**TSL MARKETING LEAD REPORT PREPARED FOR: Logicalis - NetApp**

**YOUR TSL TEAM’S INFORMATION**

**PM NAME:** Corey Baum

**PM PHONE:** 443-718-4298

**PM EMAIL:** cbaum@tslmarketing.com

**DEVELOPED BY:** Nancy Gilmartin

**BACKGROUND AND DETAILS**

**NEED:** Brian Munn is interested in evaluating options for a new backup solution and noted that he would prefer an on-prem solution. Their existing Avamar solution encounters backup delays and is nearing end of life this year. Brian is open to evaluate NetApp solutions.

**CONTACT AUTHORITY LEVEL:** Contact is a Decision-Maker

**TIMEFRAME:** Implementation date within 10 months

**BUDGET:** Budget is planned to be allocated

**ENVIRONMENT DETAILS:** MJ Electric, LLC. is primarily a CISCO and EMC environment. They have 17 sites, 90 in-house users and 90 remote (in field) users. They are 100% virtualized (VMware) with 90 virtual servers. They use EMC, Unity All-Flash storage and use 30 terabytes of data. They currently use Avamar for backup. They use Office365.

**ADDITIONAL INFORMATION:**

Brian Munn is a valid decision maker and reports to Cliff Cook, Director of IT. Confirmed no recent quotes received for backup and has just begun evaluating backup offerings.

**PROSPECT INFORMATION**  
Brian Munn

Network Service Manager

(906) 776-4576

bmunn@mjelectric.com

**NEXT STEPS / ACTIONS**

A conference call has been scheduled for **Monday, March 4th at 1:00pm CT.** TSL will confirm and facilitate the call.

**ACCOUNT INFORMATION**

**COMPANY:** MJ Electric, LLC.

**WEBSITE:** http://www.mjelectric.com

**ADDRESS:** 200 W Frank Pipp Drive, PO Box 686, Iron Mountain, MI 49801

**MAIN LINE PHONE:** 906-774-8000

**REVENUE:** $124 mil.

**EMPLOYEE COUNT:** 1,000-5,000

**BUSINESS DESCRIPTION:** M. J. Electric, LLC (MJE), a Quanta Services company, is a nationally recognized prime electrical contractor in the electric transmission, substation, distribution, renewable energy, power, industrial, instrumentation, and civil/foundation construction industries. Serving customers nationwide for 60 years, MJE provides an experienced technical and professional management team capable of managing projects from concept through completion. MJE can assist our customers nationwide with assessment, planning, engineering, procurement, construction, start-up, operations and maintenance, as well as the experience-based decisions that make processes efficient and safe.