

Randy Kwist

With 24 years experience in retail and the pro lumber dealer software, Randy Kwist is a welcome addition to the DMSi management team. He will lead DMSi's LBM (Lumber/ Building Material) Dealer segment as General Manager.

Kwist's main responsibility is to drive the growth of DMSi's pro dealer line of business by leveraging deep industry background, contacts, and sales management experience. His early career included selling kitchen cabinets, millwork and drywall; providing a solid industry foundation. In 1984, he joined a major building material software company and over the ensuing 24 years grew to an executive management role. Kwist's wealth of accumulated experience has given him the ability to understand the day to day challenges of a building material supplier. "I understand what Agility needs to do for dealers today and going forward," explains Kwist. "And, the school of hard knocks has taught me a few things that will help us do the right things at the right time to best meet the technology and service needs of LBM dealers."



Through his experience in the industry, Kwist can also clearly see Agility's advantages over its competitors. "Bottom line is DMSi services and supports customers like no other software company in the market," notes Kwist. "All the competitors talk about customer focus, while DMSi delivers it at an unparalleled level." Additionally, by leveraging personnel with field level implementation experience to also work the support desk, the Agility service model is able to benefit customers well beyond the capability of other providers. "Putting people with on-site implementation experience on the support desk allows for a much better experience for customers."

Kwist sees an opportunity to leverage DMSi's large building products customer base. "With hundreds of the nation's leading wholesalers and dealers using DMSi software, I am confident that we are uniquely positioned to deliver significant supply chain efficiencies through real time interaction between trading partners who operate on the Agility system," explains Kwist. "Particularly those who utilize DMSi's popular SaaS (Software as a Service) hosted delivery model."

Randy is excited to join a company that not only serves but resembles the building product supplier. "I've grown-up in the building products industry and wanted to stay there, but with an independent, private/family owned and operated company culturally committed to doing what is right for the customer," adds Kwist. "I've been on the other side with financially motivated, non-management ownership, and it feels good to be back with an organization that sees customer welfare as its first priority."

Kwist grew up in Springfield, MA, and currently lives in Gilford, NH, with his wife and son. He also has two grown daughters. Randy received his bachelor degree from Eckerd College in St. Petersburg, FL. and also attended the Executive Education program at the Tuck school of business - Dartmouth College. Some of his favorites include Mexican food, all flavors of ice cream. Naturally, being raised in MA, he is an avid Boston Red Sox fan.



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