

INNOVEX™ EARNs...

GOOGLE ADWORDS
PARTNER CERTIFICATION



HAPPY BIRTHDAYS TO:

JOHN IOZZI 4/4

BRAD BESHANSKY 4/9

SEAN CONNOR 4/11

JASON MALLONEY 4/13

MELANIE BROZEK 4/23

CHRIS PARISI 4/24

**CONGRATS TO STEVE SARITELLI FOR
1 YEAR, JOYCE PARISI FOR 7 YEARS,
AND SEAN CONNOR FOR 19 YEARS OF
WORKING AT INNOVEX!**

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- INNOVEX & Earth Day
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- Team INNOVEX's Newest Members
- Make the Best of Every Work Day
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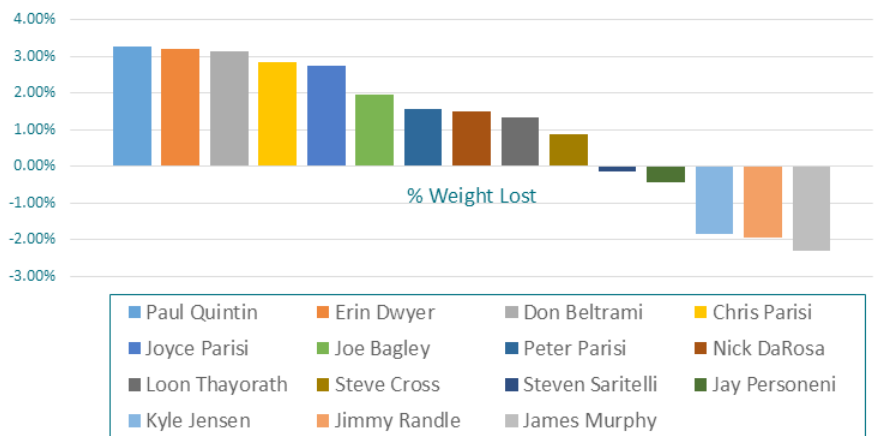
AROUND THE OFFICE...

DEMORAMA IN MA. OFFICE

The Massachusetts sales team competed in a “Demorama” contest, during which each of the Sales Representatives were asked to perform a 7 step demo on a MFD, incorporating the Aquos Board to solve 5 customer needs. The sales reps rated each other based on their demonstration of the ability to open call, review customer requirements, ask if there’s anything else, get pre-commitment, demo proof of capabilities, summarize solution value, close and next steps. The competition was very interactive and fostered tremendous team building amongst the sales reps, while strengthening product knowledge. Tina Moriarty won the Demorama with her unique approach of integrating the UNC viewer to demonstrate the remote control panel feature as well as showing Sharp Desk Mobile and printing from her Android. Congratulations Tina, and to all those who competed!



The chart to the right shows everyone's progress up to the *April 2nd* weigh-in. Remember, contest ends **JUNE 11TH**.
GOOD LUCK TO ALL CONTESTANTS!



THE CLIENT SPOTLIGHT:



ChemArt, headquartered in Lincoln, Rhode Island, is a leading manufacturer and distributor of precision metal parts used in decorative and industrial applications. The company produces decorative products that include awards, collectables, gifts, lapel pins, ornaments and more. Additionally, ChemArt produces industrial products such as alignment plates, Braille signage, electron grids, gaskets and washers. The company employs chemical etching, plating and screening to develop high quality products that are sold to the aerospace, automotive, computer, electronics, defense, medical, scientific and telecommunications industries. Their products are sold through hundreds of IBO's nationwide as well as on their extensive website.

INNOVEX will be providing ChemArt with Virtualization services. ChemArt's entire physical server environment will be converted to virtual storage with INNOVEX providing all necessary service and implementation.

Thank you and great job to Andy Pete for his excellent and impressive customer management working with ChemArt that lead to this sale.

INNOVEX EARNS GOOGLE ADWORDS PARTNER CERTIFICATION



The INNOVEX Digital Marketing Team is proud to announce that they have earned the distinction of becoming a Google AdWords Certified Partner! Google AdWords is the platform that INNOVEX utilizes to assist our clients in reaching more of their target market through search advertising. This certification provides sets a high standard for us as a leader in internet and digital marketing services. In order to earn the professional accreditation of becoming a Google Partner, the team was required to pass two exams and provide evidence of professional experience and high-quality results to demonstrate in-depth understanding of the AdWords platform. Congratulations to the Digital Marketing Team for their hard work!

