



ENTERPRISE GROUP

Company Introduction

MEET YOUR TRUSTED ADVISOR



Chris Pool

Principal Consultant

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Executive Summary

Chris Pool is a results-driven business leader with a proven ability to execute complex initiatives, optimize operations, and drive measurable growth. With a strong focus on strategy, execution, and team leadership, he delivers impactful solutions that improve efficiency, reduce costs, and enhance business performance.

Chris excels at turning vision into action, aligning teams and resources to achieve strategic objectives. His expertise in process improvement, stakeholder engagement, and organizational leadership enables him to drive high-impact outcomes while ensuring sustained success in a competitive landscape.

D&M IS A TOP TRUSTED ADVISORY FIRM

ABOUT

- In business since 2001
- Deep business and technology expertise
 - C-Suite, Tech. Service Providers, Innovation, Regulated Industries
- 24 X 7 X 365 commitment to our customers
- Top performing firm in our industry
 - \$66mm Annual Recurring Revenue Under Management
- Advisory board members for numerous providers
- We are driven by your success, not the other way around
- Evergreen process of evaluating new technologies
- \$300,000+ raised for philanthropic causes

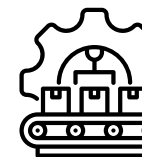
INDUSTRIES



Retail/Convenience



Financial Services



Manufacturing



Public Services



Healthcare



Non-profit



Legal

OUR MISSION



WE HELP YOU IDENTIFY & SELECT
THE TECHNOLOGY NEEDED TO
DRIVE YOUR BUSINESS
FORWARD...

Then we deliver these solutions with precision, working as your dedicated partner to guide and oversee implementations, while supporting your technology journey every step of the way.





TRANSFORMATIONAL SOLUTIONS

UNIFIED COMMUNICATIONS

- Teams
- Zoom
- Ring Central
- and many more

VIRTUAL / CLOUD INFRASTRUCTURE

- AWS
- AZURE
- GCP
- Private Virtual Desktop

VOICE, DATA, & WIRELESS

- All Major Carriers
- Aggregation
- All Network Technologies
 - SDWAN, Wireless, Dedicated, etc

CONTACT CENTER

- Over 15 Cloud Providers
- All Magic Quadrant Notables
- Business Architecture & Execution Capabilities

INNOVATION / AI

- AI, Machine Learning, and RPA across call center operations, back office and various support functions
 - BOTS, Agent Assist, etc

VARIABLE LABOR

- The strongest alternative to traditional BPO's available on the market today
 - 20% reduction in cost
 - Fractional Labor

CYBERSECURITY

- The Best CyberDefense Options On The Market
- Industry Leading Options
- Compliant, scaleable, and cost effective

MANAGED SERVICES

- The Industries Best End-to-End Providers In One Place.
 - Manage Some Or All Of Your Networks and Infrastructure.
 - NOC, SOC, Etc

COST OPTIMIZATION

- Review of Technology Spend
 - Voice, Data, Wireless
 - Contact Center
 - Cyber
 - more...

WE KNOW CONNECTIVITY BETTER THAN ANYONE

Broadband and High-Speed Internet

- Fiber Optic Internet (GPON, Active Ethernet) – Preferred for high-speed and low-latency connections.
- Cable Broadband (DOCSIS 3.1) – Common for residential and small businesses.
- Fixed Wireless Access (FWA) – 5G and LTE-based wireless broadband.

Enterprise and Business Connectivity

- SD-WAN (Software-Defined Wide Area Network) – Used for optimizing multiple connections (MPLS, broadband, LTE).
- MPLS (Multiprotocol Label Switching) – Still widely used in large enterprises for private and reliable connectivity.
- Ethernet Private Line (EPL)/Ethernet Virtual Private Line (EVPL) – Secure point-to-point business connectivity.
- Cloud Direct Connect (AWS Direct Connect, Azure ExpressRoute, Google Cloud Interconnect) – For cloud-based operations.

Wireless and Mobile Networks

- 5G Networks (Mid-band and mmWave) – Growing adoption for high-speed mobile and enterprise applications.
- 4G LTE (Long-Term Evolution) – Still widely used, especially in remote areas.
- Wi-Fi 6 & Wi-Fi 7 – Standard for high-speed wireless LANs.
- Private 5G and CBRS Networks – Emerging for enterprise and industrial applications.
- StarLink Satellite - Now mainstream in certain use cases.

