanged. With gratitude and a bit of nostalgia, Robert Jimenez spent some time on their first double-digit anniversary to look back at where they've been and how the company got its start.

When Robert Jimenez founded Today's Business Solutions in September of 2003, it was for practical reasons. "I was General Manager at an office supply company in Oklahoma City and the owners were going through a difficult time," Jimenez shares. Though facing unemployment, he knew they had several options. "I had experience, and could have gone to work for some other competitor. I went on several interviews which gave me additional insight and I thought, 'What if I just tried to start something new?' I knew the office supply industry needed a change." he says.

"It was just me and my wife," Jimenez explains. "We started in a very small office in our attic; we started from scratch. We had used furniture, used computers, and a used phone system, but we had creativity, experience, and most importantly, we had passion." Jimenez adds. "There was a lot of enthusiasm."

He says the company experienced all of the heartaches and challenges typical of the startup phase. And although they landed an account with Texas A&M University early on, the future of Today's Business Solutions was still unclear. Today, TBS has found a niche market serving universities, healthcare organizations, and state and local municipalities.

"Texas A&M University provided us with the opportunity to bring value to their purchasing process by catering to their specific business needs. The results were real and measurable and the word of mouth was remarkable," Jimenez explains.

"It was a financial and psychological boost, and Texas A&M University enabled us to try new things that to this day are new and innovative," Jimenez adds.

As business became more stable, the team was able to increase focus on growth. Initially all emphasis was on sales, marketing and brand building, but soon the company also developed its capabilities and offerings in accounting and the need for customer service increased while the staff multiplied.

Despite economic challenges, Jimenez has kept the company growing with slow, well-planned steps forward.

"We have had small, steady growth, and we try to take advantage by slowly adding to our core team while leveraging some of the lessons learned from other projects to keep growing little by little," Jimenez shares.

Jimenez is intentional about where to focus next, with a great deal of time spent on business planning and strategizing about where to invest and what to move toward in the future. Robert is quick to acknowledge that the employees the company has been able to attract and retain have perhaps had the biggest impact on Today's Business Solutions' continuing success.

“We wanted experienced people who had certain qualities within their character; that were meticulous, that cared about the customers, that cared about each other, and who had a deliberate focus on integrity,” Jimenez says, “And we strive to create that kind of culture, and I think that’s why our employees are like family.”

Ultimately creating the right kind of company culture has been key, not only to keeping employees around but also in keeping clients happy.

“Everyone here has worked for different companies and experienced a variety of cultures, and we ended up wanting to have an entrepreneurial culture, one where there’s not a lot of politics,” Jimenez says.

Jimenez shares that the last ten years have gone by quickly, and enthusiasm for where the company can go is stronger than ever. Initiatives for the future include expanding outside of Texas, continuing to diversify client base, and increasing capabilities in furniture and technology solutions.

With the help of his wife, Mely, and daughter, Priscilla Luna, the TBS team has worked tirelessly to build a company that has not only weathered two recessions, but flourished in them.

“It's hard to believe that ten years have gone by," said Owner and President, Robert Jimenez. "It feels like just yesterday I was starting the company in a one-hundred square foot attic in Midtown. Today, I'm proud to boast over 13 employees working in three different cities across Texas. I'm excited about our future and can't wait to see our footprint across the United States in another ten years."

Today’s Business Solutions (www.tbstx.com) is a minority owned independent office supply company headquartered in Houston, Texas. We have been designated as a City Business (CB) / Local Business (LB) under the City of Houston Hire Houston First program and our customer service and sales facility is located in historic Old Sixth Ward near Downtown Houston.

Today’s Business Solutions was recently recognized by the Houston Minority Supplier Development Council as “Accountability Champion” in recognition of commitment to minority business development. The company has also garnered numerous other awards and recognition in Hispanic Business Magazine, a spot on Inc. Magazine's List of America's Fastest Growing Private Companies, and also the Houston Business Journal’s list of the Largest Minority Companies. Most recently, Today’s Business Solutions was ranked 27th Fastest Growing Company by Hispanic Business Magazine in 2013.

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