

June 2023

Rep Name: Andrea Resovsky
Rep Title: MAE
Client Name: Auto-Owners Insurance
Client Location: Lansing, MI

Revenue for the Deal: \$120K PaperCut Deployment

Overview

Auto-Owners Insurance Group is among the nation's largest insurers and provides insurance to nearly 3 million policyholders. As a valued strategic vendor partner, Andrea has consistent technology reviews where she uncovered that A-O was looking for a way to streamline their print environment. So she assembled her team; consisting of Daniel Thomson (CSO Sales Support), Keven Jennings (Solutions Sales Executive), Ashley Walsh (Project Coordinator) and Gary Loesy (Field Engineer).

Problem / Challenges

Auto Owners struggled with a major piece of their print environment. They were looking for a way to remove all their satellite offices' print servers and move to a direct IP print environment. The main challenge includes print server replacement costs, an unstable print environment, and the management of those print servers.

The Solution

We worked with our partner, ACDI to perform a 30-day proof of concept with Auto-Owners. During the proof of concept were able to address the goal to remove their satellite offices' print servers. We also highlighted the value of secure print, Print Deploy, on premise OCR scanning, and ACDI's Visual Business Intelligence solution, Storyboard.

Rep Name: Harold Pridgen
Rep Title: Named Account Executive
Client Name: P C & S Inc.
Client Location: Stanhope, NJ

Revenue for the Deal: \$21K

Overview

P C & S has 20+ years in manufacturing electrical products. They have 55 direct employees and a representation network of 40+ individuals. They are dedicated to the sales and support of their products.

Problem / Challenges

Customer was looking for a way to automate their paper intensive process as invoices were not being paid on time and crucial documentation was getting misplaced.

The Solution

Doc Record's all inclusive platform provides their organization the ability to automate and significantly improve their document workflow.

In addition, Eugene Weldon and Harold Pridgen were able to provide a roadmap to integrate additional business processes which will further accelerate their DX transformation.



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Rep Name: Nancy Phillips
Rep Title: Named Account Executive
Region: East-Mid South
Client Name: Hardeman County Criminal Justice Center
Client Location: Jackson, TN
Revenue for the Deal: \$53,000K

Rep Name: Caleb Yarborough
Rep Title: Named Account Executive
Client Name: Heil of Texas
Client Location: Houston, TX

Revenue for the Deal: \$1,942/MRR & \$12.5k Project

Overview

The customer bought some Mobotix cameras from us in 2019 and could not budget for additional cameras until this year when they replaced the remaining analog cameras.

Problem / Challenges

Budget constraints limited the deployment and functionality of Phase 1 Mobotix project that was completed in 2019.

The customer was very pleased to replace existing analog/coax devices to the Mobotix solution, however budget constraints did not allow for complete solution deployment that would eliminate blind spots and also add coverage to high priority areas for the Sheriff Dept.

The Solution

Staying in touch with the client to determine that additional funding had been allocated for security upgrades to the CJC proved to be crucial in closing this Phase 2 Project.

The KM rep engaged her VSSE Michelle Seagraves to provide another assessment, understand the needs for additional coverage, and provide a recommendation to the client that would allow them to maximize the funding dollars.

Overview

Heil of Texas is a dealer and parts supplier for solid waste collection vehicles, sewer cleaners, brush pickers, street sweepers and pothole patchers. They have four (4) locations throughout Texas with 50+ employees.

Problem / Challenges

The existing Windows 2012 Server is coming up on end of life in October. The conversation around the pending event initiated a meeting and positioned the opportunity to recommend a long-term solution through Cloud.

The Solution

All Covered was able to offer a solution that would eliminate their need for an on premise server through a Cloud Server Management Solution.

Nate Cox, ITSC, was instrumental in helping with the solution and closing the deal.

June 2023

Rep Name: Ryan Johnson
Rep Title: Senior Sales Executive
Rep Name: Adnan Shaben
Rep Title: Solutions and Services Executive

Client Name: Greystone Construction
Client Location: Shakopee, MN

Revenue for the Deal: \$7,300K

Overview

Greystone Construction is a client-focused general contractor offering design-build and general construction services to the commercial, industrial, and agribusiness industries. Founded in 1987, Greystone has Midwest roots and a national reach.

Problem / Challenges

The IT department felt that they were spending too much time on print issues so they needed a way to simplify their print environment.

The process started when the customer was having issues with adding and removing employees from the active directory for their MFP's and they wanted a way to keep better control of this. They were also paying for a POTS fax line, that was costing way too much. When we dug deeper by asking more questions, we discovered a need for secure printing, specifically in the HR department, but they say because of the ease of use it would work for the entire staff.

The Solution

Dispatcher Paragon, with cloud fax and Badge access to MFP's - Customer did not have a print server on premises, so we needed to provide a solution that was able to be hosted in the cloud.

This solution will keep HR documents more secure, allow them to use cloud faxing, (which will save them money), and will help them manage their employees access to the MFP's. This solution will also be providing some reporting on who is printing and what they are printing.

June 2023

Rep Name: Lawson Enokekwa
Rep Title: MAE-Gov/Ed
Region: East

Client Name: DeKalb County Clerk of Superior Court
Client Location: Atlanta, Georgia

Revenue for the Deal: \$750,000 in three increments of \$250,000.
Completion expected by end of second quarter.

Overview

Dekalb County Clerk of Superior Court is a 20+ year KM client, and manages all Superior Court Criminal, Civil and Land records, and makes these records available and accessible to the courts, public and businesses on demand. Our long-standing business was for MFPs and later on we added security cameras. About seven years ago, the rep uncovered another opportunity during an Account Review, which resulted in detailed scanning assessment via “QAI” who was one of KMBS’s partners at the time.

The outcome was a Statement of Work (SOW) worth over \$ 3.5 million dollars. Because of budgetary constraints the project was suspended and a small portion was allocated to an existing contractor. Since then, the small contractor had not been able to accomplish anything; and thanks to the rep’s constant reminder of the client of our capabilities, the opportunity came to light again.

This time, we are taking it one portion at a time. The overall BPO opportunity is over \$ 3 million dollars. However, the current active opportunity is worth over \$ 750,000.00, split into three groups of \$ 250.000.00 each.

The client initially talked about having it published as a Request for Proposal (RFP) due to the dollar amount involved. However, because of the great relationship with the rep and a presentation of other government procurement vehicles – Sourcewell Contract, they decided to sign up for our services.

Problem / Challenges

Space to store these files, the risk of losing file due to calamities, and the time it took in locating file are all main concerns to the client.

The Solution

- First, by making the above reference concerns become one of the priorities to the Court’s Strategic Business Plan, through periodic reminders and proof of concept.
- The KM solution, when completed will create efficiencies and effectiveness in locating documents.
- Our solution will secure documents from the risks associated with calamities.

Team Members that helped with the solution and closing the deal: Gene Meskil, Paul Connolly, Cari Wickstorm, James Gould, Derek Pickett, Phil DeSimone and Joe Clemmer.