

# ELITE DEALERS

## \$5 Million to \$10 Million



## Quality Business Solutions

Baltimore, MD  
copyquality.com  
www.QBSITServices.com



**Year Founded:** 2001

**President/Owner:** Jerry DiMartino

**Number of Employees:** 50

**Primary Vendors:** Konica Minolta, Kyocera, FP Mailing, MBM, HP, Dell, Formax, Fujitsu

**Primary Solutions Offerings:** PaperCut, SonicWall, Storage Guardian, Ring Central, N-able, Macrium, IT Glue, Kaseya, Flowroute, ConnectWise, Auvik, ECI Software Solutions

**Primary Leasing Partners:** In-house leasing, DLL, Wells Fargo, LEAF, GreatAmerica, First Citizens Bank, U.S. Bank, PEAC Solutions

**Approximate Yearly Revenue:** \$5–\$10 million

**Fastest-Growing Business Segments:** IT services (75%), website development (50%), copiers (25%)

**Biggest Accomplishment of the Past Year:** Quality Business Solutions increased its IT department staff by 40%.

### Why We Consider Quality Business Solutions Elite:

- Building blocks. Quality Business Solutions offers flexible service and leasing options, making it easier



*The Quality Business Solutions executive team is led by (from left): Jerry DiMartino, Joe DiMartino, Janey DiMartino, Anthony DiMartino and Christina DiMartino*

to do business with them. The dealer has been successful with various email marketing campaigns.

- Good publicity. The company's reputation for high-end service resulted in a referral that helped land a health care company as a client. Quality Business Solutions furnished 120-plus copiers and printers in addition to PaperCut software to track employee usage. The deal provided a \$500,000 increase in sales revenue.
- Mid-Atlantic marvels. The dealer prides itself on being the best locally owned dealer option in the Maryland marketplace. That pride extends into the company workforce, which relishes the family-like atmosphere and performance recognition programs.
- Giving back. Quality Business Solutions supports a number of local and national charitable organizations, including St. Jude Children's Research Hospital. Donations of equipment and IT services are provided for underprivileged schools in Maryland.