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Dennis Turano is VP of Sales and Marketing for Maximum Computer Systems, Inc. (MCS), an IBM Premier Business Partner and an Infor Distribution Channels Partner for 23 years. MCS specializes in ERP with the Infor A+ solution. Their IBM partnership allows them to provide the IBM Power Systems technology, System x, and System P hardware solutions. Dennis is responsible for new sales and installed accounts for MCS with a focus on the wholesale distribution industry covering numerous vertical markets such as pet food, medical, food, industrial equipment, Paper, and Janitorial & Sanitary Supply's and other areas. He has extensive experience in enterprise resource planning solutions and supply chain management. This has enabled him to provide additional revenue growth to MCS.

His experience began at Daly and Wolcott, where he was VP of Sales and Marketing for 20 years. The company's original business was servicing customers who bought the IBM solutions for Manufacturing (MAPICS), and Distribution (DMAS), both running on the IBM mid-range computers (S/36, and later AS/400). The first full software application was A Plus, a full distribution offering, released in 1988. The A-Plus product has been adapted to run on non-IBM OS/400 platforms, and survives under Infor. Dennis focused on growing specific vertical markets that included food, medical, paper and janitorial to name a few. He also provided added value in the internal operations of the company. He managed a team of sales reps and was responsible for their success in growing revenue and new business.

Prior to MCS, Dennis was VP of Sales for North America for Retailix. Retailix is an independent provider of personalized software and professional services to retailers and distributors worldwide. Retailix solutions serve the needs of grocery chains, independent grocers, convenience and fuel retailers, and food, beverage, and consumer packaged goods distributors. Dennis managed a team of fifteen sales representatives and was responsible for new and installed accounts. He became knowledgeable in consumer goods retail and distribution solutions.

Dennis graduated from the University of Rhode Island. He has a B.A. in Management Information Systems with a minor in Marketing Product Data Management.