

PLUS INC.

Plus Inc.

Greenville, SC
www.plusinc.net

Year Founded: 1958

President/Owner: David Carson (president), Frank Gonzalez (vice president of sales), Danny Summers (vice president of service), John Campbell (CFO), Chris Carson (vice president of operations)

Number of Employees: 31

Primary Vendors: Konica Minolta, Ricoh, Canon, Microsoft, Dell, HP

Primary Solutions Offerings: Microsoft, PaperCut, Kofax, DocuWare

Primary Leasing Partners: Wells Fargo, GreatAmerica, U.S. Bank, in-house

Approximate Yearly Revenue: \$5-\$10 million

Fastest-Growing Business Segments: MFP/computer hardware (10%), managed IT (10%)

Biggest Accomplishment of the Past Year: Plus Inc. was able to survive the pandemic without layoffs or pay cuts, and it acquired a local competitor.

Why We Consider Plus Inc. Elite:

- Football frenzy. Plus Inc. enhances its visibility as a sponsor for many local organizations, including the Greenville Triumph SC of the United Soccer League and its 15,000-seat Triumph Stadium at Legacy Early College.



The Plus Inc. leadership team (from left, front row): Frank Gonzalez, sales director;

- Locally focused. Customers like doing business with Plus Inc. because of its strict focus on companies in upstate South Carolina. The dealer is small enough to offer personable service, yet large enough to fulfill clients' service needs.
- Account success. Two of the dealer's top takedowns were one of the largest churches in the northern part of South Carolina along with a private K-12 school system. In a third deal, Plus Inc. provided production equipment for a university.
- Strength in numbers. Plus Inc. is a family-style business with five owners and several third-generation family members on staff.