



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

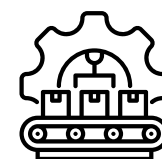
INDUSTRIES



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

CONTACT CENTER

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

CYBERSECURITY

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

VIRTUAL / CLOUD INFRASTRUCTURE

- AWS
- AZURE
- GCP
- Private Virtual Desktop

INNOVATION / AI

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

MANAGED SERVICES

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

VOICE, DATA, & WIRELESS

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

VARIABLE LABOR

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

COST OPTIMIZATION

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

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



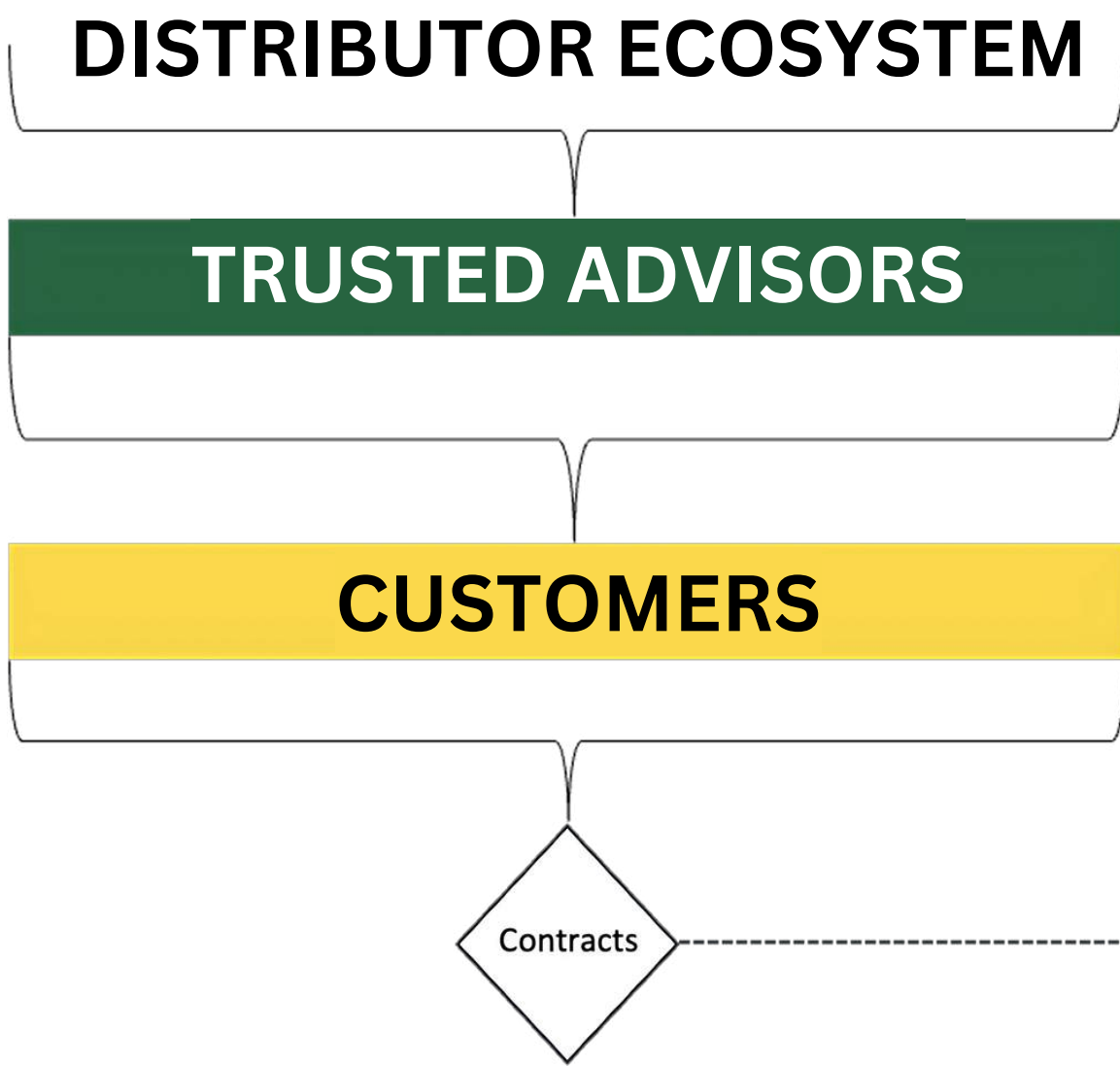
HOW IS THE CHANNEL ECOSYSTEM BUILT

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.



