

May 2023

Rep Name: Edwin (Wayne) Barrack
Rep Title: Major Account Executive
Client Name: The London Company
Client Location: Richmond, VA

Revenue for the Deal: \$7,400 Depth Security Project

Overview

The London Company is a current print service partner of Konica Minolta. They specialize in financial advisement and investment strategy for their clients. Our team has been pursuing expansion inside of this account since we service the organization well from a print perspective. Our champion and point of contact was the COO who got us in contact with the Chief Security Officer.

Due to the high compliance driven needs of the industry, the organization needs an annual PEN Test. We earned the right to collaborate on this project due to our comprehensive Depth Security solution and financial industry knowledge.

Problem / Challenges

The London Company needs an annual external PEN Test completed to meet compliance policies and cyber insurance claim policies. This will be the first DX break through into the account, which will lead to other DX opportunities.

The Solution

All Covered Depth Security External PEN Test project. We did this by listening to the needs of the organization and providing a DX starting point for us to prove our value to the organization.

Rep Name: Randi Windemuller
Rep Title: Major Account Executive
Client Name: AmericanAg
Client Location: Chicago, IL

Revenue for the Deal: \$51K All Covered Project

Overview

AmericanAg™ is a global provider of diversified reinsurance services for the Farm Bureau® insurance companies and the broader U.S. and international broker marketplace.

Through persistent follow up Randi was able to secure an opportunity for KM to be considered for services initially focused on penetration testing support.

Problem / Challenges

Client did not have a complete incident response plan and needed help from a partner with penetration testing and a risk assessment.

The initial opportunity was for a penetration test project only but through thoughtful discovery additional opportunities were identified that added significant value to our client.

The Solution

AC PROJECT \$51,729

- Penetration Testing
- Risk Assessment
- Incident Response Plan

May 2023

Rep Name: Nancy Phillips
Rep Title: Named Account Executive

Client Name: Pacific Manufacturing
Client Location: Jackson, TN

Revenue for the Deal: \$139,000

Overview

Pacific Manufacturing operating a production facility in Jackson, TN that supplies metal stamped/fabricated components for automotive manufacturers.

Problem / Challenges

Due to a fast-paced environment with an emphasis on quality control, productivity and reducing waste, Pacific needed camera visibility to monitor production, safety and employee compliance in their newest building at this site.

However, due to poor camera installation and functionality, camera failure, and weak support from the existing camera vendor (which had installed cameras in their original building), Pacific was looking for a better camera solution than what they experienced from the previous vendor.

The Solution

The Konica Minolta rep quickly engaged her VSSE, Michelle Seagraves, after finding the opportunity. They began with an assessment with the IT Manager, three other managers who are responsible for production in the building, and HR, who needed video documentation when handling incidents.

A walkthrough was completed with IT Manager plus the three managers to get their input on what coverage was needed.

Michelle Seagraves presented a comprehensive Mobotix solution that would also solve for the pain points and failures of the existing video system in Building 1. The IT Manager, three production managers, and HR were all thrilled with the Mobotix solution.

The IT Manager was able to get international corporate approval and local management approval to get the VSS project started. Once this VSS solution is in place, and management sees the difference in visibility and functionality, the IT Manager plans to ask for approval for a Mobotix solution to replace the current failing system in other buildings.

May 2023

Rep Name: Tim Bohan
Rep Title: Named Account Executive

Client Name: Pender & Coward
Client Location: Wilmington, DE

Revenue for the Deal: \$ 7,964 Azure Cloud Solution and \$ 12,701 Procurement

Overview

Pender & Coward is a 90 employee law firm headquartered in Virginia Beach, VA. In March, we had earned their business for All Covered's full IT managed services ACC contract. This included helpdesk, network support, cybersecurity, and application support.

We initially proactively called into the Director of Finance where we started to gain an understanding of the challenges they were having with their current provider. We had recently won another large law firm in the area from this same provider, so our sales story resonated with our champion. From there, we worked our way to meeting with one of the lead stakeholders for the firm. Due to our vast legal expertise, our first win came from a document management migration for \$50,000. With this project, we gained the trust of the firm.

Fast forward to April of 2023, we were able to expand our business into their Azure server environment and take over the management of this server environment. We also were able to move security email licenses underneath All Covered by presenting the value to the CFO.

Problem / Challenges

Firm was in a Citrix cloud environment that was hurting the productivity of the firm. The CFO who is also a key litigator for the firm decided he was going to move the firm to a Software as a Service environment. All Covered was able to be consultant during the early stages of this process and provide him with the ideas and scale to make this a reality.

The Solution

Azure cloud services through All Covered's CSP program. In tandem with a \$12K procurement deal as we are onboarding the client into our managed services. This shows that All Covered MRR managed service deals are the gift that keeps on giving.



KONICA MINOLTA

DX SUCCESS Gazette

Recognizing Outstanding Performance in DX Sales and Participation

May 2023

Rep Name: Sam Cahill
Rep Title: Named Account Executive

Client Name: Logit
Client Location: Virginia Beach, VA

Revenue for the Deal: \$5,200

Overview

Dispatcher solution that includes batch scanning and scanning workflow automation.

Problem / Challenges

Client needed a batch scanning solution that would recognize a policy number on a cover page and then associate an unknown amount of pages behind that cover page with the cover page policy number.

Then the solution would break the pages out into separate files that still associated with the cover page by renaming the file with the policy number and page number. Then the process would start again once the solution recognized a new policy number.

This would all then be saved on their server in one folder and any policy numbers that were not recognized or unreadable would be saved to another folder for later review. They also needed verification that certain zones of the documents following the cover page were filled out.

The Solution

The Dispatcher solution will help the client be more efficient and organized by cutting the need for manual verification and grouping of documents.