

MERIDIAN PARTNERS WITH D-TOOLS TO OFFER BUSINESS SUPPORT FOR INTEGRATORS

MERIDIAN PARTNERS WITH D-TOOLS TO OFFER BUSINESS SUPPORT FOR INTEGRATORS February 2020

Pioneers of High Resolution audio, Meridian has partnered with D-Tools, Inc., to offer dealers access to its leading core business software solutions, intended to increase efficiencies and streamline project workflows for system integration companies.

D-Tools' award-winning on-premises software, System Integrator (SI), and cloud-based platform, D-Tools Cloud, manage all aspects of an integrator's business, including sales, comprehensive system design, project documentation, procurement, installation, back office management, and service, through a data-driven process that leverages an extensive and integrated product library. As part of its ongoing commitment to its dealers, Meridian has joined the D-Tools i3 (Industry Information & Insight) Programme, which helps improve communication between manufacturers and dealers by providing access to accurate, up-to-date product specifications, including unique dealer-specific pricing, for use in the design, sale, and purchasing of AV systems.

"This new partnership will allow our dealers to develop their business, and in turn offer the best possible solutions for their clients," comments Katy Bradshaw, Director of Marketing at Meridian Audio. "It allows Meridian dealers to gain access to a 45-day free trial of the D-Tools software and the complete Meridian product line, complete with their specific dealer pricing level, designed to help increase productivity and profitability."

"Meridian is the epitome of high-quality audio and they are dedicated to providing incredible customer service to their dealers," said Barrie McCorkle, Director of Supplier Programs at D-Tools. "Having these relationships with top tier manufacturers is exciting because it shows the dedication that drives a dealer's business, and really makes a difference."

The collaboration also means that D-Tools is now part of Meridian's complimentary Design and Specification Service (D&SS), which allows dealers to plan projects as efficiently and accurately as possible with solutions from all DbM (Distributed by Meridian) partners.

Free trials of D-Tools software solutions are available any time at www.d-tools.com.

A free 45-day trial of D-Tools Cloud, exclusively for Meridian dealers, is available at <https://d-tools.com/d-tools-cloud-meridian/>

Meridian Audio Contacts:

For further information, please contact: Katy Bradshaw, Marketing Director at
katy.bradshaw@meridian.co.uk

PRContacts:

Please contact: Shereen Russell or Melissa Baker at Wildwood Public Relations
shereen.russell@wildwoodpr.com or melissa.baker@wildwoodpr.com