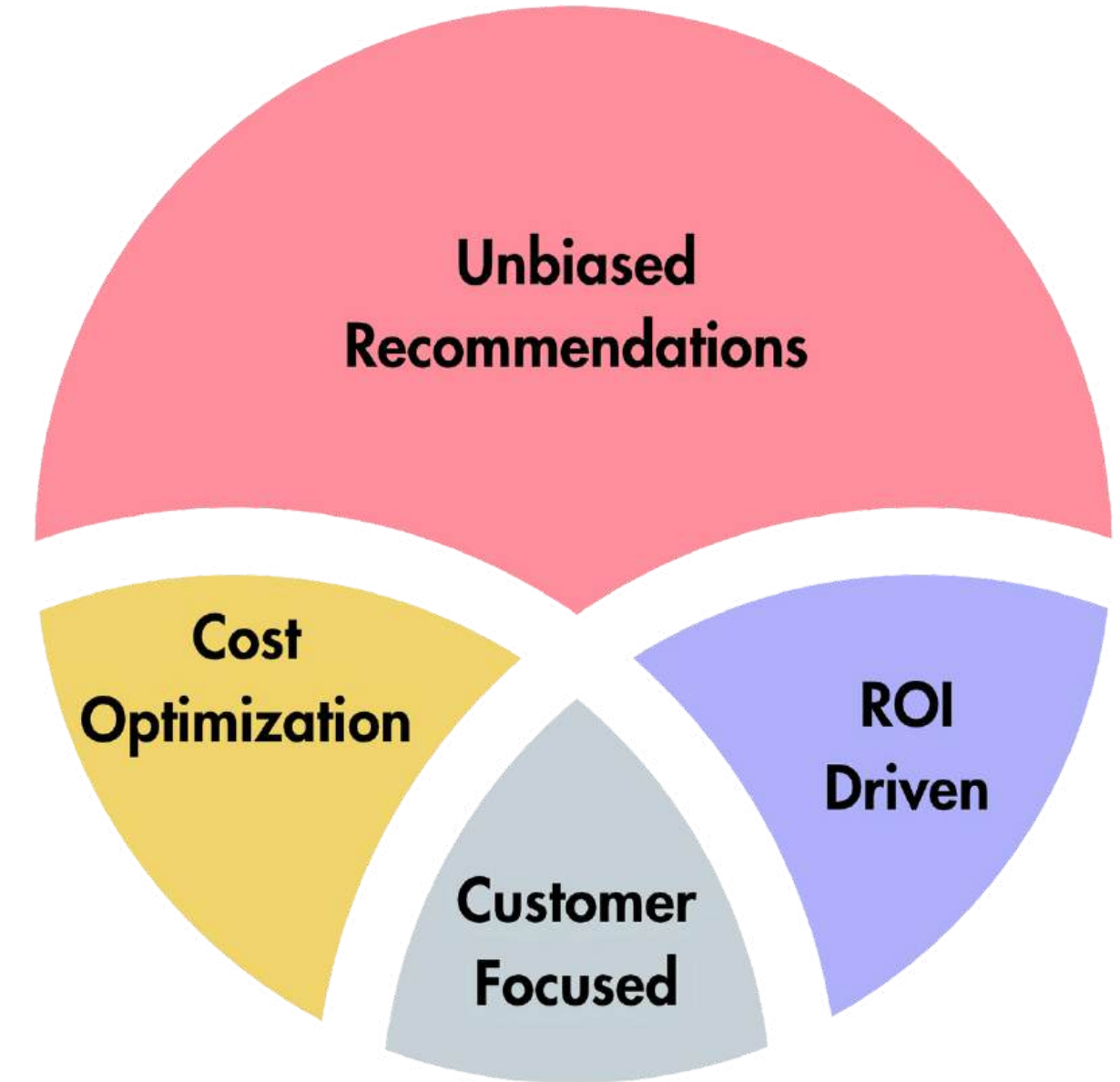
OVER 350 TECHNOLOGY PROVIDERS*



**sample from our ecosystem*

THE TRUSTED ADVISOR ADVANTAGE

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



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.



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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