

DX SUCCESS Gazette

Recognizing Outstanding Performance in DX Sales and Participation



John Van Senus

MAE Indianapolis

IIM Revenue - \$1,475,000

KAR Auction Services, a longtime MFP customer in Indianapolis, IN partnered with KM in March 2021 after an extensive evaluation process to implement a centralized title processing center. The opportunity was first uncovered by account manager, John Van Senus and IIM sales representative, Robin Brockman, by talking about the expanded services KM can offer to clients on a routine business review. Phases I and II totaled around \$1M in software, licensing, and labor. The client's goal was to take work done at branches around the country and automate the labor intensive and manual process of processing car titles. The client has successfully ramped up to 3500 titles per day, which aligns with their original vision and has agreed to move forward with Phase III, totaling another \$475,000. At project inception, the client had a long term vision of the overall potential scope. Great job to the the IIM team has consistent of Robin Brockman, Thomas Oliveri, Sandy Spence, John Schneider, Marta Reed, Luis Salinas, Kenneth Rubio, and Keith Erban.

David Mount

MAE – Riverside

All Covered Solutions - \$4,700 ACC/MRR (\$58,000 /yr)

All Covered was brought into City of Highland by Konica Minolta MAE David Mount after uncovering a couple IT initiatives being evaluated including SharePoint and Cloud Backup. While those initiatives didn't turn into immediate opportunities, the City officials were able to familiarize themselves with Konica Minolta IT Services & Team.

When All Covered was first introduced to City of Highland, they had a full-time IT manager that handled all IT related responsibilities. This resource was very wary of utilizing outside support. But their IT manager had become an information silo holding all the keys to the castle with no one else at the City knowing anything about the environment including passwords and documentation

Roughly 3 months after our IT services were formally introduced to the client, the existing IT manager provided his notice to the City that he would be leaving to start his own company. Because David had built the trust and relationship with our key point of contact, when the IT manager gave his notice, Konica Minolta was the first call they made in their search for long term IT support.

This client was a perfect fit for our services including their current environment (50 users, 6 servers) as well as their future initiatives such as; Security, Compliance and Cloud Services. And because of the long-term relationship with David and KM, no other firm was considered and no price negotiation was needed. Great job David and ITSC Brady Bower.

All Covered Solution:

\$4,904 ACC/MRR (58,848 annual revenue) with an Onboarding project of \$4,904 Total Board Credit: **\$63,752**

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Nancy Phillips

NAE – Jackson, TN

DX Revenue – consistency each month

In the first 6 months of the year, Nancy has sold over \$500,000 in All Covered Procurement and Services as well as a \$35,000 Mobotix order. She has almost achieved her full year's revenue quota just with these two offerings. She has **over 47 orders year to date from 10 different accounts.**

In October, she cold-called a large prospect, Obion County Schools, that she has never been able to get in. The CIO would not see her, again, so she left brownies for him and his team. As she was leaving, the CIO asked the receptionist to send her back. He was about to order \$150,000 from CDW and Nancy was able to get him to order from us. We received a PO in November for \$150,000 in Nuline smart boards. Also, she sold \$30,000 in Lenova laptops to another account in November.

Nancy has two nice Mobotix orders working for \$130,000 and \$50,000 and might get another \$150,000 purchase order from Obion County Schools for more Nuline smart boards.

She is doing this in Jackson, TN...without a doubt one the smallest metro areas in direct territory. This is proof that no matter where your territory is located, there is opportunity in DX!

Devin Bateni

SAE – Massachusetts

IIM Revenue - \$51,000

Apollo Safety is a new customer located in MA who specializes in gas detection technology and safety. Devin started meeting with them about 5 months ago to discuss some of the different projects they had coming up and one of them was digitizing their hardcopies into a system where they can retrieve and sort the files. For the second meeting, Devin got Rob Posenato from the IIM team to join and they discussed some solutions that would help Apollo accomplish this task in the most efficient way. They ended up doing two virtual demos which really gave the customer a view of what the software could do and they became really excited about the possibilities.

Devin sold them two MFP's and an MPS contract last month and yesterday was able to secure the contract for the Square9 project. Below are the features we sold them which included the new AI technology that Square9 released last month which really put this project over the top in the customer's eyes.

Quantity Feature

36	GlobalSearch Cloud Digital Transformation
72	GlobalSearch Cloud Work Group Edition
36	Unstructured Cloud Transformation with AI
36	QuickBooks Connections for GlobalSearch
13	BIS ECM ProServ_SMB Remote/Day

Congratulations Devin on this IIM sale! You did an amazing job in selling the value proposition of content management by helping the client change their business outcome while also bringing in addition MFP and MPS sales.

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Mark Matthews

NAE – Denver

All Covered Unified Communication Revenue - \$75,000

Dana Kepner is an existing client headquartered in Denver, Colorado.

This was a net new MFP take down in August. Mark recently leased them a few MFP's and HP plotters and asked what other initiatives they are working on and found out that they were in the midst of evaluating a phone system upgrade. Mark Matthews submitted a UC lead and partnered with Harrison Lane, who did a great job managing this opportunity to close.

They have 15 locations and 2 analog phone systems across those locations. Their phone systems were very antiquated and not meeting their basic functionality needs.

They were already an Office 365 client so it was easy for them to add the Teams licensing. According to Heath Kidd, AVP in Denver, this allowed them to manage one phone system for their 15 locations through their existing Office 365 profile. The value here is that they are getting a great solution through Microsoft, standardizing on one platform, Office 365, and they have a great team to help them implement and support the solution moving forward.

\$1887 MRR + \$52250 Project = \$75,000 in total revenue recognition.

Congratulations Denver team!