

ELITE DEALERS

\$5 Million to \$10 Million



On Demand, Inc.

Houston, TX

www.ondemandhouston.com

Year Founded: 1999

President/Owner: Michael Gray

Number of Employees: 20

Primary Vendors: Kyocera, Xerox, Epson, FP Mailing

Primary Solutions Offerings: Xerox, EcoprintQ, Kyocera

Primary Leasing Partners: GreatAmerica, First Citizens Bank (formerly CIT), DLL, Wells Fargo, PEAC Solutions

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

Fastest-Growing Business Segments: Mailing systems, supply management services

Biggest Accomplishment of the Past Year:

On Demand adjusted its strategies and processes to create a better outcome for all departments.

Why We Consider On Demand Elite:

- **Customer-Centric.** On Demand sees the value of making in-person connections. Keeping close tabs on clients and discovering efficient methods to accommodate them are high priorities.



- **Mail Mavens.** One of the biggest growth areas for On Demand is mailing systems—including meters, inserters and printers—courtesy of its partnership with FP Mailing Solutions.
- **Setting The Bar.** Top-notch service is a major focus for On Demand. It strives to go above and beyond to ensure client needs are met and customer service exceeds expectations.
- **Helping Out!** On Demand provides donations to a number of charities in the communities it supports. Its team members supplements food banks, shelters and non-profit organizations through goods collections. The company is also involved in recycling programs.