Cloud and Data Center Connectivity

- Data Center Interconnect (DCI) – Essential for high-speed cloud and hybrid infrastructure.
- CDN (Content Delivery Network) – Used for web acceleration and distributed content.

Security-Driven Connectivity

- SASE (Secure Access Service Edge) – Growing adoption for integrating security with networking.
- Zero Trust Network Access (ZTNA) – Replacing traditional VPNs in modern enterprises.

Access to hundreds of carriers.

PROVEN RESULTS

\$500_{mm}

dollars

***SAVED**

2,000

delivered

PROJECTS

700

active

CLIENTS

*a “healthy” business operates at a **15%** net margin. In order to deliver **\$500mm** to the bottom line, you would effectively have to drive **\$3.3bn** in top line revenue.

TRUSTED BY SOME OF THE BIGGEST BRANDS

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

TECHNOLOGY SPEND OPTIMIZATION



Proven Results:

- Average savings of **20%**.

Comprehensive Coverage:

- Telecom, Cloud, Software, Hardware.

Expert Team:

- Decades of experience in uncovering hidden costs.

ONE RELATIONSHIP / MASSIVE EXPERTISE



ENTERPRISE GROUP

30 Professionals
Proprietary Customer Portal

TECHNOLOGY SOLUTION / DISTRIBUTION ECOSYSTEM

145+ Support Professionals
41 Solution Engineers
Proprietary Vendor Rating Platform
350 Solution Providers
15,000+ Channel Support Professionals

Confidential 2025

HOW IS THE CHANNEL ECOSYSTEM BUILT

There are over 350 technology providers in the DM ecosystem.

Distributors qualify solution providers, negotiate commercial agreements, and attract top agents to make available this curated ecosystem to their clients.

The TRUSTED ADVISOR community is comprised of independent sales and support 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. They can engage with numerous providers without becoming a part of the providers sales cycle. They become a single point of contact, insulating customers from the overhead of managing vendors while also having access to the best resources.



DISTRIBUTOR ECOSYSTEM

TRUSTED ADVISORS

CUSTOMERS

Contracts

OVER 350 TECHNOLOGY PROVIDERS*



**sample from our ecosystem*

THE RFP IS DEAD

Why Trusted Advisors are the Future of Business Decisions.

Rest In Peace

RFP

1880 - 2024

Beloved Product Selection

Process Survived By:

TRUSTED ADVISORS

- **Expertise Over RFPs**

- Trusted advisors offer deep expertise tailored to unique business needs, providing insights that go beyond generic solutions.

- **Strategic Partnerships Drive Growth**

- Trusted advisors act as long-term partners, aligning their advice with a company's strategic goals.

- **Adaptability in Fast-Changing Markets**

- Trusted advisors bring agility, helping companies quickly adapt to technological advances, regulatory changes, and emerging risks.

