

## Infrastructure

Planes, trains and automobiles move people and products that are necessary for a company's success, but business growth also depends on more intangible connections.

In Westchester, both the bricks-and-mortar infrastructure and the networks of people and services are solid.

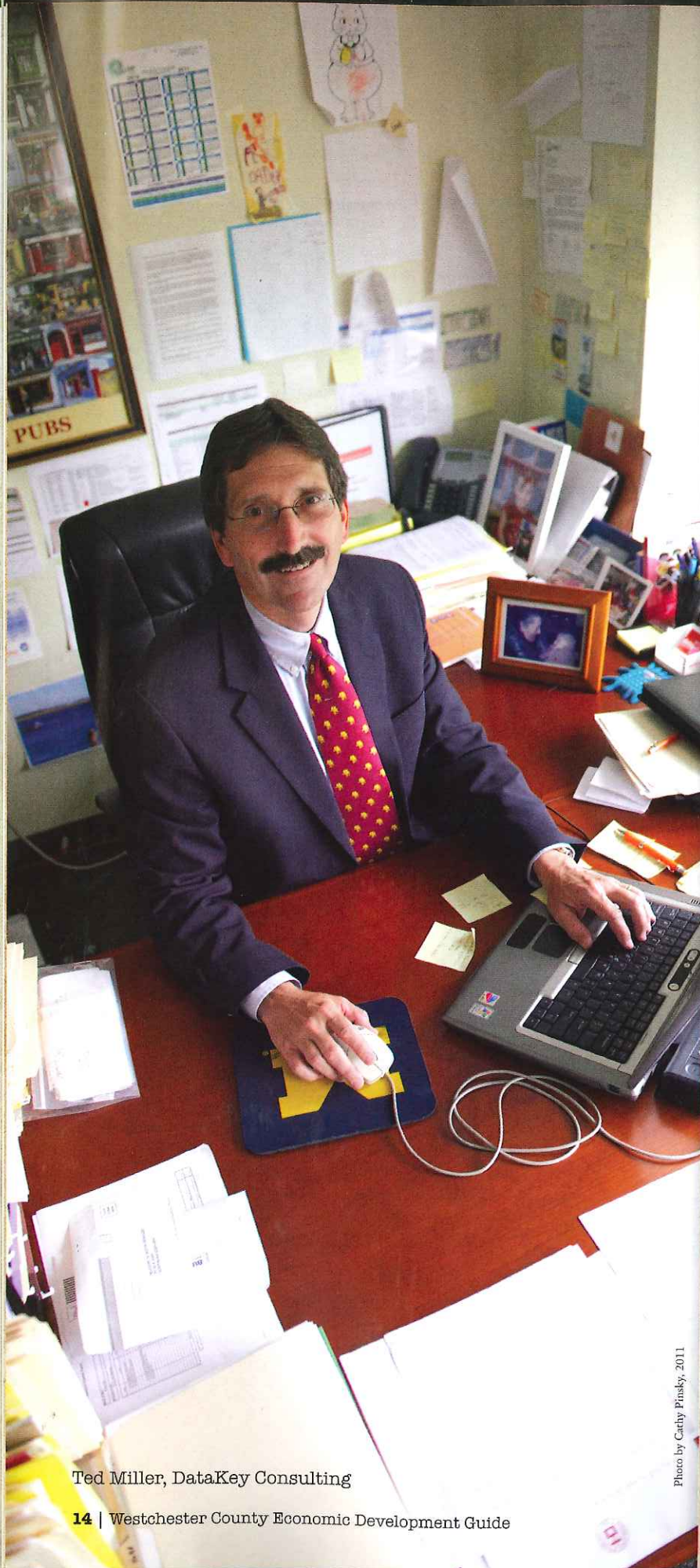
Ted Miller, President of DataKey Consulting, LLC, a management consulting company that he runs with his Silicon Valley-based business partner Amie Gray, appreciates the ability to travel easily between Westchester, New York City and beyond, thanks to the MTA Metro-North Railroad and convenient Westchester Airport. The Metro-North combines with another vital component of Westchester's infrastructure – lightning-fast Internet and data connections – to allow commuters to use their smartphones or computers to check train departure times, along with destination, track assignment and real-time status for the next 12 trains departing from their chosen station.

But the network of personal connections is equally important. "There's a whole business structure inside of Westchester, and I could not run my business without that," Miller says. He credits two groups – the 1,000 companies within The Business Council of Westchester and the Westchester County Association – as well as numerous smaller Chambers of Commerce with creating an infrastructure of business resources.

"That infrastructure is essential for businesses to work," Miller says. "Whatever connections there are within it, there are subsets inside of that, and synergy groups naturally form and pass business to one another."

In Westchester, DataKey focuses on midsize companies, functioning as "business scientists," first analyzing businesses and then helping them design and implement strategies, goals and improvements. Regionally and nationally, DataKey has worked with hundreds of companies across some 50+ different industries. "We have a good handle on best business practices, and we bring to the table that expertise in everything from strategy to business process to human resources management to technology, all the essential components that businesses need to run," Miller says.

A Michigan native, Miller based DataKey in Westchester because his wife grew up here, but he quickly discovered its positive business climate. "All of those networks are extraordinary," he says. "I love Westchester. I kind of didn't get it, not being from here – now I get it. The fact that we are moving forward with the new Tappan Zee Bridge infrastructure investment [see the related article] is a huge positive signal for this region that will dramatically impact business for decades to come."



Ted Miller, DataKey Consulting

Photo by Cathy Plinsky, 2011