



At **TalkingPointz**, we pride ourselves on being a boutique analyst firm with a deep-rooted history and a vast, trusted following in the enterprise communications industry. Founded by Dave Michels, a respected researcher, analyst, speaker, and writer, our firm delivers deep, independent insights into the ever-evolving world of business collaboration and communications.



Dave's background includes leadership roles in technical organizations, the founding and successful exit of a value-added reseller, and a Master's degree in Telecommunications from the University of Colorado. For over a decade, TalkingPointz has been one of the most influential voices in the enterprise communications space.

In 2024, David Danto joined TalkingPointz as Principal Analyst, bringing over 45 years of experience in media and collaboration technologies. David has led global technology strategy for major firms like JPMorgan Chase, Bloomberg LP, and Lehman Brothers and remains a prominent thought leader as Director of Emerging Technologies at the IMCCA. His unique ability to blend business objectives with technical execution has made him a trusted advisor to both vendors and end users. Between Dave and David, TalkingPointz combines a wealth of operational and analytical expertise and an enormous following that trusts what they explain.

What We Do

TalkingPointz offers a range of services designed to support both vendors and enterprise decision-makers. We publish original [whitepapers](#) and [blog content](#) that go beyond buzzwords to deliver credible, actionable insight. Our [Insider Report](#) is a monthly, curated snapshot for subscribers that delivers concise details of the important news and analysis. Our [webcasts](#) and speaking engagements help audiences stay informed on what's real – and what's just hype. This content is found across a broader array of channels than any other analyst firm. We also validate new and existing offerings with our [Pick Hitz](#) designation, an independent marker of product excellence in the market.



Beyond public content, we offer [strategic advisory services](#), including the formation and facilitation of [Customer Advisory Boards \(CABs\)](#) and internal advisory boards for manufacturers. We have helped multiple companies refine product direction, improve positioning, and identify new opportunities through frank, informed feedback. Whether your firm is launching a new product or trying to connect with decision-makers in the channel, TalkingPointz brings both reach and credibility to the table.