

SUCCESS STORY

SBA AWARDS 2024

MICROENTERPRISE OF THE YEAR:

Small Business Winner: Programmatic B2B

**CONNECTICUT SMALL BUSINESS DEVELOPMENT CENTER
(CTSBDC)**

CTSBDC BUSINESS ADVISOR: MARY KAY DE LA CAMERA

Chris DeMartine, Chief Commercial Officer of Programmatic B2B, founded the business in April 2019 and has 30 years of B2B experience working for IBM, Canon, tech startups and SMBs. He authored 25+ articles in leading trade publications including Chief Marketer Magazine, Target Marketing Magazine, and Multichannel Merchant related to data marketing, market trends, performance bench-marking and operational excellence.

Chris has received initial startup and ongoing assistance from the Connecticut SBDC; business advisor is Mary Kay Della Camera. Their work begins in the spring of 2019. Initial efforts focused on entity formation, compliance with Federal, state, and local entities, as well as understanding tax obligations. Core strengths included sales, marketing, and business management. Programmatic B2B, LLC was launched in April of that year.

Programmatic B2B's mission is to provide clarity, transparency, and accountability to the B2B marketing process. The business has two locations: offices in Danbury and Ridgefield, Connecticut. The business has grown exponentially, now serving ads in 23 countries across 5 continents.

The annual revenue trend from January to December for fiscal years shows a progression: in 2019, revenue was \$88,801, followed by an increase to \$220,073 in 2020. The trend continued in 2021, reaching \$278,362, before slightly decreasing to \$260,093 in 2022. However, the year-to-date revenue for 2023 stands at \$243,070, with a projected annual revenue of \$340,000, 70% of which is expected to come from outside the US.

Chris DeMartine displays unwavering dedication and commitment to his clients, his network, and small business owners in need of mentorship. He is an industry expert consistently providing the highest quality service to his clients.

The business has been self-funded to date and continues to grow and expand. Chris has provided essential services to businesses advertising to other businesses and institutions across 23 countries, serving in multiple languages. Clients and Advertisers include HP, Microsoft, T-Mobile, ServiceNow, Haver Analytics, IQ Telecom, Pitney Bowes, Spectrum Enterprise, and several others. Clients contracted in the following countries: US, UK, Australia, Canada, United Arab Emirates, Sweden, and Thailand.

Great job!