

ELITE DEALERS

\$5 Million to \$10 Million



Quality Business Solutions

Baltimore, MD
www.CopyQuality.com
www.QBSITServices.com

Year Founded: 2001

President/Owner: Jerry DiMartino

Number of Employees: 50

Primary Vendors: Kyocera, Konica Minolta, Kip, FP Mailing, MBM, HP, Dell, Epson, Fujitsu

Primary Solutions Offerings: PaperCut, SonicWall, Prism Software, Kaseya, Storage Guardian, Square 9 Softworks, Ring Central, N-able, Macrium, IT Glue, Flowroute, ConnectWise, Auvik, RocketCyber Solutions

Primary Leasing Partners: In-house leasing, DLL, Wells Fargo, LEAF, GreatAmerica, PEAC Solutions

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

Fastest-Growing Business Segments: IT projects (50%), IT support (45%), copiers (25%)

Biggest Accomplishment of the Past Year: Quality Business Solutions hired and maintained an additional seven sales consultants to serve our clients.

Why We Consider Quality Business Solutions Elite:

- Dear customer. Quality Business Solutions kept clients abreast via email blast of the need to upgrade



Quality Business Solutions leadership (front, from left) Jerry DiMartino, Janey DiMartino and Christina DiMartino. Back: Joe DiMartino and Anthony DiMartino

Windows 10 operating systems. The company also launched cybersecurity campaigns.

- Trio grande. Among the top takedowns for the dealer were a large car dealership, a local financial institution (45 machines) and a private school (25 units).
- OEM kudos. Quality Business Solutions captured service and equipment sales awards from Kyocera, Konica Minolta and FP Mailing Solutions. In addition, the company racked up a year-to-date Net Promoter Score of 97.
- Finance options. Clients who do business with Quality Business Solutions have a number of financing options at their disposal, including an in-house leasing arm.