- **Cost-Effective and Time-Efficient**

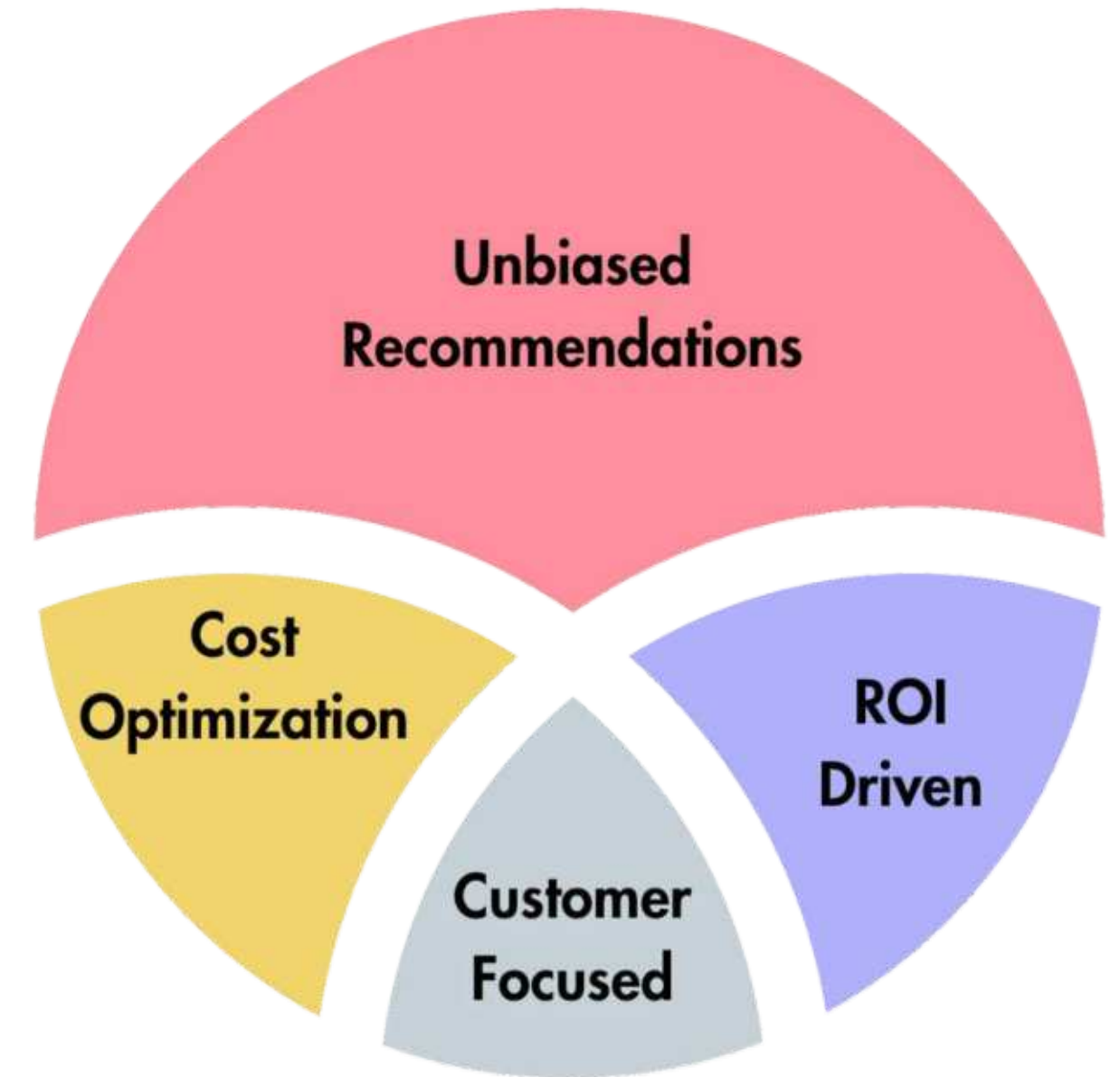
- Trusted advisors reduce the burden of researching countless vendors by delivering customized solutions, saving both time and resources.

- **Building Trust Through Relationships**

- Trusted advisors build strong, personal relationships, becoming extensions of the leadership team.

THE TRUSTED ADVISOR ADVANTAGE

- Our four core value propositions are a differentiator for your business.
- We always do what's right for the customer!





INDUSTRIES THAT HAVE TRUSTED ADVISORS

Financial Services and FinTech

- Key Products and Services: Wealth management, tax advisory, financial planning tools, investment solutions.

Insurance

- Key Products and Services: Property, life, commercial, auto, cyber, business, and all coverage types.

Manufacturing

- Key Products and Services: Industrial IoT, automation solutions, supply chain management, ERP systems.

Healthcare

- Key Products and Services: Healthcare IT, telemedicine platforms, EHR systems, medical devices, compliance management.

Legal and Compliance

- Key Products and Services: Compliance management, risk mitigation, contract negotiation, legal advisory services.

Retail and eCommerce

- Key Products and Services: eCommerce platforms, supply chain logistics, digital marketing, customer experience management.

OUR LEADERSHIP TEAM

steve@dmenterprise.net
732-673-5081 - cell/txt



Steven Gerhardt
Founder/ CEO

- 28 yrs in Telecom
- 15 yr Annual Award Winner
- Senior Advisor to Carriers
- Top 1% Channel Partner

vic@dmenterprise.net
720-284-2182 - cell/txt



Vic Pepe
Managing Partner

- 28 yrs in Technology
- Five-time CIO
 - Public - Private Equity - Private
- Managed Billions in Budget

tim@dmenterprise.net
949-233-2643 - cell/txt



Tim Rees
Managing Partner

- 28 yrs in Technology
- Tech/Ops and Delivery Leader
- Vendor Management Leader
- CIO

**Your support
team has an
average tenure
of 11.5 years.**



Your Support Team



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