

COMMITTED TO CLIENTS' SUCCESS



photograph by Steve Vorderman



photograph provided

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Since 1990, DWD Technology Group has been providing respected and reliable leadership in IT.

article by Jennifer Blomquist & Lynette Fager

Twenty-five years ago, gas was 97 cents a gallon, NASA launched the Galileo Spacecraft and inventory was being done with a pencil and a piece of paper. Fast forward to 2015. Gas is nearly \$4 a gallon, NASA has sent the Curiosity Rover to Mars and companies like DWD Technology Group have made pencil and paper inventory systems obsolete. How? By listening to clients' needs and offering useful software and networking solutions to fit those needs.

DWD Technology Group is a division of Dulin, Ward & DeWald Inc., a regional certified public accounting firm founded in 1939. These two businesses share more than an address—their principles are based on the mutual values of integrity and ethical standards. Using these principles as a firm foundation, DWD serves its clients technology needs and offers software solutions to help companies flourish.

Bob Kohlmeyer, director of DWD Technology Group, believes

it is these core principles that have helped the technology group grow and prosper over the years.

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-Pete Amborn

to understand their business and its goals," says Pete Amborn, manager of DWD Network Services. "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."

With three offices in the Midwest, DWD Technology Group helps companies evaluate and implement network, accounting and business management software systems while offering support to maintain technology needs. The company's products and services encompass accounting, distribution, manufacturing, nonprofit accounting and customer relationship management products. Its software consultants include certified public accountants who have both accounting and technical experience, as well as software programmers who are able to customize software to meet unique client needs.

One of the many long-time clients of DWD is Fort Wayne-based Master Spas, a leading manufacturer of spas. In 1998, Master Spas was experiencing growth, but needed better ways to use its Sage BusinessWorks accounting software.

(260) 423-2414

"I contacted DWD and its 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," says Terry Valmassoi, president of Master Spas. "Over the next four years, we experienced rapid growth and found ourselves in need of a more sophisticated software solution. With DWD's guidance, we implemented Sage 100 ERP software. It brought numerous applications together to form a single integrated system including

Spas to focus on what they do best, knowing that they can trust DWD and the systems it has implemented. Businesses can also trust in the tech support DWD can provide to existing systems. For instance, DWD is a Microsoft Certified Partner and has a team of seven highly-experienced network engineers.

"We are the entire IT staff for many of our clients," says Amborn. "They call on us for any IT problems they have, such as network support or data backup protection. We offer companies the

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-Bob Kohlmeyer

accounting, inventory, manufacturing, customer service and e-commerce."

Deron Hess, director of information technology at Master Spas has worked closely with DWD's team the past 12 years. He says, "Through the years, DWD has done an excellent job of customizing Sage 100 ERP and detailing the hardware required to meet our company's needs, which also gives us the ability to build upon the program as we continue to grow."


And grow it has. By listening to the clients' needs, DWD was able to build software and create networking solutions that have helped Master Spas experience smooth and technologically-supported growth over the past 16 years.

"People know what they want to accomplish, but they aren't always sure what technology is needed," says Kohlmeyer. "Because our software and network consultants work closely together, we are able to provide a complete solution for our clients efficiently and cost effectively. It's amazing that such a simple combination provides a real positive impact on customer satisfaction."

DWD's experience and product offerings allow businesses like Master

Spas to focus on what they do best, knowing that they can trust DWD and the systems it has implemented. Businesses can also trust in the tech support DWD can provide to existing systems. For instance, DWD is a Microsoft Certified Partner and has a team of seven highly-experienced network engineers.

DWD credits its accomplishments to a keen focus on its mission, a pursuit of technical excellence and a strong commitment to company values.

"Treating people with the utmost respect, professionalism and integrity is what has created 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 and we're excited to keep this same approach well into the future." 

DWD TECHNOLOGY GROUP

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dwdtechgroup.com

Director: Bob Kohlmeyer

Years in business: Since 1990

Products & Services include:

Accounting Software: Sage 100 ERP, Sage BusinessWorks, MIP Fund Accounting and Sage CRM

Network Services: Network Design & Support, Antivirus & Security, Data Backup Protection and Mobile Solutions

DWD TECHNOLOGY GROUP TIMELINE

1990:

DWD Technology Group officially began offering support on Novell Networks

1992:

Began reselling One Write Plus and other PC-based accounting software

1995:

Became Sage Software partner

1998:

Became Microsoft Certified Partner

1999:

Named "Technology Pacesetter" by *Accounting Technology Magazine*

2002:

Acquired Pro-Active Solutions, a Sage Software reseller located in Toledo

2006:

Recognized as a Top 5 Sage BusinessWorks partner in the nation

Acquired network practice of local technology firm

Moved to larger office off Dupont Road

2008:

Recognized as Microsoft Gold Partner

Opened office in Indianapolis

2012:

Earned Sage Software Million Dollar Club Recognition

2013:

Expanded Dupont office to accommodate growth of tech team

2014:

Recognized in the BSI National Top 100 VAR list



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Since 1990, DWD Technology Group has helped hundreds of companies find the right software for their unique needs using our proven step by step software review and selection process. With three offices in Indiana and Ohio, DWD is the premier software partner in the Midwest.

Software Solutions

- Sage 100 ERP
- Sage BusinessWorks
- Sage 50
- Sage CRM
- MIP Fund Accounting

Consulting Services

- Software support and training
- System installation and upgrades
- Integration with 3rd Party applications
- Software customization
- Data import/export and data file rebuilds



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Terry Valmassoi, president of Master Spas