



ABOUT US

We are a channel-centric technology company that focuses on cost containment, cost reduction, and effective migration to Cloud "as a Service" Solutions.

- Founded in 2001
- Voice, Data, Enterprise Cloud Services, and Fractional Labor, CX Automation and Artificial Intelligence
- Strategic Consulting and Execution
- A Channel Partner with over 260 Service Providers in our Supply Chain
- Strong Leadership / Unique Perspective
- White Glove / Concierge Service
- Recognized by Carriers and Cloud Providers as a Leader in the Industry



QUICK STATS



Our Value to the Enterprise is Unmatched!



DM IS TRUSTED BY SOME OF THE BIGGEST BRANDS (667 and counting)

FAIRWAY MORTGAGE **COMMONTAGE CORPORATION** **COMMONTAG



OCEANFIRST BANK

Healthcare















Public Sector / Education













Retail

















Manufacturing / Industrial Services















Other

















THE CHANNEL

There are over 260 technology providers in the DM ecosystem.

Distributors qualify solution providers and attract top agents to make available this curated eco-system to their clients.

The agent community is comprised of independent sales organizations operating their own business. These organizations are not limited to representing a single service or platform. They have access to, and knowledge of, a broad spectrum of technology and hundreds of solution providers. This creates massive leverage for our customers.

Customers have a need for access to a wide array of technology solutions.



TECHNOLOGY PROVIDERS WITH ROBUST CHANNEL PROGRAMS*

Hot List



Bright

capacity

















(airespring

₩ APX ®

AT&T Business

AVAVA

OFirstLight

fusion

Global nsite

○ Prodoscore

QTS



allstream.

BCN

expereo

Five?

fuze

Granite



Q altice

AVAIL

bigleaf

FIBERLIGHT

FLEXENTIAL

SGENESYS"

green cloud

arvig



APPGATE

aryaka

AVAYA

FIRST

Frontier

n globalgig

gtt



calltower

€CMS 360

Kerauno.

@ liquidweb

LUMEN

SPECTROTEL

3 Star 2 Star

talkdesk

TouchTone



CASCADE

COEC

interxion

KORE



CISSOM

cloudfrek

cogent

Intrado

lifesize









iTel

lingo

LS NETWORKS

MATRIX







NetFortris















rackspace

retarus



Pureport

RagingWire

RingCentral

sip(i)



QOS

RapidScale









Spectrum | MONTA

▶ StartMeeting

Telefonica

towerstream

magna 5



splice.

switch

telespace

MASERGY





5

Synoptek

Telstra





















Skywire

SADA









TPX





















COMCAST BUSINESS



DataCanopy



DRAWBBIDGE

₩ core



DATASITE



Cyxtera

















OUTS€URCE CONSULTANTS

≇nhc.



nextiva

























OUR PLACE IN THE CHANNEL

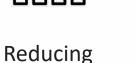
D&M is a Top 3 Agency in the channel, with ~\$85mm annually under management.



BUSINESS CHALLENGES & OPPORTUNITIES



Cost





Boost Sales



Drive CSAT



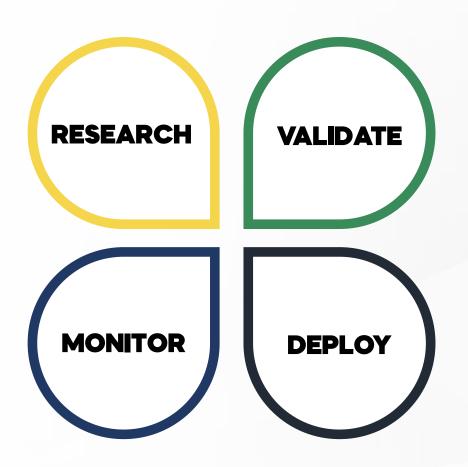
Ensure Compliance



Stabilize Labor

D&M has a hyper focus on helping customers achieve their goals via the use of modern, proven, stable, and scalable technology.

OUR PROCESS FOR ACHIEVING MAXIMUM RESULTS



- Vetting the eco-system requires a purposeful process.
- We have working experience with a vast array of technology solution providers, deployed in a wide array of industries.
- We know what it takes to deliver a meaningful ROI.

BUSINESS CHALLENGES & OPPORTUNITIES

Automation

Al Generative Al

Manual labor

Cognitive labor

BPO

Flexible / dedicated labor



KEY QUESTIONS WHEN SEEKING RESULTS

Am I meeting the Do I have a Am I coaching them to success? customer where cohesive strategy they want to be for success? met? Are they able to perform at peak levels? Do we have Do my customers answer my calls? people to do the work? Do I deploy the workforce Do I have the Am I training them effectively? right visibility into my results? effectively?



COMMON PROJECT TYPES DELIVERING POWERFUL ROI





OUR SOLUTIONS & SERVICES

D&M goes deep and wide into the solution stack to drive client success.

... we do so much more!

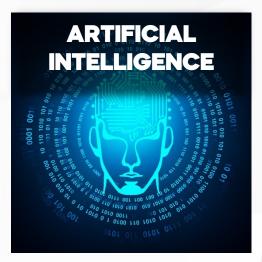
OUR SOLUTIONS & SERVICES

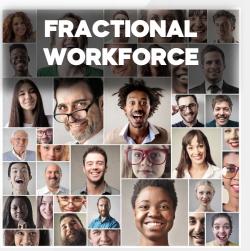








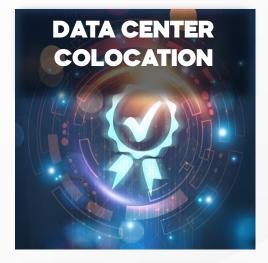






ADDITIONAL SOLUTIONS & SERVICES











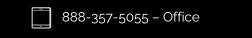






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