

Introduction



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

600+



Active Clients

>1,000



Projects Delivered

>\$300mm



OPEX Returned

Our Value to the Enterprise is Unmatched!

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

Financial Services	Healthcare	Public Sector / Education	Retail	Manufacturing / Industrial Services	Other

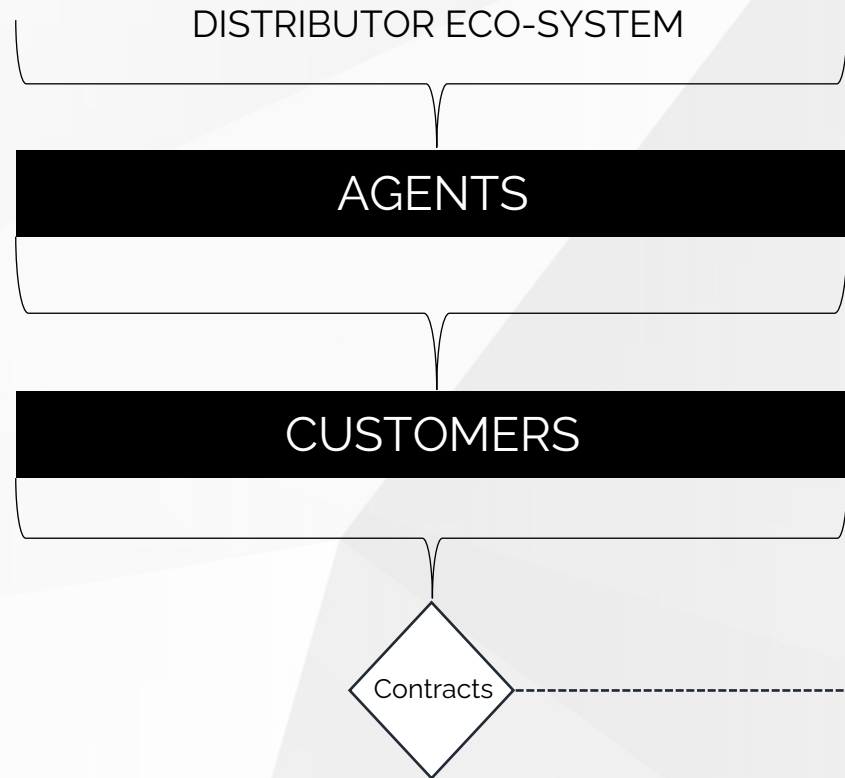
THE CHANNEL

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

↓
Assembled

Bright
 capacity

hiya

Kustomer

Omni
 INTERACTIONS

