

SOS

Superior Office Solutions

**Alliance Presentation
4/25/25**

Authorised Canon, Kyocera and KM
Dealer of MFP's/Copiers





Company History

Founded in 1999

- Tim and Eric leave Danka, which had just acquired Leslie Supply to offer similar services.
- Opened an office in New York under the SOS of NJ umbrella, primarily to sell the Canon Product line.
- In 2005, Canon granted independent authorization and became SOSNY, and separated from SOS NJ.
- In 2019, acquired by Rockwood.
- In 2020, acquired Sapphire Office Solutions - an independent Kyocera and Konica Minolta Dealer based in NY.



CUMMING GROUP





Key Differentiators

- Real Person answers the phone.
- For Scan and Print issues (between 25-30% of calls), we have a Support Desk that can immediately remote into the device and resolve.
- On-site service within 4 hours.
- Auto Supply fulfillment.
- Equipment guarantee for 5 years from install (as long as a service contract is in place) with like replacement if we can't repair.



Success Stories

The Cumming Group

- HQ is in Murieta, CA, with over 30 offices nationwide from Honolulu to Boston.
- Won the Account with Alliance's help (Marc Shapses) in 2020
- They were acquired by a P/E who also owned DEX in 2022 and lost it.
- In 2024, they re-signed with us after extensive difficulties with DEX.

One Step Up

- HQ is in New York City, with offices around the Metro Area.
- Won the Account with Alliance's help (Bob Scherzer & Sergio Sardera from World Advisors) in 2025
- They were previously with Carr Business Systems
- In April, they signed with us after extensive difficulties with the Service from Carr
- Deal Size is approx \$600k.



Sample Savings

BRAIDWELL		Current			
Model	Location		Amount		
Ricoh MP6502	NY				
EQUIPMENT LEASE				695	
SERVICE (Monthly)		Volume			
B/W Included		Unlimited			
Color Included		Unlimited			
TOTAL W SERVICE				695	

BRAIDWELL		Proposed			
Model	Location		Amount		
Canon IRC5870	NY				
EQUIPMENT LEASE				268	
SERVICE (Monthly)		Volume	Rate		
Additional Black		2785	0.0086	23.95	
Additional Color		2577	0.048	123.70	
TOTAL W SERVICE				416	

*Average monthly service is 2785 black and 2577 color

MONTHLY DIFFERENCE (279.35)

WEALTHEDGE		Current			
Model					
Canon IRC356IF					
EQUIPMENT LEASE				324	
SERVICE		Volume	Rate		
Black Service Included		3000			
Ave Additional Black		265	0.0170	5	
Average Monthly Color Volume		0			
Ave Additional Color		2988	0.1200	359	
TOTAL W SERVICE*				687	

WEALTHEDGE		Proposed			
Model					
Canon IRC359					
EQUIPMENT LEASE				525	
SERVICE (Monthly)		Volume	Rate		
Black Service Included		4000			
Additional Black		0	0.0110	0	
Color Service Included		3000			
Additional Color		0	0.0700	0	
TOTAL W SERVICE				525	

*Service is based on averages over the past 12 months (3265 black and 2988 color)

MONTHLY DIFFERENCE \$ (162.07)



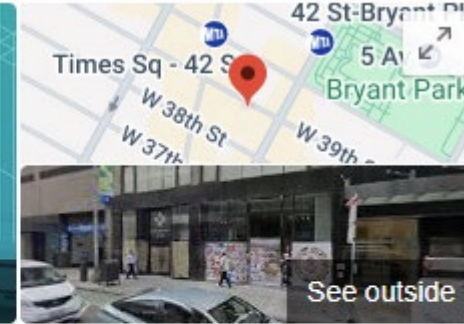
Other Services

- VoIP (Voice Over IP) & Telecom
- Mail Equipment
- Folder Inserters
- Parcel Lockers
- Water Purification Systems

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See photos

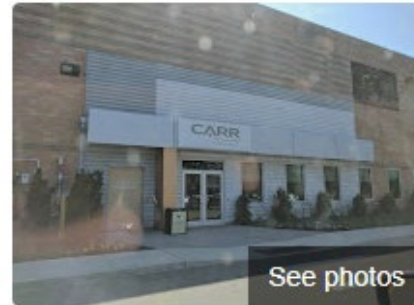


See outside

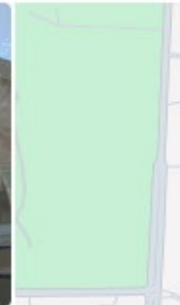
Superior Office Solutions

5.0 ★★★★★ 552 Google reviews

Office equipment rental service in New York



See photos



Carr Business Systems

2.0 ★★☆☆☆ 44 Google reviews

Business management consultant in Commack, NY

Website

Directions

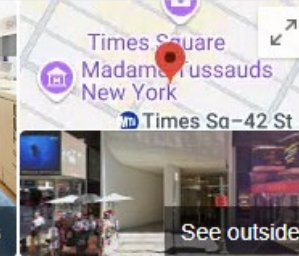
Reviews

Share

Call



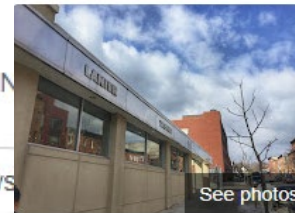
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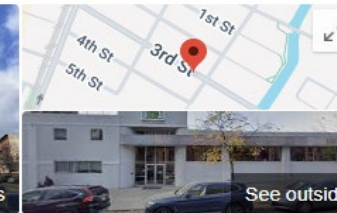
See outside

LDI Connect

4.6 ★★★★★ 9 Google reviews



See photos



See outside

TGI Office Automation

3.7 ★★★★★ 48 Google reviews

Office equipment supplier in Brooklyn, New York



See photos



See outside

DRP Solutions

4.3 ★★★★★ 44 Google reviews

Corporate office in Hauppauge, New York

Website

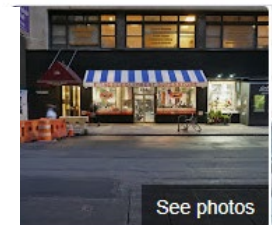
Directions

Reviews

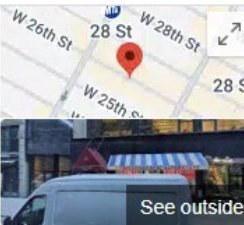
Save

Share

Call



See photos



See outside

Atlantic Tomorrows Office

4.0 ★★★★★ 4 Google reviews

Business to business service in New York