



ENTERPRISE GROUP

# Company Introduction

# 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

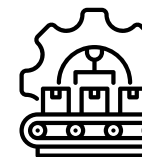
## INDUSTRIES



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<sub>mm</sub>**

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.

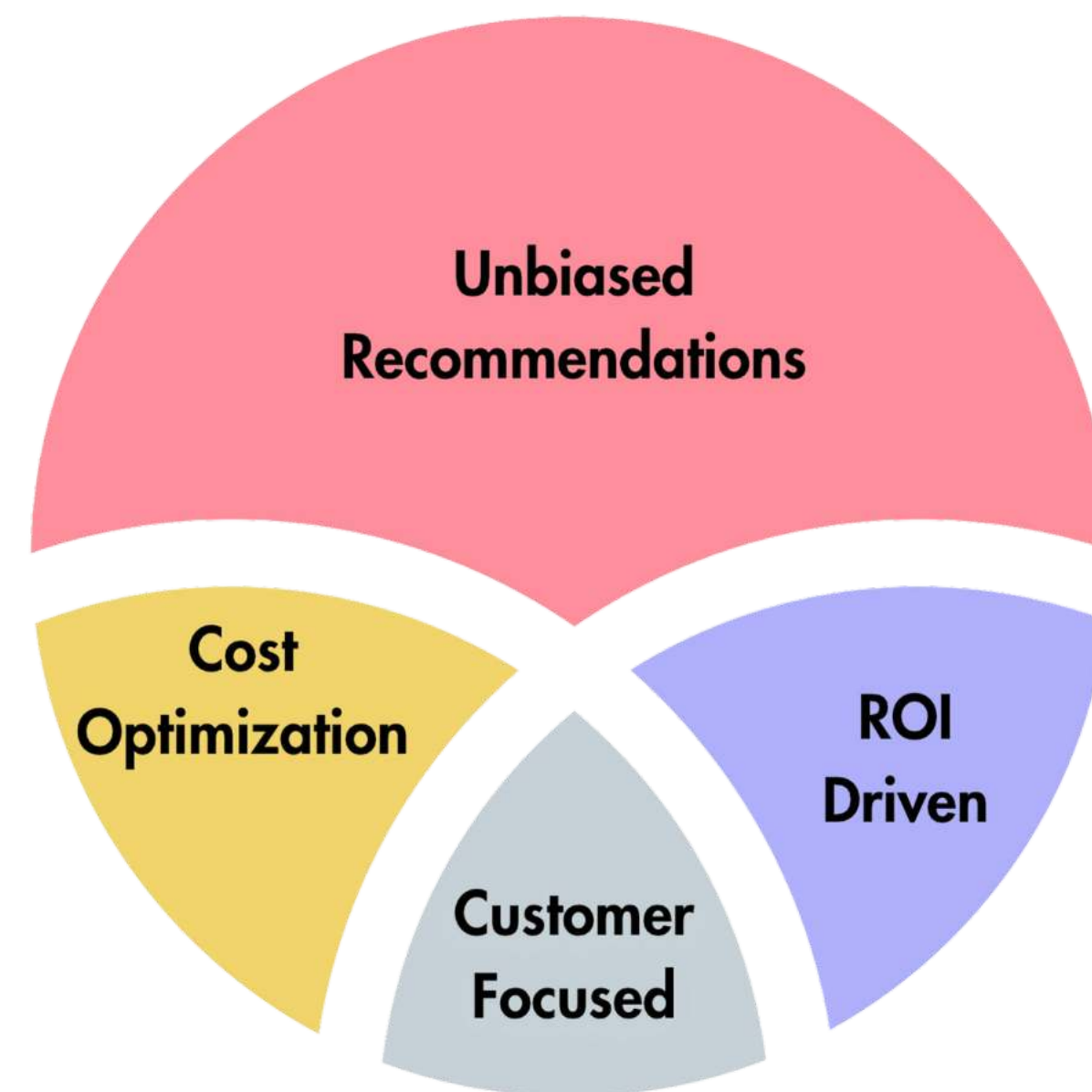
- **Building Trust Through Relationships**

- 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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