

DX SUCCESS *Gazette*

Recognizing Outstanding Performance in DX Sales and Participation



Larry Erickson

NAE Alaska

VSS Revenue - \$44,000

Yukon Koyukuk School District is an existing client that has continued to trust Konica Minolta/AllCovered for many years. They have equipment through us, we provided an ECM platform for them, and they continue to source almost all of their procurement equipment through us.

We are the client's first call when it comes to technology, so naturally when they started looking to solve an issue in one of their remote villages for video surveillance, they got in touch with us. Through that conversation we determined that due to vandalism and misuse of the premises all angles inside and outside of the school needed to be visible. Our team built a solution that did just that for the client.

During the conversation we uncovered the fact that not many installers will willingly go to rural Alaska for installation, so Larry Erickson took it upon himself to find a very reputable local company to put the client in touch with. After including them in the conversation with our team the client was comfortable with moving forward with both the equipment from our VSS team as well as an installation from the other company that ended up being \$125,000

Lucio Perez

MAE – Riverside

Dispatcher Paragon / Other Solutions - \$220,000

Alvord Unified School District has been a long-time partner with KM by utilizing KM MFP's throughout their district. As their contract was coming up this year, they opened to other vendors and decided to have an on-site display and demo of 3 chosen vendors. This allowed each vendor to display their mfp's to the district's faculty. During this weeklong demo, we had the chance to speak directly with the district's IT team and through the conversation around the new equipment, we found that IT was running into many challenges in managing their 125 devices. We were quickly able to show them how we could help improve their Print Infrastructure by leveraging Dispatcher Paragon to consolidate all of their print queues through a fully cloud based print management solution. We demoed Dispatcher Paragon the next day and found that they were also looking to eliminate their analog fax lines which were an added benefit of Dispatcher Paragon's Cloud Fax add-on.

As a result of this demo, IT saw the benefits of eliminating their Print Servers by moving their Infrastructure to a hosted solution and made it a requirement to be met in their refresh. With Dispatcher Paragon Cloud, Alvord USD will streamline their Print Infrastructure under a fully hosted solution giving the district a unified print experience with Follow-You-Printing, scan to Google Drive capabilities and Cloud Fax capabilities which help the district eliminate the increasing costs of their Analog Fax lines.

Although Alvord USD awarded this contract to us a few weeks ago it was a fight, if not for the solution pulling the mfp's, we would have lost this account due to toner issues and billing issues. Our recommendation was an all-in approach, custom flat rate, solutions and 125 new mfp's, total solutions revenue \$220,000. and the total order just over \$1,000,000.

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Emmanuel Onyia

NAE – Boca Raton

All Covered Revenue – consistent each month

Emmanuel did nearly \$100K in DX using the below process and actively is helping his teammates do the same. His MVP Mark Messner thinks the relationship/trust with his ITSC has also fostered this success and is an example of what the Next Generation of KM Sales Professional looks like and does.

His Prospecting -

Daily - 1-2 hours before work reading South Florida Business Journals / Researching on LinkedIn and online business journals
200 YAMM emails generic emails a day, 150-200 YAMM emails that are targeted towards DX.

His Opportunities -

23 ITSC leads have been put in the system this year
17 leads have been converted to opportunities, 74% conversion rate
5 opportunities have been forecasted, 2 wins in the past 2 months (Voyce / Industry Fintech)

His Pipeline - \$535,428 of DX still open

His Wins -

Voyce - Salesforce Administrator, \$38k (MRR \$3,166 / month)
Industry FinTech - Help Desk, \$38k (MRR \$3,166 / month)
Nov Deal - AME Power - Help Desk / Projects, \$64k (MRR \$4,923 / month)

He and ITSC Jeff Popluter have built a great relationship and agreed that Emmanuel's job is to get them in the door and fill the pipeline while maintaining a great relationship with the customers. Jeff takes the opportunities and does the deep dives, assessments and carries the ball to the goal line where they both go in and close. They both are doing an amazing job of targeting the right people and companies on a daily basis

Andrea Resovsky

SAE – Michigan

IIM Revenue - \$481,000

Andrea did an outstanding job applying the strategy we have been working on to expand her reach within one of our largest accounts – AUTO OWNERS INSURANCE. Her TRUSTED ADVISOR relationship and tenacity to always ask one more question on every conversation with her client uncovered this opportunity to solve a major challenge for our customer.

RESULT: **\$481,661** in Automation Anywhere licensing over the net 3+ years in addition to **\$87,000** in Professional Services to implement the **FIRST CENTER OF EXCELLENCE RPA program within Konica Minolta and the IIM team.** Wow! Congratulations Andrea!!!

Jeanette Cardoso

SAE – Mid-Atlantic

DX Revenue - \$130,000

Christina Seix Academy – While Jeanette sold \$27,475 in VSS in October, the real success is the continued DX placements in the account since March 2022. Placements of both Dispatcher Phoenix and Paragon set up to run on a workplace hub, followed by more VSS in July of \$73,361. Total DX revenue of \$130,000 to date!!