



# An Interview with Kevin Turrisi, **Capital Telecom Services LLC.** President: 'I Credit Rapid Growth to Our Well-Trained Employees'

*We make sure our employees are fundamentally strong and foster an environment where their ideas are embraced: Kevin Turrisi*

In an ever-changing wireless world, Capital Telecom Services, LLC (CTS) is the partner that delivers your project on-time and under budget while maintaining the highest standards.

As a full-service telecommunications, engineering, and construction company, CTS delivers wireless projects from inception to completion adhering to the highest quality standards.

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***"Our goal is to recruit, engage and train the best team in the industry and bring our expertise and passion for the business to every project we touch."***

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The company provides professional engineering and construction services to Carriers, Broadband providers, OEMs, wireless support organizations, general contractors, and enterprises worldwide.

Capital Telecom Services was established in 2016 and is headquartered in Sterling, Virginia.

**Kevin Turrisi, Capital Telecom Services LLC, President, spoke exclusively to The Silicon Review. Below is an excerpt.**

***Why was the company set up? And what do you propose to bring into the market?***

I live wireless! I fell in love with this industry 19 years ago when I realized the vast impact telecommunications had on society. Every project is a new adventure. I decided to build a telecommunications company that at its core is a home for passionate

telecom professionals. Our goal is to recruit, engage and train the best team in the industry and bring our expertise and passion for the business to every project we touch.

***Tell us about your first project that was launched.***

Our first project was simply a sub-contractor to a larger organization. The experience of managing this project as the owner is extremely vivid in my mind to this day. Working out of my garage, arranging vendor accounts, setting up credit lines, were all aspects that weren't part of my experience as an employee in the industry. This feeling was surreal, and I knew that I was on the right path.

***What is the current market scenario? And what is your company's position in the market?***

Currently, the wireless market is exploding. Carriers are preparing the infrastructure for the rollout of 5G services. This means massive amounts of fiber in the ground and upgrades to every existing cell site. CTS is thriving and we are always advancing our resources.

## **Kevin Turrisi: A Brief Background**

Kevin Turrisi is the President of Capital Telecom Services LLC. Kevin has a demonstrated history of working in the telecommunications industry. He has advanced professional skills in Installation, 3G, Operations Management, LTE, 4G, and Radio Frequency (RF).

Mr. Turrisi is a Subject Matter Expert (SME) in the fields of engineering, design, test/turn-up, operations, and Project Management of Telecommunications systems.



**Kevin Turrisi**  
President

***What kind of responses have you received from your consumers over the years? How have they motivated you to shape your offerings/grow the company?***

This industry moves at the speed of light and is constantly evolving. Addressing those constant changes, we train our team on the fundamentals of telecom and construction standards. This enables us to continue to deliver a quality product to our customers. Every customer is different when it comes to expectations, but attention to detail and strong methods and procedures enable us to exceed their benchmarks.

***What are the factors that make your company stand out from the competition?***

Training, retraining, and the desire to constantly get better; is the key. You have to love this industry and be dedicated to constant improvement. We try to recruit people with a similar mindset so that it becomes

pervasive throughout CTS. We make sure our employees are fundamentally strong and foster an environment where their ideas are embraced. That's how we, as a company, stay ahead of the competition.

***How often do you innovate? Is it only when there is a need in the market?***

Plato is quoted as saying – “Necessity is the Mother of Invention”. I feel that CTS is providing a critical service that makes the world more accessible to everyone. So, while we aren't inventing new earth changing products, we are dedicated to streamlining the delivery of wireless services. This is how CTS is innovating and making the industry, and the services it delivers, better.

***Do you have any new products ready to be/getting ready to be rolled out into the market?***

We have concepts and are in the process of exploring funding

mechanisms. At this point, we aren't rolling out any new products.

***Where do you see your company a couple of years from now?***

The industry is changing. One of the biggest impacts to the telecom construction industry is the transition of the major service providers to a turf pricing model. We are seeing a lot of downward pressure on fulfillment organizations to provide the same services and often times more work at reduced prices. One of our stated goals at Capital Telecom Services is to create sufficient cash flow and lines of credit to conduct a roll-up of similar organizations to address this issue. We feel that the larger position we have in the market, the more impact we will have in how it develops over the next several years.