



YESS Award

By City Magazine Staff

Young Entrepreneur Success Story

Recognizing Entrepreneurs Under 30 who are Cultivating the Spirit of Innovation in North Dakota.



TechWorks Mobile • Angela and Dave Rittmiller • www.techworksmobile.com

A Marriage of Entrepreneurship and Technology

Dave (30) and Angela (27) Rittmiller met at work in 2000. Dave was a systems analyst, and Angela was in charge of quality assurance for a local telemarketing company. Over the following nine years they married, started a family and settled into daily life. When they decided to begin their own business, they were sure that if there was going to be an easy part to launching a new venture, it would be working together. “Since we met at work,” Angela told us, “We knew that we worked together very well; we have always made a great team.”

Tell us when and why you began your company. In July 2009, years of discussion culminated with the beginning of our own

business: TechWorks Mobile. We were tired of working for someone else while complaining about everything we would do differently if we had the authority to make those decisions.

Tell us about TechWorks Mobile. We offer a vast range of services to our customers either on-site, in-house or via remote assistance. We provide Web development and hosting as well as computer sales, service and repair for homes and small businesses. Some of those services include diagnostics and repair, virus removal, new computer setup, network installation and support, custom-built machines, application programming and server virtualization solutions for small businesses.

What is it about your business that you are most proud of? Every time I send an invoice, I feel good about what we are doing. I can sleep at night knowing I am making an honest living to support my family by providing excellent customer service with industry certified technical ability at a fair price. We take pride in that.

Did you have any early doubts that might have stopped you? Absolutely! The unknown is scary and there are a lot of “what ifs.” This business has been a dream of ours for a long time, but the fear of uncertainty made us hesitant. We knew that we couldn’t make it happen while working at our full time jobs. We were at a place in our lives where it was now or never, so we finally decided to dive in head first.

What do you think is the key to your success? Honesty, we are upfront and honest from the get go and people appreciate that. We are also huge supporters of open source software. Why pay for inferior software when open source is beginning to lead the industry?

What advice would you give to other young entrepreneurs? Don’t let anyone tell you that you can’t do it. Educate yourself and don’t be afraid to ask for help. Use strengths to your advantage and strategize a plan to overcome weaknesses. Be realistic; never confuse reality with wishful thinking. And most importantly, never lose sight of why you started. *EM*

About the Y.E.S.S. Awards

City Magazine and Dickinson State University’s Strom Center for Entrepreneurship and Innovation presents a Young Entrepreneur Success Story (Y.E.S.S.) Award winner each quarter.

Selected entrepreneurs are those who personify the entrepreneurial spirit of our state and offer advice to others facing similar challenges.

If you know an entrepreneur who is under 30 and making a difference, please e-mail: thecitymagazine@unitedprinting.com, or call 701-223-0505.

> Our Advice:

Angela and Dave told us that they both feel very fortunate to be able to wake up every day and do the work they enjoy alongside their life partner. Ray Ann Kilen, Small Business Development Center regional director, noted that not all couples have the capacity to work together, especially in an unpredictable entrepreneurial environment. Kilen, who advises entrepreneurs every day from her office in Dickinson’s Strom Center for Entrepreneurship, liked Angela’s insight and advice to other young entrepreneurial couples. Angela stated, “Now, I’m not going to lie and say it’s been easy, or even pleasant, at times. At the end of the day, we either agree or agree to disagree, but that’s business.”

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