

# Introduction





## ABOUT US

### **WE HELP YOU IDENTIFY THE TECHNOLOGY NEEDED TO DRIVE YOUR BUSINESS FORWARD...**

*Then we make sure you pick solution providers that deliver on their promises.*

- 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

# IN BUSINESS FOR 23 YEARS WITH LESS THAN 1% CLIENT ATTRITION

**600+**



**Active Clients**

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

**>1,500**



**Projects Delivered**

- Telephony
- Network
- UCaaS
- CCaaS
- Managed Services
- Wireless
- Artificial Intelligence
- Cybersecurity
- IaaS
- Variable Labor

**>\$350<sub>mm</sub>**



**Returned**

- Lower-cost alternative solutions
- Business optimization
- Revenue generating
- Credits returned
- New market solutions
- Solution consolidation





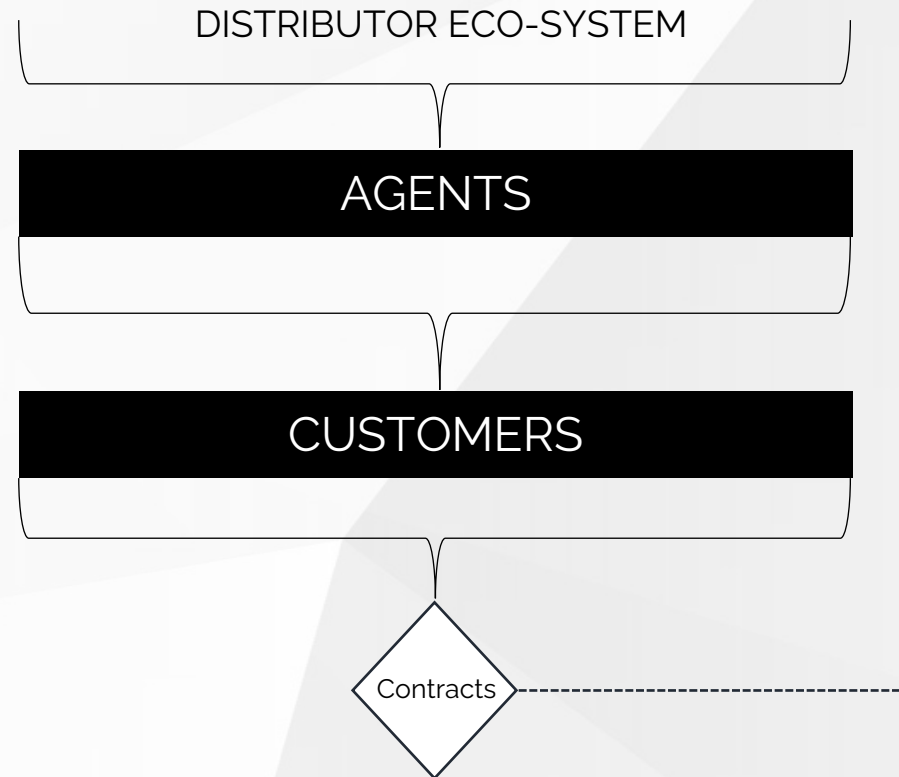
# THE CHANNEL

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



2024 DM Enterprise Group

ENTERPRISE GROUP

# WHEN YOU THINK TECHNOLOGY, THINK D&M

Dedicated Internet	Broadband Internet	UCaaS and CCaaS	DaaS	Wireless and Wi-Fi	Datacenter	SD WAN	SaaS (Security)	PIAB	Aggregators	Onsite IT Support
AT&T cogent COMMUNICATIONS <b>Optical Internet</b> Comcast. xfinity COMCAST BUSINESS MASERGY CROWN CASTLE LUMEN Spectrum TPX verizon zayo	Astound Broadband AT&T Comcast. xfinity COX LUMEN MEDIACOM BUSINESS optimum. Spectrum verizon	8x8 dialpad Five9 GENESYS Mitel nextiva NICE RingCentral SPECTROTEL talkdesk VONAGE zoom	blue mantis EFFORTLESS EVOLVE IP expedit FLEXENTIAL rackspace RapidScale Sangoma THRIVE tierpoint	BCN EPIC io globalgig Orchestrating Hyperconnectivity KORE MetTel NATURAL STATE WIRELESS SIERRA WIRELESS SPECTROTEL Telesystem verizon	365 DataCenters cologix CORESITE Cyxtera DataCanopy DIGITAL REALTY EQUINIX GTS switch tierpoint	aryaka Astound Broadband CATO NETWORKS COMCAST BUSINESS MASERGY CommandLink VERSA NETWORKS bigleaf networks FORTINET RapidScale zayo	aryaka blue mantis CDG CYBER DEFENSE GROUP COMCAST BUSINESS MASERGY CORVID green cloud DEFENSE LUMEN THRIVE tierpoint Trustwave	BCN EPIC io globalgig Orchestrating Hyperconnectivity Granite LUMEN MetTel nhc. Ooma SPECTROTEL	airespring APX BCN CommandLink globalgig Orchestrating Hyperconnectivity Granite MetTel MOMENTUM TELECOM SPECTROTEL Telesystem	bluesky TECHNOLOGIES CIS GLOBAL ONSITE TAILWIND





