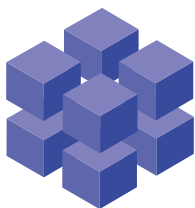


ELITE DEALERS

Less Than \$5 Million



**PREMIUM DIGITAL
OFFICE SOLUTIONS**

Premium Digital Office Solutions

Pine Brook, NJ

www.premium-digital.com

Year Founded: 2010

President/Owner: Alan Schwartz/ Van Seretis

Number of Employees: 14

Primary Vendors: Muratec, Konica Minolta, Panasonic, Neopost, Pitney Bowes, Dahle

Primary Solutions Offerings: Ademero Content Central Document Management and Workflow Software, CapturePoint Advanced Data Extraction Software

Primary Leasing Partners: EverBank, Wells Fargo, Leaf, DLL

Approximate Yearly Revenue: Less than \$5 million

Fastest Growing Business Segments: Document management solutions, IT services, color MFPs and high speed multi-function products. Premium Digital has also been doing a lot of service for out of state dealers.

Biggest Accomplishment of the Past Year: Premium Digital received Muratec's prestigious Image Makers Award for being the number one dealer in the country.

Why We Consider Premium Digital Office Solutions Elite:

- Making customers feel like they are the only client. Premium Digital goes the extra mile to take pressure off their clients' internal staffs, going outside the scope of normal service and support.
- Smart strategy for customer acquisition and retention. Premium Digital offers strong incentives to its service technicians to provide leads and to its sales team to exceed goals. It also incentivizes customers to stay loyal with rebates to new clients and offering blocks of copies to eliminate monthly or quarterly overage bills to keep clients within their budget.



(from left) Alan Schwartz & Van Seretis

- Partner recognition. In addition to the Muratec Image Makers Award, Premium Digital has earned the Platinum Dealer Award from Everbank Leasing Company.
- A positive work environment. Premium Digital provides flexible hours for family/work balance. It hosts monthly birthday parties and other events throughout the year such as bowling nights, fishing trips, and a holiday party.
- Charitable giving. Premium Digital donates time and goods to local police departments. Both owners sit on the boards of some of their oldest non-profit customers to help raise funds and donate goods and equipment to help at risk children's causes.

