

Press Kit · Olufela "Lu" Fagbure

Reviewed 9 September 2026. Company credentials below reflect the latest documented records, not a new certification issued on this date.

For journalists, editors, podcast bookers, and conference organizers. Positioning: an operator working where procurement, technology delivery, and responsible automation meet.

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1. Biography

Olufela "Lu" Fagbure is the Founder & Director of IT Custom Solution LLC and an operator working where procurement, technology delivery, and responsible automation meet.

IT Custom Solution is a multi-practice technology firm serving government and commercial buyers. It is NYC MBE certified, NMSDC MBE certified through the NY & NJ MSDC, and active in SAM.gov. Its SBA 8(a) application was submitted in 2026. The firm has completed competitively awarded technology-supply work for City Utilities of Springfield, Missouri and Rensselaer County, New York. Winrove is IT Custom Solution's software platform. The firm is consolidating contracting, skills assessment, hiring and onboarding into one product. The transition is in progress; available workflows and access are confirmed for each release.

Lu studied at the University of Alberta. His background spans more than a decade in enterprise technology and IT consulting. He is based in New York.

See [the biography collection](#) for short, programme, extended, speaker, podcast and procurement biographies.

2. Founder timeline

Period	Milestone
More than a decade	Enterprise technology management, IT consulting, systems engineering, and asset management.
2021	IT Custom Solution LLC formally organized in April.
Current portfolio	Directs Winrove, ITC's software platform; consolidation is in progress.
2026	SBA 8(a) application submitted. IT Custom Solution holds NYC and NMSDC MBE certifications.

3. Ventures overview

IT Custom Solution LLC (2021 to present). A multi-practice technology firm serving government and commercial buyers. NYC MBE certified, NMSDC MBE certified, and active in SAM.gov.

Software. Winrove is IT Custom Solution's software platform. The firm is consolidating contracting, skills assessment, hiring and onboarding into one product. The transition is in progress; available workflows and access are confirmed for each release.

4. Ten talking points

1. Procurement is a language, and technical capability alone does not make a firm fluent.
2. A buyer needs a defense file: clear scope, relevant evidence, current credentials, and a named accountable owner.
3. Certifications create access; relevance and delivery convert that access into a relationship.
4. Technology delivery is strongest when the promise is bounded and the handoff is verifiable.
5. Responsible automation removes repetition without hiding evidence or accountability.
6. A multi-practice firm needs one operating truth across government and commercial markets.
7. Small suppliers can compete above their size by making due diligence unusually clear.
8. Strategic teaming works when both parties can name the exact requirement made more credible by the partnership.
9. Product descriptions should stay specific to the user problem rather than relying on an oversized portfolio story.
10. Credibility grows when a public claim stays the same size as its supporting evidence.

5. Media FAQ

Q1. What does IT Custom Solution actually do? IT Custom Solution is a multi-practice technology firm serving government and commercial buyers through technology services, consulting, strategic teaming, talent, and Winrove software.

Q2. What is your one-line positioning? An operator working where procurement, technology delivery, and responsible automation meet.

Q3. What is the firm's certification status? IT Custom Solution is NYC MBE certified and NMSDC MBE certified through the NY & NJ MSDC. Its SBA 8(a) application was submitted in 2026. We distinguish held credentials from submitted applications and do not imply program-participant status.

Q4. What government work has the firm actually delivered? Competitively awarded contracts for City Utilities of Springfield, Missouri and Rensselaer County, New York, as documented company engagements. Additional

details are handled through the appropriate due-diligence process.

Q5. The products are described as agent-assisted. What does that mean in practice? It means software supports structured, repetitive work while the accountable person retains contextual decisions, approvals, and responsibility for the result. We describe each product by the specific operating problem it addresses rather than making a portfolio-wide performance claim.

Q6. How did Lu enter government contracting? His background spans more than a decade in enterprise technology and IT consulting. At IT Custom Solution, he learned procurement from the operator's side: registrations, certifications, bids, losses, awards, and delivery.

Q7. Which audiences are the procurement sessions intended for? The offered procurement topics address small and minority-owned firms learning how to read requirements, understand certifications, and prepare a first bid.

Q8. What operating principle connects the firm's work? Understand the requirement, make a bounded promise, preserve the evidence, and deliver in a way the buyer can verify.

6. Portrait and usage

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7. Media contribution

Nearshore Americas, 2 September 2026: “What Does It Take to Become an OpenAI or Anthropic Partner?” Lu contributed perspective on what IT providers need to demonstrate when pursuing partnerships with AI model makers. This is a media contribution, not a platform partnership.

Source: <https://nearshoreamericas.com/what-does-it-take-to-become-openai-or-anthropic-partner/>