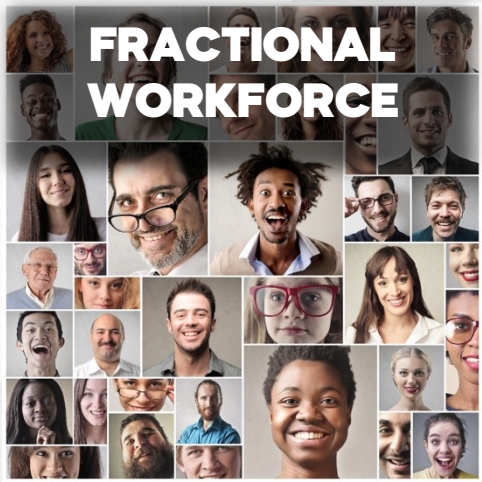
## OUR SOLUTIONS & SERVICES

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

*...we do so much more!*

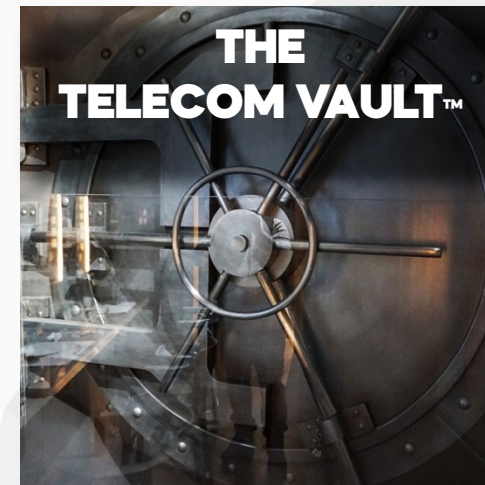
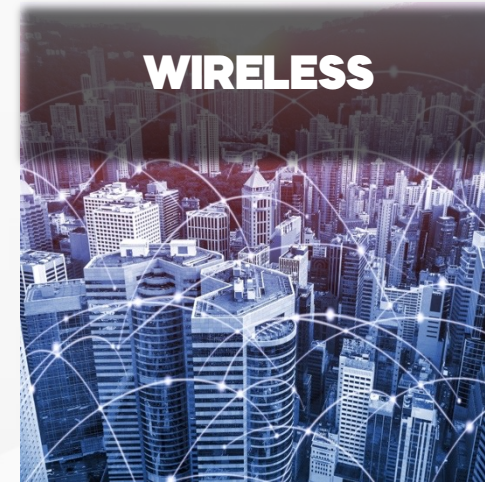
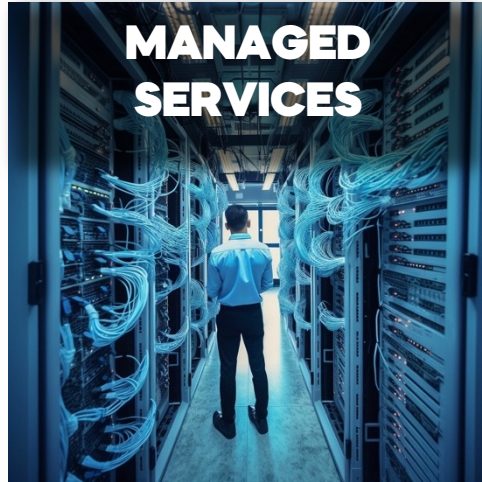


