

## Corporate Profile

DTM Systems provides Business Technologies and Solutions for organizations in BC and Western Canada. For over 30 years DTM has been a leader in the I.T. market focusing on technologies that provide the foundation of business. Over this time, we have evolved into a partner well known for our capabilities and commitments.

The foundation of our long term success with clients and vendors has been our Services. DTM Systems provides a wide range of services depending on the needs of the client and the complexity of the situation. DTM Consulting provides project management, business analysis and technology alternatives designed to meet the business objectives. DTM Professional Services provides a wealth of technical expertise to design and implement business technology solutions. DTM Managed Services provides operational support for day to day administration and maintenance of a company's business information system.

DTM engages with customers in three primary areas of practice. Advanced Technology provides support for the flow and management of information from small business to the largest of corporate enterprises. Our Business Solutions practice provides the accounting/enterprise resource planning (ERP) and customer relationship management (CRM) applications to manage the financial core of an organization and keep track of its customers. Contract and License Management provides guidance to some of the most complex and costly aspects of a company's operations, their software licensing and vendor support contracts for all critical hardware and software.

As technology continues to evolve at a rapid pace, DTM Systems has been helping customers to move forward in the face of change. Being a leader in the I.T. industry, we have always been at the forefront of its evolution. We blend solutions from the industry leaders you know with niche players and new technologies to drive unique and cost effective solutions not possible a year or two ago.

Our core values of Integrity, Trust and Reliability continue to be the principles by which we manage our business. It is our mission to become your most trusted partner through the integration of business and technology.

## IT is Innovative Thinking

DTM Systems' mission is to ensure our clients get the most strategic value from their Business Technology Investments. We specialize in:

### Advanced Technology

- Business Continuity
- Virtualization
- Client Strategies (VDI)
- Unified Communications
- Cloud Computing

### Business Solutions

- Microsoft Dynamics GP
- Microsoft Dynamics CRM

### Contract & License Management

- Asset Management
- Strategic Licensing
- Vendor Support
- Vendor Maintenance Contracts



### Contact Us

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## What is IT?

### IT is Innovative Thinking

*We've been interacting with DTM Systems for many years. Cannacord is a company of relationships, which is one of the reasons we're comfortable with DTM Systems. They're good at what they do, they're ethical, they're patient and friendly. Working with DTM is almost like working with a family-run business. Beyond that, they have a solid back-end infrastructure, excellent technical expertise, and they maintain good relationships with top industry vendors.*

**Greg Drazenovic, VP  
Enterprise Infrastructure  
Canaccord Capital**

*DTM has been managing our licensing and support contracts since 2003. Their expertise around licensing, compliance, support options and cost reduction strategies is second to none. Their CLM Web Portal has also become a valued tool within our organization.*

**Serge Gelfenbeyn, Director of IT  
Intrawest ULC, Resort Club Group**

*When we needed to change our financial accounting system we turned to DTM Systems. They were our prime consultant, and they provided us with an interface that connects Microsoft Dynamics GP to our proprietary front end software.*

*DTM has both software experts, and people with experience in finance.*

*They were able to implement the system, link our operational system to it, and get us up and running.*

**Don Bernard, CFO  
Gizella Pastry**

A five-step process designed by DTM Systems to solve business problems through the use of Information Technology. This innovative approach recognizes emerging technologies that will leverage existing investment, drive new opportunity and improve your bottom line.

#### STEP 1 OPPORTUNITY

*Get The Big Picture.*

No matter what size of organization, technology is now a strategic and critical component to achieve and maintain success in all areas of business. Managing information, its availability, security and access are vital. Our strategic whiteboard sessions offer custom solutions.

- Strategic Planning
- Advanced Infrastructure
- ERP/Financial Systems
- Contract and License Management

#### STEP 2 COMMIT

*Acquire What Really Works.*

Acquire the products and services you really need on time and on budget. Our custom procurement process provides you with a step-by-step guide that keeps everyone on the same page.

- Customized Process
- Competitive Discounts
- Leasing Options
- Minimize Lifecycle Costs
- Easy to Do Business With

#### STEP 3 INTEGRATE IT

*Get Up And Running Easily.*

Assisting you with our local experience and expertise, DTM integrates established technology leaders with niche vendors to create innovative solutions customized to your environment and budget; providing maximum value and superior performance.

- On-site Implementation
- Local service & expertise
- Knowledge transfer
- Workshops

#### STEP 4 BENEFITS

*Get Real Return On Your Investment.*

Reduce complexity. Achieve prosperity. Get the real benefits of custom design and innovative solutions through the continuous support of our knowledgeable staff. We help you use I.T. strategically to enhance your business, maximizing your investment.

- Consultative Approach
- Single Source
- Local Support
- Strategic Licensing
- Minimize Lifecycle Costs

#### STEP 5 CRITIQUE

*Get Results That Count.*

Our process is not complete until your objectives have been met. A successful partnership is achieved when we have helped you reach your goals through ongoing dialogue and review.

- Innovative Solutions
- Use I.T. Strategically
- Manage Assets Effectively
- Triple Bottom Line (Social, Environmental, Financial)