Team INNOVEX Goes Above & Beyond Reaches their Sharp Fiscal Year-end Quota

Every 6 months Sharp, our main partner for reselling equipment technology, has a fiscal quota for their resellers to reach. As one of their largest resellers in the country, our number is quite high and it takes a team effort in order to reach this goal. We are proud to announce we hit our number this fiscal that ended in March!

First and foremost, congratulations to Matt Blair for leading the effort in developing the business and closing the deals for Sharp equipment. Matt and his team worked hard up to the last day in order to reach the quota. They also received help from our President, Peter Parisi, as he worked his relationships to develop business as well. Congrats to all.

With all this equipment being sold and coming in, it was a lot of work for our Operational staff. Thank you to Matt Manzi and his team for leading the effort in receiving, setting up, organizing, and delivering the equipment quickly. We needed help from everyone on the team, and even some outside help to assist. Thanks to Tricia Quaranta, Kyle Jensen & Loon Thayorath for organizing much of it, as well as those in the warehouse such as Ron Turcotte, Brad Beshansky, Nick DaRosa, Craig Turner, and everyone else that pitched in. We also needed help from Jason Malloney's service team in setting up and installing the equipment. Great team effort, Team INNOVEX!



ANNUAL CUSTOMER APPRECIATION EVENT

Last month, on Saturday March 7th, INNOVEX hosted our Annual Customer Appreciation Event at the Providence College Friar's basketball game against Butler. The event was at capacity and we had the opportunity to successfully network with our valued clients. At this event we networked with clients, displayed products and watched Butler ultimately beat out the Friars in the second half. The event was a great success, thank you to all who helped to prepare and those who came out for the event!

April 22, 2015 marks the 45th annual Earth Day...

And “Going-green” doesn’t have to be a daunting, life altering task; in fact small changes make a major impact. Here are some easy ways that you can help out on Earth Day (and everyday)!

Recycle, Recycle, Recycle! - Glass, newspapers, unused documents, coffee cups, waterbottles.... and more. Reducing waste by recycling unused paper and plastic items, and reusing the ones that you can will not only save you money but if everyone did their part will make a major impact on the environment.

Properly dispose of your old devices, batteries and ink cartridges - These items all have short usage periods, but create long-term damage in a landfill. Programs exist at several tech stores and local malls in order for you to best dispose of these items which contain several environment-damaging chemicals.

Go paper-less - Sign up for eco-friendly billing and online newsletters, saving yourself the hassle of unwanted mail and pounds of paper every year! Same goes for telephone books and publications that could be accessed online. Use the paper you do get in the mail to jot down your grocery list or driving directions, preventing you the added cost of notepads as well as recycling resources.

THE SURVEY RESULTS ARE IN: Team INNOVEX is committed to Going Green!

In a recent survey of all INNOVEX Employees, an overwhelming amount responded very positively and passionately about the impact that we have on our local and global environment. Way to go Team INNOVEX!

Your Trash is Someone Else's Treasure - Before you throw something away, think about if someone else may need it. Donating to charitable organizations or connecting with people in need on the web (places like freecycle.org) will help you to rid of unwanted clutter while making a powerful impact on the environment.

Download Your Software - More than thirty billion plastic disks containing software programs are sold annually, which eventually end up in a landfill. Purchase and download your software online to reduce this excess waste.

Buy Local - The amount of pollution to get your food from farm to table is reduced dramatically when it is locally sourced. Not only are you supporting local businesses, but eating fresher and reducing greenhouse gases that result from food transport.



MOBILE APPLICATIONS THAT WILL CHANGE YOUR LIFE FOR THE BETTER

Cam Scanner

Scan documents on the go, and send from your mobile phone to make sharing easier and more convenient.

Google Keep

Allows you to create digital sticky notes on the go across multiple devices.

Pocket

Easily save articles, videos and other web content for later viewing all in one place in order to organize and store for later

LinkedIn Pulse

A news-reading app that provides a platform to access the knowledge most relevant to your job and interests, all in one interface.