PURE CALLERID

replicant

Wonolo

XSELL
 TECHNOLOGIES



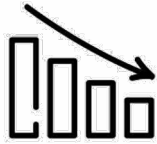
*does not represent all providers



OUR PLACE IN THE CHANNEL

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

BUSINESS CHALLENGES & OPPORTUNITIES



Reducing
Cost



Boost
Sales



Drive
CSAT



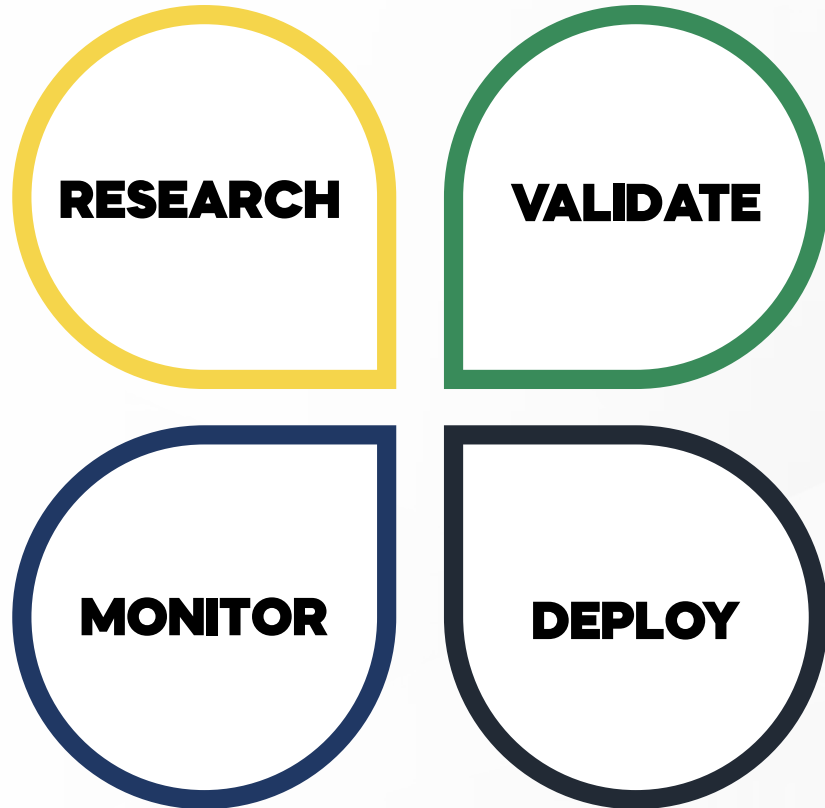
Ensure
Compliance



Stabilize
Labor

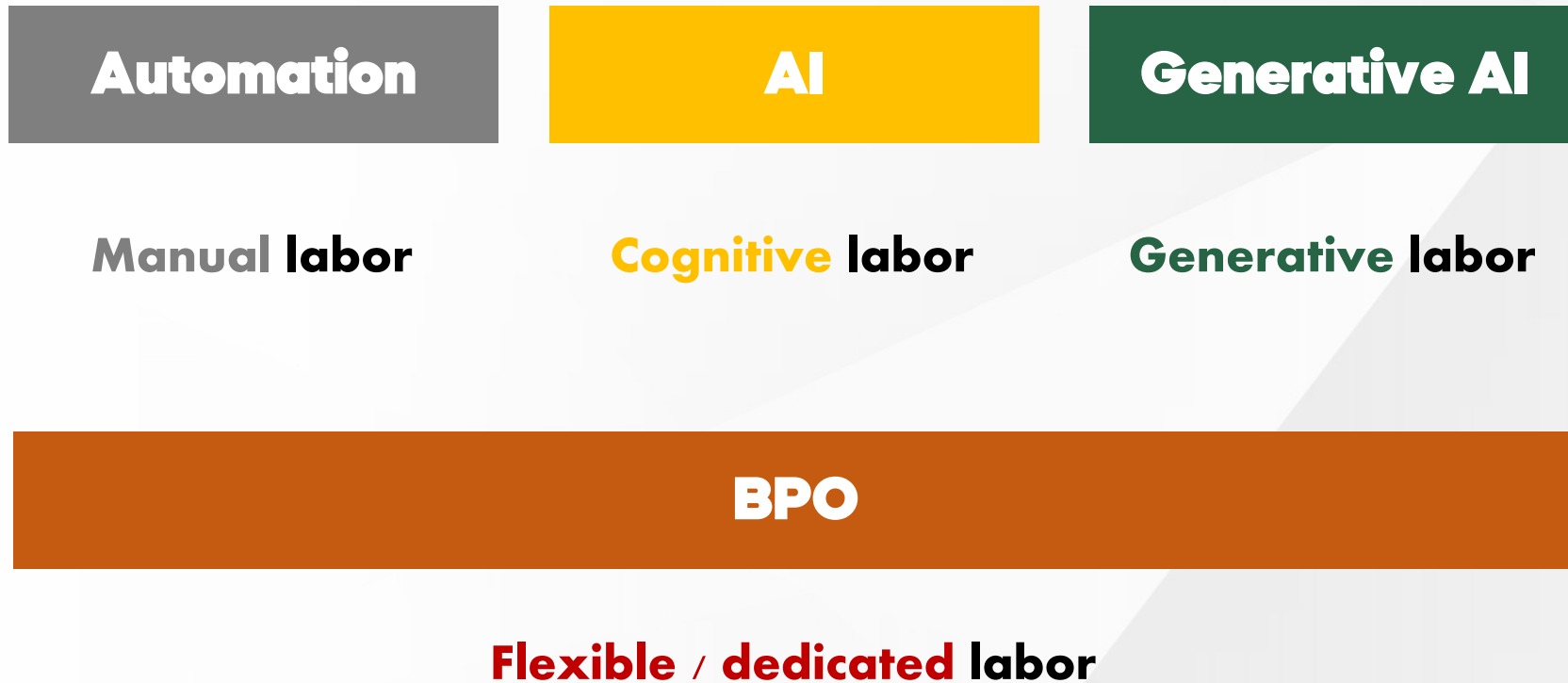
D&M has a hyper focus on helping customers achieve their goals via the use of modern, proven, stable, and scalable technology.

