



(L to R) Allan Blanchard, Byron Pearson, Lisa Pearson, Karen Jones, Jamie Tucker, Chelsey Bode, Mike Kelly, Lisa Wickwar, Matt Head

Pearson-Kelly Office Products: “business made simple!”

Pearson-Kelly Office Products is southwest Missouri’s premier document solutions source, operating with over 50 years combined industry experience. Byron Pearson and Mike Kelly offer their current and future customers an honest and professional business experience.

In January 2002, Byron Pearson and his wife Lisa formed and operated Pearson Office Products from their home office and garage. Byron had over 18 years of experience in technical service and support, and Lisa had an accounting and administrative background with experience in the industry. After 6 months Pearson Office Products moved into a small office space and within one year acquired a former competitor and contracted with a major manufacturer for a full product line.

Mike Kelly became a partner in 2004 and added his 19 years of experience in sales and marketing. Company growth continued with expanded sales efforts and the 2005 purchase of a second competitor, creating the need for more office and warehouse space. Pearson-Kelly Office Products was born and emerged as an industry leader helping area businesses find clarity in the vast world of technology. Their number one priority is their customers. One of the major differences that set Pearson-Kelly apart from others in their industry is offering their customers the privilege of dealing directly with an owner who

understands both sales and service!

“If a customer has a service issue, they can talk directly to the company owner, who understands technical support,” Pearson says.

Studies reveal that most businesses spend between 5%-15% of their total revenue on document output. Pearson-Kelly Office Products focuses on the integration of multi-functional equipment to control a company’s total output expense.

According to Kelly, “We help our clients find a way to be more efficient and cost effective. These efficiencies may come through finding better ways to network print, scan, fax, copy or move toward paperless solutions. After the assessment, we look for ways to improve and co-exist with current systems if possible.”

Pearson-Kelly boasts a customer retention rate of 98.2% and continues to look for ways to do better and deliver more to small and mid size companies. They have a diverse, repeat clientele mostly concentrated within a 50 mile radius of Springfield.

In 2008, Pearson-Kelly was honored as a “Top Five Finalist” for the Springfield Chamber of Commerce Small Business of the Year. They are also involved with several local civic organizations.

“We attribute our success to our customer relationships and their referrals, world class service and our product manufacturer partnerships,” Pearson explains.

Pearson-Kelly Office Products

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Top Executives:

Byron Pearson and Mike Kelly, principals

Year Founded: 2002

Number of employees: 10

Product or service:

Office Equipment



PEARSON-KELLY
office products