

# DWD Technology Group



(L-R Standing) David Overholt, Stacy Swingley, John Minnich, Mary Hildinger, Trista Sterling, Sandy Stevens and John Haney  
(L-R Seated) John Barron, Sherry Simerman, Jim Huffman, Larry Cole, Bob Kohlmeyer, Mike Johnson

PROVIDING  
NETWORK AND  
SOFTWARE  
SOLUTIONS  
THROUGH  
PARTNERSHIPS  
BUILT WITH  
INTEGRITY.

article by Bruce Lehman  
photos by Steve Vorderman

Efficiency, accuracy, cost effectiveness and a competitive advantage are all vital aspects of successful businesses and can be attained, to a degree, through the use of technology. DWD Technology Group, a division of Dulin, Ward and DeWald Inc., has been helping clients move their businesses forward by providing network and software solutions since 1990. "Our mission—To form lasting partnerships with organizations; to assist them in achieving their goals through the use of proven technology—is the basis of our business," says Bob Kohlmeyer, Director of DWD Technology Group.

In keeping with its mission, DWD focuses on building strong relationships with clients from the beginning by first seeking to understand the business and its goals. DWD uses a unique step-by-step approach to best evaluate a client's needs and recommend a course of action designed specifically for each business.

Master Spas, a leading manufacturer of spas located in Fort Wayne, has turned to DWD Technology Group for eight years, using both software and network services. In 1998, Master Spas was experiencing growth and realized it needed expert

advice on ways to better use its BusinessWorks accounting software. "I contacted Sage Software directly in California to seek advice, and they directed me to one of their top consulting firms that happens to be right in Fort Wayne, which is DWD," says Terry Valmassoi, Executive Vice President of Master Spas. "I contacted DWD, and their team of consultants came out the next day. They took the time to understand our business and set up the software to get us on track with the ability to build on it for the future," Valmassoi says.

Over the next four years, Master Spas experienced rapid growth and found itself in need of a more sophisticated software solution. With DWD's guidance, Master Spas implemented MAS 200 accounting software, bringing numerous applications together to form a single integrated system including finance, inventory, manufacturing, customer service and e-commerce. The system also gave Master Spas better access to key information and analysis. "DWD did an excellent job customizing MAS 200 and detailing the hardware required to meet our company's needs. Their consultants understood each of our department's

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requirements and made the right recommendations to implement this software, train our staff and give us the ability to continue to build upon the program as we continue to grow," says Valmassoi. "I can honestly say that bringing DWD into our business was one of the most important decisions that we have made over the past ten years we've been in business."

During the last decade, DWD Technology Group has experienced impressive growth and has been nationally recognized by



Bob Kohlmeyer, DWD Technology Group  
Terry Valmassoi, Master Spas

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*Accounting Today* magazine as a Technology Pacesetter, all while keeping true to the company values of integrity, client satisfaction and community leadership. In 2006, DWD continued to expand by acquiring a technology solutions provider in Toledo, Ohio. "The addition of our Toledo office not only allows us to better serve our clients in Ohio and Michigan, it also added additional expertise to our growing technical support staff," says Kohlmeyer.

In addition to MAS 90 certified consultants, DWD has added certified Peachtree Accounting and ACT! Contact Management consultants. This better enables them to help clients receive the most from their current software as well as provide expert advice when a client's demands on their software expand. Like Master Spas, many companies recognize they have opportunities to improve their internal systems, but they aren't sure who to go to for technology guidance. DWD is a resource for companies needing both in-depth technical expertise and a broad range of software and hardware knowledge.

DWD Technology Group offers both software and network services to provide total solutions for its clients and to eliminate the sometimes frustrating dilemma experienced when separating the two services. The software consultants at DWD consist of CPAs, MAS 90 Master Developers, Peachtree-to-MAS 90 Conversion Specialists, BusinessWorks Certified Installers and Visual Basic Programmers. It provides software solutions for a variety of industries including manufacturing,

distribution, service, retail and non-profit. To help clients realize the maximum benefit from their software, DWD offers user group meetings, training, customization and software utilization assessments. The expertise of DWD's software consultants has enabled it to achieve national recognition as a top partner in the country for several of its software products.

The network consulting staff consists of Microsoft Certified Systems Engineers, Cisco Certified Network Associates and Citrix Certified Administrators. DWD's network engineers have an average of seventeen years of IT experience and have contributed a minimum of six years of service at DWD. The team's longevity with one firm and depth of knowledge are a rare and valuable combination in this industry. John Barron, Network Services Manager, says, "The extremely high retention rate of our network staff is very beneficial to our clients as it allows them to build strong, lasting relationships with our consultants who can in turn provide recommendations that are based on the individual needs of their business."

DWD credits its accomplishments to a keen focus on its mission, pursuit of technical excellence and a strong commitment to company values. "Treating people with the utmost respect, professionalism and integrity is what has led to lasting partnerships with our clients," says Kohlmeyer. DWD believes it is this unique approach, a focus on helping its clients achieve their business goals, that sets them apart. •

## DWD Technology Group

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**NUMBER OF EMPLOYEES:**

17

**YEARS IN BUSINESS:**

16

### Accounting Software:

MAS 90 and MAS 200  
BusinessWorks  
Peachtree  
MIP Fund Accounting  
Sage Fundraising  
Abra Payroll & Human Resources  
ACT!

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Network Security  
Wireless Networking  
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