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FOR IMMEDIATE RELEASE

Davenport Group Announces Hire of New Vice President of Sales

Saint Paul, MN, November 26, 2019 — Davenport Group, a Dell Technologies Titanium Partner providing end-to-end solutions for mid-market customers nationwide, is excited to welcome IT industry authority Kyle Coke to their team as Vice President of Sales. Reporting directly to Sonia St. Charles, CEO, Coke will play a vital role in driving the company's growth and expanding its strategic partnership with Dell Technologies.

"The acceleration of digital transformation has created an extraordinary opportunity for Davenport Group and its customers," said St. Charles. "Kyle's unique combination of skills and experience will be critical for us as we expand our capabilities as a trusted innovation partner for our customers. We are excited to have his knowledge and his proven track record of success to help us build and execute our ambitious growth strategy over the coming years."

Mr. Coke's ability to build, inspire and lead diverse teams has contributed to billions of dollars in revenue throughout the IT industry; he provided exceptional training and mentoring to develop a culture and deliver award-winning customer service that enabled growth. Most recently, as Inside Sales Director for VMware Inc., Coke helped drive topline growth by managing a team of 77 and servicing over 100,000 customers. He has a wide range of industry sales experiences serving in leadership roles at companies like Quest Software, Nextel, and Dell Technologies.

"I'm grateful for the opportunity to join one of the fastest growing private technology companies in the United States," said Coke. "At the heart of Davenport Group is a team of intelligent, skilled and passionate technologists who are each committed to rolling up their sleeves to help clients transform their IT and their business. It's a privilege to join them in that pursuit."

About Davenport Group

Davenport Group designs and implements IT solutions that help organizations proactively manage their data — today and into the future. Specializing in enterprise data storage and virtual infrastructure, Davenport Group is an end-to-end solutions provider serving mid-market customers nationwide. Davenport Group is a certified woman-owned business (WBENC). Visit www.davenportgroup.com to learn more.

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