



Santa Fe company partners with Lab to grow business

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“Great partnerships don’t just happen,” explains Ashley Gutierrez, customer service devotee at Wildflower International. “Significant amounts of communication, networking, planning and other forms of initial interaction must occur to develop understanding and trust when establishing authentic partnerships.”

Wildflower, a Santa Fe-based IT hardware and software solutions company, has partnered with Los Alamos National Laboratory since 1991. The company has nine employees—about 11 percent of its current workforce—dedicated to working with the Laboratory.

Wildflower is committed to developing an authentic and long lasting partnership with the Lab. “Your success is our success,” says Customer Service Devotee Ashley Gutierrez.

“We look forward to a continued relationship with the Lab and are thankful for the opportunity to grow and serve our Laboratory customers,” Gutierrez continues, noting that the partnership has also helped the company provide employee benefits and support the local community.

Not only has Wildflower’s recent contract award with the Lab allowed the company to create and maintain numerous jobs, but by simply doing business with the Lab, Wildflower is garnering other business within the federal government and with other state and local entities. “We currently serve and support numerous agencies within the DOE via the SCMC, Dell ICPT and Motorola ICPT/BOA agreements,” Gutierrez says.

Wildflower was founded in Glorieta, New Mexico, in the home of its owner. Two years later, the company relocated to Santa Fe, where its headquarters remain today. “There is no intention of ever changing that,” Gutierrez says. “Wildflower was born and raised in Northern New Mexico, and is deeply connected with the communities in which we thrive.”

Wildflower headquarters on Pacheco Street in Santa Fe. “Wildflower serves as a role model to companies that grow and keep their businesses where they belong—at home—and supporting those who support them,” Gutierrez says.

