

ELITE DEALERS

\$20 Million to \$50 Million



KDI Office Technology

Aston, PA

www.kdi-inc.com

Year Founded: 1988

President/Owner: Ricardo Salcedo

Number of Employees: 158

Primary Vendors: Ricoh, Canon, Lexmark, HP, NEC, Digium, Panasonic, Epson, Fujitsu

Primary Solutions Offerings: DocuWare, Square 9, Kofax, nddPrint, PaperCut, Datto, SonicWall

Primary Leasing Partners: DLL, TIAA Bank, Canon Financial Services

Approximate Yearly Revenue: \$44 million

Fastest-Growing Business Segments: Managed IT, MPS, backfile scanning (25%)

Biggest Accomplishment of the Past Year: KDI Office Technology acquired IMR Digital in West Hazleton, Pennsylvania, which gives the dealer a significant presence in the document conversion space.

Why We Consider KDI Office Technology Elite:

- National scope. The IMR Digital acquisition bolsters KDI's ability to accommodate document conversion clients across the country. Its conversion staff added 20 experienced employees, including document-preparation clerks, data-entry specialists, document-scanner operators and quality analysts. The net result for customers is boosting efficiency, eliminating risk, enhancing information security, increasing collaboration, improving customer service and being audit compliant.
- Excellence in education. The dealer continues to have significant success in the K-12 market, both for charter and public schools. Its ability to save clients money in this vertical has led to numerous referrals. Attending educational-focused trade shows and association meetings has also keyed growth.
- Support function. In addition to its superior technical service, customers value KDI's comprehensive range of products it supports, from the core basics of document output devices to networking and software solutions and digital document conversions.
- Corporate giving. For the fourth year in a row, KDI teamed with the Nemours/Alfred I. duPont Hospital for Children to select a family in need and provide them assistance around the holidays. Through internal fundraisers, raffles and auctions, employees raised \$3,000 in gift cards for a family.



KDI Office Technology's Don Schatzman (left), president of sales, and Rick Salcedo, president and CEO, during the second annual Pink Ball charity golf tournament, which raised \$84,000 for the American Cancer Society's Making Strides Against Breast Cancer