



The Premium Digital Office Solutions team.

2015 ELITE DEALERS



CELEBRATING ENTREPRENEURSHIP

Premium Digital Office Solutions

Pine Brook, NJ

www.premium-digital.com

Year Founded: 2010

Owners: Alan Schwartz, Managing Partner/Van Seretis, Managing Partner

Number of Employees: 13

Primary Vendors: Muratec, Konica Minolta, Panasonic, Neopost

Primary Solutions Offerings: Ademero Content Central Document Management and Workflow Software with e-Form Integration, CapturePoint Advanced Data Extraction Software

Primary Supplies Vendors: Muratec, Konica Minolta, Polek & Polek, Katun, Copylite, LMI

Primary Leasing Partners: GE Capital, DLL, EverBank, Leaf, Element

Approximate Yearly Revenues: Less than \$5 million

Fastest Growing Segments of Premium's Business: Document Management Solutions (25% growth per year), IT Services (20% growth per year), Color MFPs (30% growth per year)

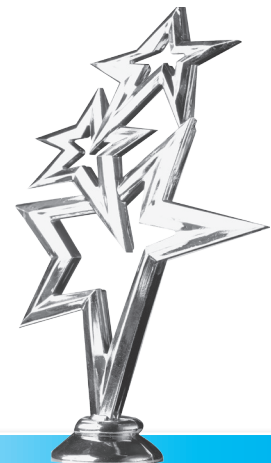
Biggest Accomplishment of the Past Year: It now offers a full suite of IT Services, Hosted Exchange and desktops, cloud storage and security, disaster recovery, and offsite backup along with its current offerings.

Why We Consider Premium Digital Office Solutions Elite:

- Its ability to create a true business partnership where it gives back to its clients in ways to improve

not only Premium's business but the customer's business as well through personal touch and professional contacts from start to finish.

- It doesn't charge clients monthly or quarterly overages; instead, Premium treats it as a block of copies/prints much like a car lease with mileage, which avoids budget overruns and monthly surprises.
- It has been successful in helping clients go paperless with EDM by helping them capture, store, edit, and retrieve their documents electronically.
- It's the winner of a Muratec Image Makers Award for being in the top 20 dealers in the country and being the number one dealer on the East coast.
- It has a work culture that acknowledges employees have lives beyond work and provides them with flexibility in their daily schedule to focus on family and personal matters. It also hosts annual events for employees such as Heritage Day, Bowling Nights, Family Barbeques, Sporting Events, Fishing Trips and its annual end of the year Holiday Party.



Elite Dealers: Less Than \$5 Million