

DX SUCCESS *Gazette*

Recognizing Outstanding Performance in DX Sales and Participation



Jared Overman

NAE Indianapolis

IIM Revenue - \$339,000

Starting this year CountryMark started a huge backfile scanning project with Konica Minolta for \$400k. During this time, Jared had a PAR with the client and discussed what their go forward plan was to eliminate future scanning cost. The client expressed interest and wanted to see what Konica Minolta could offer. Jared and the IIM team worked together on a go forward plan for these particular departments. The go forward plan started with only 1-2 departments. The goal for each department was to implement a capture and software piece to help streamline business processes and eliminate storing documents in bankers boxes to eliminate future backfile scanning cost.

Additional on-site and virtual assessments (for each department) were completed so the IIM team could provide a high level demo of our recommendation Hyland Onbase. During this time, the word got out to other departments and their assigned VP. What the client realized is that every department was requesting to have a project like this done, but they were ALL requesting different software (what a mess). So, the IIM team did additional discovery on these departments. Finally, the IIM team provided a detailed demo of Hyland Onbase to every department showing that we could provide all of their needs under one team and one software.

All this, and Jared managed to get married while working through contracts! Congratulations Jared!

Additional Projects:

- Sharepoint Migration
- DocuSign

Jeff Stone

MAE – Columbus, OH

DX Revenue - \$244,410 (December)
and \$630,000 YTD

Developing and maintaining “C” level relationships and trust within a major financial services account enables Jeff to continue to expand DX business. Community Choice Financial, Inc. / Checksmart is one of our largest VSS clients who continues to standardize and deploy Mobotix cameras in their retail locations across the country.

Jeff, along with several KM team members, do an excellent job each day supporting this highly demanding account. DX success with CCFI includes VSS, Cloud Services, IIM, MPS, and RPA revenue. Congratulations Jeff and Team!!! Stay tuned for more DX Success!

DX SUCCESS Gazette

Recognizing Outstanding Performance in DX Sales and Participation



Debbie Steidle

SAE – Columbus, OH

DX Revenue – \$137,600

Columbus based law firm, Porter Wright Morris and Arthur, was never satisfied with the Kofax scanning solution they acquired in 2019. The Director of Facilities and Services asked Debbie for alternative solutions that would better meet their needs and enhance their end user experience. Debbie reached out to the solution team and along with the help of Market Director – Professional Services Steve Cardenas, they engaged NQue Zebra Works for their proven legal scanning solution. A lengthy on-site proof of concept was conducted along with their IT team in both the firm's Columbus, OH and Naples, FL locations. The POC was successful meeting and exceeding the firm's expectations.

Getting Creative! To help ease the pain of the acquisition cost of the new solution, Debbie proposed a re-lease or extended lease of the firm's 59-unit bizhub fleet (including One Rate) bundling in the NQue solution into a new monthly lease. **Total refinanced revenue including the solution was \$550,897.** Excellent job Debbie and Steve, Congratulations!

Maria Hellman

SAE – Saddle Brook, NJ

Dispatcher Revenue - \$45,000 not incl. H/W

Maria called the CFO and shared the new regulations going into effect regarding the POTS lines and how it would affect them and their expenses at the firm. He compiled his invoices and calculated how this has been affecting them each year at a cost of \$50,000 per year in fax line costs. The client views us as a trusted partner and consultant to their business.

Eugene Weldon, the local Solutions Specialist, and Maria conducted a PAR with this client and talked about their current business operation and where they expect to grow in the next 5 years. They analyzed how Konica Minolta can help optimize their environment for the best productivity and efficiency of their business.

They evaluated the costs and utilization of the equipment and came up with a plan for their future state. They were currently paying \$50,000 per year for their POTS fax lines alone.

They right sized the environment and included Dispatcher Paragon and cloud faxing into the new deal. They are now in a position to contain costs and grow in the future without additional costs affecting them as they put them on the One Rate program.

The Software portion of the deal is \$45,000 and the Hardware portion of the deal is \$212,000 and with the multiplier it is a total of \$275,000! Congratulations Mara and Eugene on a tremendous team win!



Erik Langsjoen

MAE Bloomington, MN

All Covered Unified Communication Revenue - \$8K per month MRR

The KM team included Erik Langsjoen along with Kim Wunsch who was on several calls. They have created a great relationship and trust with this client.

Client pain: They have hundreds of clinics (locations) throughout the U.S. with various phone vendors and phone bills. Little end user support.

Why Konica Minolta Unified Communication solution solved the client's problem:

- o Needed to have one vendor
- o Needed to have a well-planned approach – we excel at this.
- o Needed a dedicated project coordinator and help with porting phone numbers, planning, configuration for their call flow, and training – we excel at this
- o Needed ongoing end user support – U.S based Live answer technical resources – we excel at this
- o Needed unique call flow features and analytics – we excel at this
- o Needed to be within budget – close to price neutral as possible – we worked hard to get the services and pricing in line to ensure we won the deal.
- o Needed to be flexible – additions to services, procurement options, (Opex) monthly payments or (Capex) paying upfront for hardware moving forward – we excel at this.

· **Future growth – we expect this account to double (minimum) by end of 2024.**

Congratulations Bloomington Team!