My Diet Coach

Feels like having a nutritionist in your mobile device, improve health and lifestyle through this app that allows you to track calorie intake and exercise

Mint.com Mobile App

A personal finance app that allows you to budget and track spending, with the ability to link to your bank accounts

Flipp

This app delivers advertisements and savings right to your fingertips- features include search and price match

Living Social

Save up to 80% off of local product and services with this app.

Waze

A community-based traffic and navigation app, save time, money, and improve daily commute!

Duolingo

This free language learning app helps you to learn some of the most popular languages (French, Spanish, German, Portuguese, Italian, Dutch, Irish, Danish, Swedish, etc) fun way.

TED

You can now watch TED Talks on your mobile devices. Watch ideas from some of the most fascinating people across the world.

Best Parking

Use this app to find the cheapest and most convenient parking in your area.

Car Matey

Ever lose your car in endless floors of mall parking? This app helps you to locate your car in crowded places such as mall or stadium parking garages.

MEET THE NEWEST MEMBERS OF TEAM INNOVEX!



Paul Quintin
Technology Account Executive

Paul was born in Boston and raised in Weymouth, Massachusetts. He received a Liberal Arts degree from Northeastern University and went on to work for 25 years in sales with Dictronics. When Paul isn't working he enjoys gardening, golfing (although he may be a duffer) and traveling, he has a trip planned to Turkey for the fall! Paul also enjoys spending time with his Yorkies, Gucci and Lu Lu Vuitton, and a third that has yet to be named if anyone has any ideas! Paul is excited to join Team INNOVEX as he sees great opportunities to expand relationships with our present customers.



Tina Moriarty
Technology Account Executive

Tina was proudly born and raised in Dorchester and South Boston, and currently lives in Hanson, MA right on Oldham Pond with her husband, 17 year old daughter Erin, and 10 year old son Ryan. Tina met her husband 24 years ago at a Dunkin Donuts, and she loves to be home spending time with him and her children! She loves the ocean, the city, and hockey. In her free time, Tina enjoys glamping (resort style camping in her travel trailer). She is thrilled to be with INNOVEX, and feels reinvigorated and excited to help to grow the Greater Boston customer base. Tina love to make customers happy –her philosophy is that if you have a happy customer they will always come back to you for more.

HOW TO MAKE EVERYDAY YOUR BEST DAY AT WORK

- **Eat a Hearty Breakfast:** there is a reason this is the most important meal of the day, eating a nutritious meal before you head to work will keep you full and focused all day long (and less likely to snack at your desk)
- **Build Extra Travel Time Into Your Commute:** research reveals that people who are pessimistic in anticipating morning traffic start their day off less stressed and frazzled than those who cross their fingers for an easy commute every day
- **Prioritize:** instead of making a lengthy to-do list each day, focus on the one or two things that are most essential- planning will help you to focus and more efficient
- **Leave Your Desk at Lunch:** exposing yourself to the outdoors during your lunch break helps to not only relieve stress and boost energy, but can also make you more productive
- **Reflect on Your Focus:** office distractions such as a ringing phone or a constant stream of emails are constant, but taking the time a few times a day to reflect on what has distracted you can actually help you to better focus and avoid these interruptions
- **Don't Let The Afternoon Slump Get You Down:** ditch the afternoon coffee and trade it for a desk-friendly energizing yoga pose to rid yourself of tension and invigorate your afternoon
- **Make a "Got-Done" List:** you may not have finished everything on your to-do list, things come up, but you may have been more productive than you thought and making a list of the things you did get to lets you leave work feeling accomplished and satisfied



PLAYERS OF THE MONTH

FOR
MARCH
2015

Congratulations to the “Players of the Month”, those who performed above and beyond expectations. Your hard work and dedication is recognized and greatly appreciated by every member of Team INNOVEX.

Employee of the Month
NICK DAROSA

Sales Rep of the Month
JOHN IOZZI

Service Rep of the Month
STEVE FRIGON



Christopher Parisi
Editor-in-Chief

EDITOR'S NOTE:

There has been some exciting things going on, but there also has been some difficult things we have had to push through. It is through these tougher times that show our company's and our team's character. Those that have been positive & valuable during these times are those that we want with us during the successful times in our near future. We are doing good right now, but we don't want to settle for good – we strive for excellence.

So let's keep working hard and smart, and those that work with us during these times will be rewarded during the excellence we expect to endure.

Keep moving forward, Team INNOVEX.