# **Compunet**

## Background:

* HeadQuarters – Meridian, ID
* 28 Office Locations
* 366 Employees (yoy growth of 5%)
* 66.3M yearly Revenue

**Contact:**

* help@compunet.biz
* 1 (877) 822-2841

## Top 5 Vendors:

* Microsoft
* Cisco
* Palo Alto
* PureStorage
* HP

## Enablement:\*\*

* Networking
* Security
* Cloud
* SMB – mid market
* System Integration / Consulting / MSA’s
* CDW Canada, CDW UK, CDW-G
* Professional Services

Key Contacts:

* Nolan Schoo (owner)
* Shawn Heiden (CRO)
* Meredith Newton (VP of Partnership, enablement and programs)
* Jay Ellis (VP-Sales)
* Tom McFarlin (VP operations)

## Revenue:

|  |  |  |
| --- | --- | --- |
| **Overall Revenue (TCV)** | **# of Deals** | **Avg. Deal Size** |
| $912,359.89 | 155 | 5886.19 |

## State win Distribution:

ID:43

WA:60

UT:14

OR:16

CA:5

CO:3

## Recent Wins:

## How to engage:

Anatomy of a deal / demonstrate the benefits

* What does a typical deal look like? Revenue/Margin
* What is the add-on/growth opportunity?
* What is the typical sales cycle?

Case Study Slide

* CDW win in region

Contact Slide

* Battle Card
* Ways to engage Infoblox

Contact us help