# OUR SOLUTIONS & SERVICES

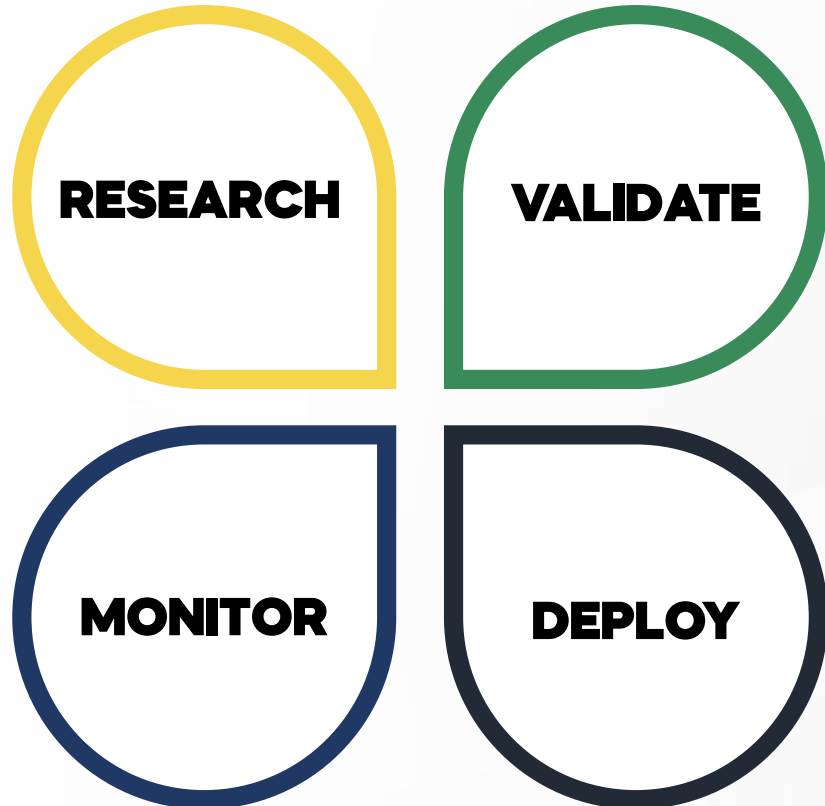




## ADDITIONAL SOLUTIONS & SERVICES



## 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.

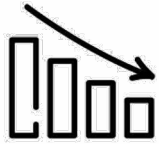


## OUR PLACE IN THE CHANNEL

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



## BUSINESS CHALLENGES & OPPORTUNITIES



Reducing  
Cost



Boost  
Sales



Drive  
CSAT



