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## Litigation support firm hires biz dev exec

Former GM for area Xerox operations joins downtown-based DSi

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Litigation support, e-discovery and digital forensics company Document Solutions Inc. has recruited a vice president of business development to lead its sales and customer service efforts.

John Burchfield has joined the downtown-based firm from Xerox Metro Center, which markets digital information management and print services to mid-sized and large businesses. There, he was general manager and oversaw revenue growth of 40 percent and profit growth of 60 percent.

"After a long search, we have found in John the perfect blend of management skills, salesmanship and experience in our industry needed to fill this new position in our company," said Tom Turner, a DSi co-founder and its president. "He is a welcome addition to our team."

Burchfield will focus on identifying new market opportunities, retaining existing clients and managing DSi's sales team and customer service representatives. He has more than 20 years of experience and also has worked at Bagwell Document Solutions, CMC Powerhouse Real Estate, Astro Business Technologies and IKON Office Solutions.

"John's background and talents have afforded him a unique skill set — technical experience with innate skills in marketing, management, process streamlining and business development," said Kevin Tyner, DSi co-founder and CFO. "He will further our company's existing commitments to superior customer service and cutting-edge technology, and lead us to a new level of growth."

Twelve-year-old DSi employs more than 65 people and posted annual revenues of \$9.4 million in 2010. Its strong growth in recent years landed it on the *Inc.* 5000 list for the past three years.