

ELITE DEALERS \$5 Million to \$10 Million



Quality Business Solutions

Baltimore, MD
copyquality.com
baltimorecopiers.com

Year Founded: 2001

President/Owner: Jerry DiMartino (CEO)

Number of Employees: 55

Primary Vendors: Konica Minolta, Kyocera, FP Mailing, MBM Corp., HP, Dell, Sangoma, Formax, Fujitsu

Primary Solutions Offerings: PaperCut, Kofax, Prism, Square 9, Autotask, Storage Guardian, ECI Solutions, Soaring CRM

Primary Leasing Partners: In-house leasing, DLL, Wells Fargo, LEAF, GreatAmerica, U.S. Bank

Approximate Yearly Revenue: \$5-\$10 million

Fastest-Growing Business Segments: Konica Minolta production press equipment (65%), IT services (75%), website development (50%), FP Postage mailing solutions (40%), document management software (35%)

Biggest Accomplishment of the Past Year: Quality Business Solutions kept its staff fully intact during the pandemic and continued to service all of its clients.

Why We Consider Quality Business Solutions (QBS) Elite:

- Remote monitoring. The dealer ensures accuracy by leveraging software to automatically route copier meter read-



Quality Business Solutions' leadership team (front row, from left): Janey DiMartino, CFO; Christina DiMartino, admin manager; and Jerry DiMartino, CEO. Back row: Anthony DiMartino, accountant; and Joseph DiMartino, sales manager

ings directly to its accounting system. Its ability to service equipment remotely helps significantly reduce downtime.

- Cost savings. QBS forged a deal with a local church, including several 80 ppm machines, IT solutions and software to monitor and manage usage. The client is saving thousands of dollars over the life of its customized lease program.
- Manufacturer accolades. QBS has garnered service and equipment sales awards from Konica Minolta, Kyocera and FP Mailing.
- Charity endeavors. QBS provides donations of equipment and IT services to underprivileged schools throughout Maryland. The company makes donations to local non-profit organizations and supports St. Jude Children's Hospital.