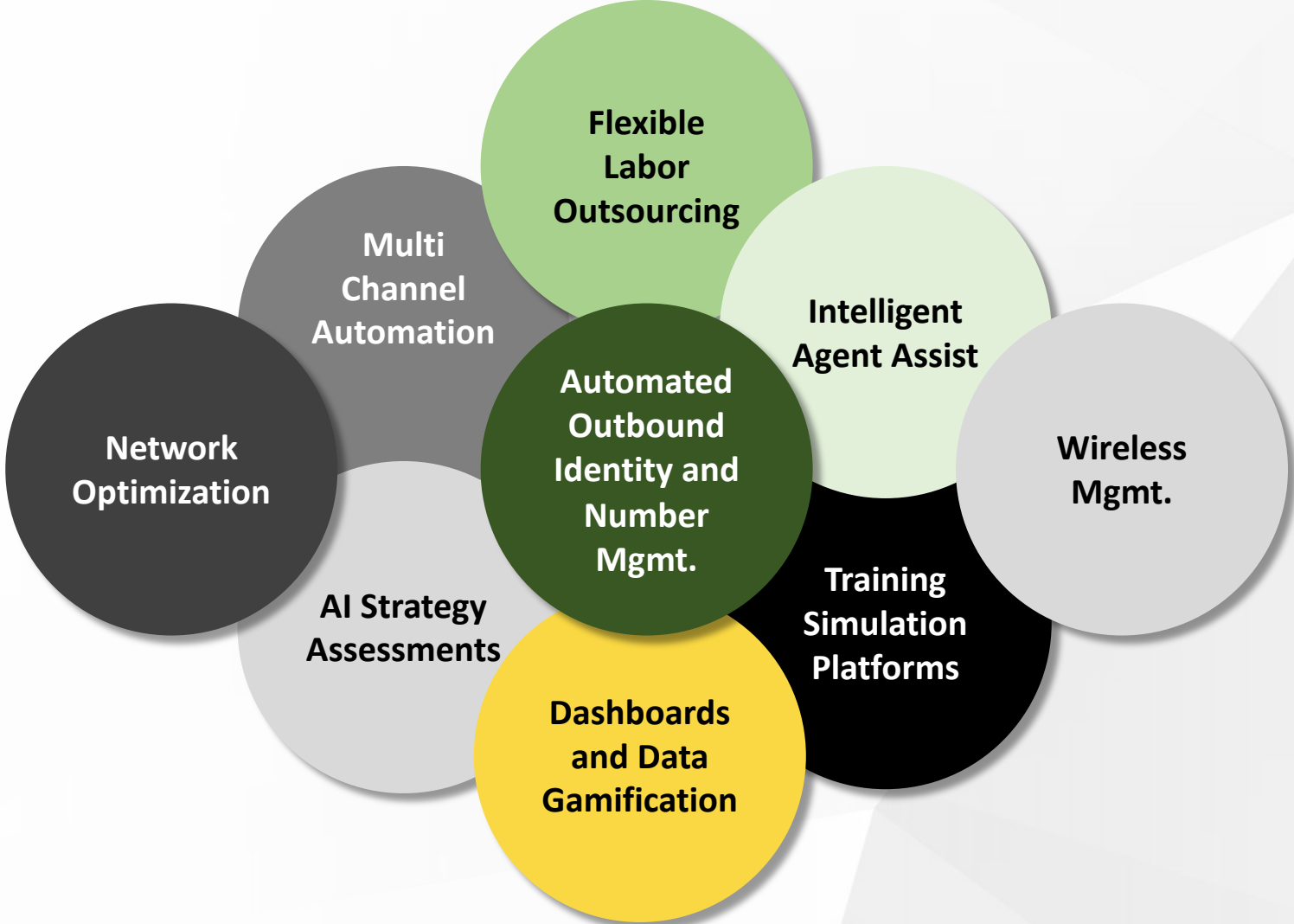
Ensure  
Compliance



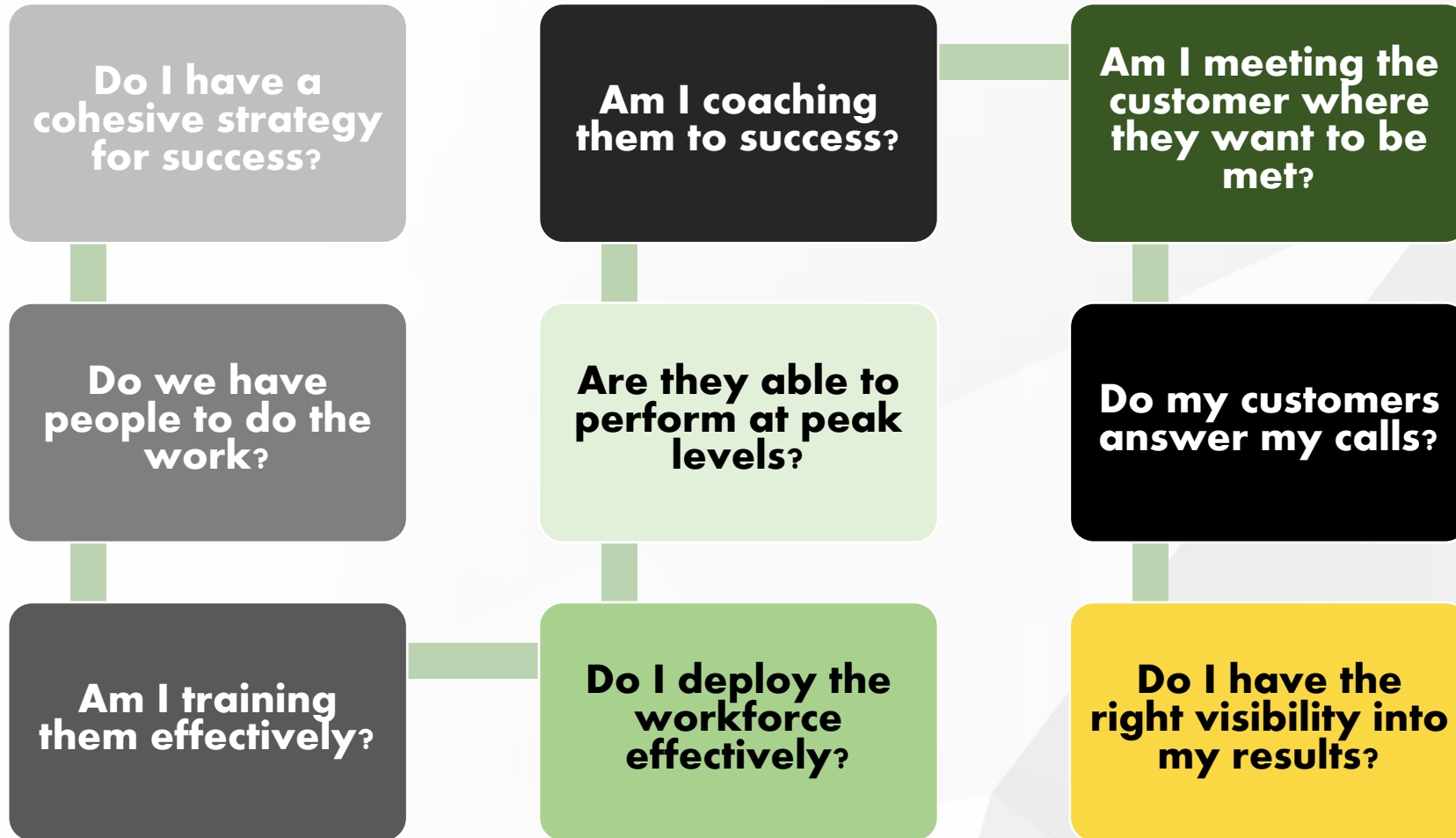
Stabilize  
Labor

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

# COMMON PROJECT TYPES DELIVERING POWERFUL ROI



## KEY QUESTIONS WHEN SEEKING RESULTS







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Video](#)

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