



MNJ Achieves Platinum Tier in 2020 Dell Technologies Partner Program

Upgraded Partner Status Reflects Strong 2019 Growth in Dell Sales through Solution Selling

BUFFALO GROVE, IL (April 17, 2020) — [MNJ Technologies](#), a midmarket-focused IT solutions and managed services provider, announced today that it has advanced to Platinum Level status in the Dell Technologies Partner Program for 2020. The upgrade to Platinum Solution Provider marks the latest milestone in several years of strong growth for MNJ, including a 23% overall revenue increase in 2019 that far outstripped the VAR market.

MNJ sells Dell client and server products, including Dell's Latitude/OptiPlex and XPS laptops and desktops as well as Dell PowerEdge servers, along with a broad vendor-agnostic portfolio of other data center, security, collaboration, cloud, collaboration and networking products and services. The VAR side of the business is coupled with a rapidly growing suite of managed services, including managed SD-WAN, managed LAN, Unified Communication as a Service (UCaaS), and bandwidth and connectivity services delivered through MNJ's role as a certified Competitive Local Exchange Carrier (CLEC).

That extensive product and services lineup supports a solution-focused selling approach that uncovers sales opportunities in multiple areas as MNJ teams explore business and IT pain points in the customer's environment. The increased 2019 Dell sales volume that contributed to MNJ's new Dell Platinum partner status reflects the success of that strategy.

"Our #1 goal is to help clients optimize operations. We do that through a consultative approach that identifies business needs and best-fit IT solutions to those needs. That's what has fueled our growth over the past few years," said Diane Bierman, MNJ VP of Strategic Partnerships and Sourcing. *"The products, certifications and support we receive through partnerships with best-in-class vendors like Dell help ensure that our solutions deliver a strong return on the customer's investment, both from a technology and a business perspective."*

About MNJ Technologies

MNJ Technologies is a technology and managed services provider that focuses on helping midmarket companies increase productivity, simplify IT systems, and reduce costs through best-in-class vendor-agnostic solutions and services. The company's certified solution consultants and engineers help clients optimize operations through the use of SD-WAN, unified communications, networking, security, cloud, and other technologies. Founded in 2002, MNJ headquarters is in suburban Chicago. For more information, visit www.mnjtech.com.