OUR PROCESS FOR ACHIEVING MAXIMUM RESULTS

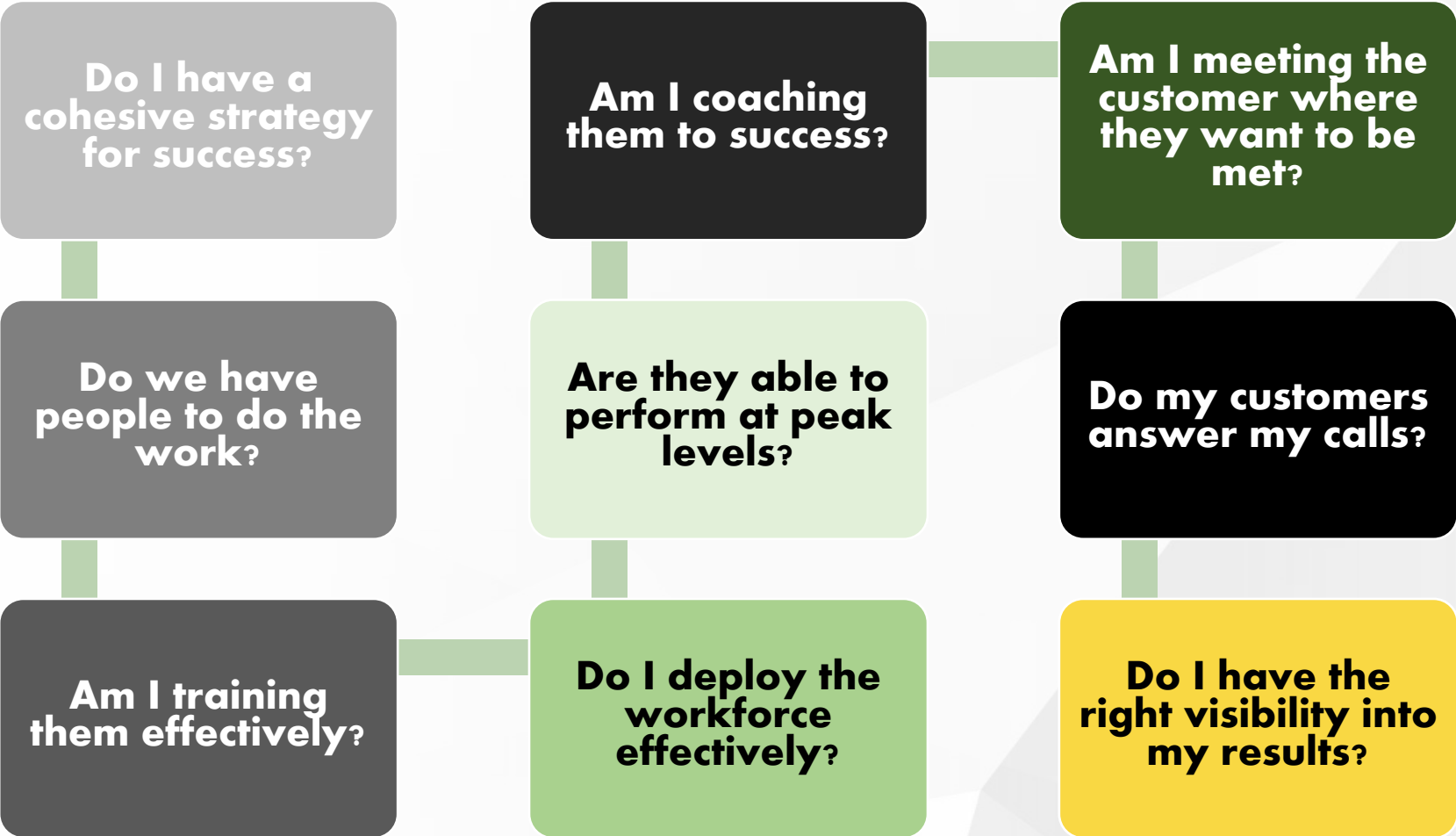


- Vetting the eco-system requires a purposeful process.
- We have working experience with a vast array of technology solution providers, deployed in a wide array of industries.
- We know what it takes to deliver a meaningful ROI.

