

# ELITE DEALERS

## \$5 Million to \$10 Million



## Quality Business Solutions

Baltimore, MD  
copyquality.com  
QBSITServices.com

**Year Founded:** 2001

**President/Owner:** Jerry DiMartino

**Number of Employees:** 56

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

**Primary Solutions Offerings:** Microsoft, IT Glue, SonicWall, Kaseya, Wordpress, PaperCut, Kofax, Konica Minolta, Prism, Square 9 Softworks, Storage Guardian, Mitel, Polycom

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

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

**Fastest-Growing Business Segments:** IT services (75%), copiers/printers (35%), mailing solutions (30%)

**Biggest Accomplishment of the Past Year:** Quality Business Solutions bolstered its managed IT offering by adding seven new engineers.

### Why We Consider Quality Business Solutions Elite:

- Sticking around. Quality Business Solutions enjoys a 95% customer retention rate, which it attributes to its service level and the personal attention it provides.



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

- Vital signs. A health care system with eight different locations took delivery of 63 new machines. The dealer connected the client's scanning to its EMR systems without any issues, all while maintaining HIPAA compliance.
- Hands off. Quality Business Solutions offers remote monitoring and service capabilities. In addition to using software that automatically sends accurate meter readings to its accounting system, the dealer can remotely service equipment to prevent downtime.
- Convenient business. It's a one-stop shopping experience for clients who pick Quality Business Solutions, which offers a wide range of products including web design, IT service support, unified communications and postal solutions.