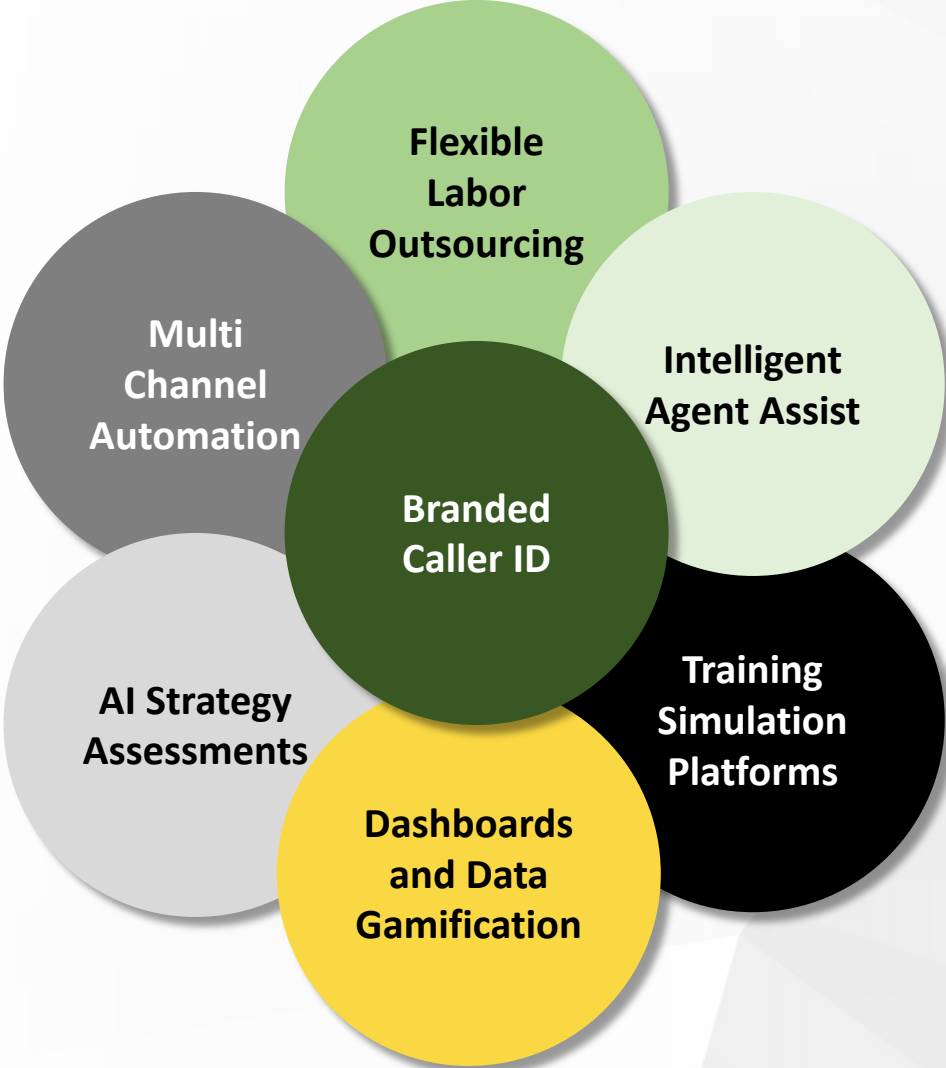
BUSINESS CHALLENGES & OPPORTUNITIES



KEY QUESTIONS WHEN SEEKING RESULTS



COMMON PROJECT TYPES DELIVERING POWERFUL ROI





OUR SOLUTIONS & SERVICES

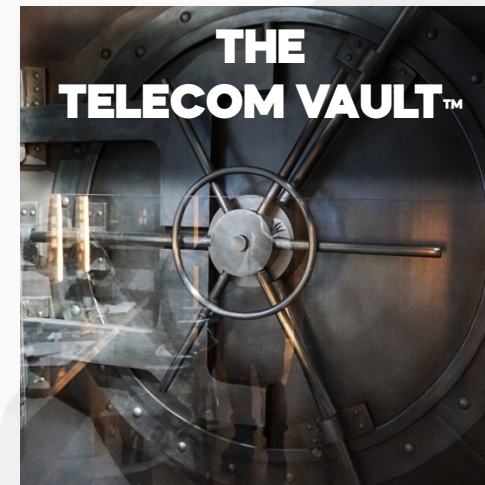
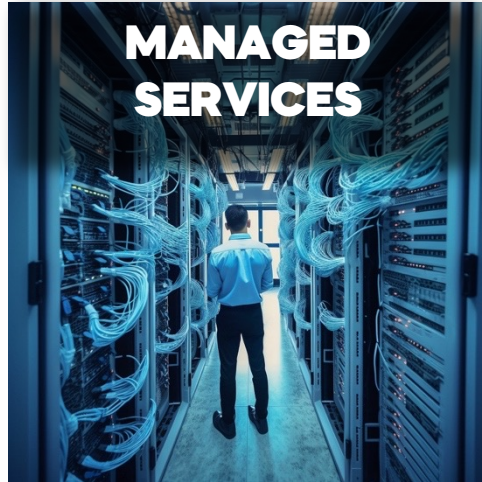
**D&M goes deep and wide into
the solution stack to drive
client success.**

...we do so much more!

OUR SOLUTIONS & SERVICES



ADDITIONAL SOLUTIONS & SERVICES





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[Watch Our Intro
Video](#)

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