Think Globally
Act Locally
Welcome to
Global Imaging Systems

Global Imaging Systems (GIS) is designed to serve companies that demand local accountability from their partners. When you choose a Global Company as your document technology partner, you get the package you need to succeed.

Xerox acquired Global Imaging Systems in 2007 as a wholly owned subsidiary within Xerox’s North American operations.

www.gisx.com

“We bought Global because it’s a great company. Global Imaging has great people, it has a great entrepreneurial model and they deliver great results. When you put that together with Xerox, it’s a great fit.”

“The secret to the success of the Xerox Global partnership is maintaining what they do well. Keeping them local, empowered and autonomous. Making sure we keep their great management teams in place. Add to that Xerox technology, national support and offerings and the combination is unbeatable.”

Anne M Mulcahy
Former CEO & current Chairman of the Board, Xerox Corporation
Think Globally
Act Locally

We operate in over 200 offices nationwide.

GIS Companies are locally operated. They sell and service Document Management systems including printers, copiers and multifunction devices; network integration services; software solutions; and electronic presentation systems. GIS has offices located throughout 37 states in the continental United States.

Global, as an independently operated subsidiary of Xerox Corporation, offers a unique value proposition and customer experience. Each Global company:

- Offers the full line of Xerox office systems, software, supplies, as well as multi-branded document management solutions.
- Leverages contracts between national accounts and technology manufacturers.
- Manages all aspects of the customer relationship including sale, installation, training, product support and service. GIS’ personnel are directly trained by Xerox and the respective manufacturers they represent.
- Dispatches equipment, parts, supplies and certified technicians from their local facilities within the same day.
- Is led by locally accountable and responsible leadership. Global Imaging companies are active members of their local communities, hire local employees, contribute to the local economy and support local charitable organizations.

Global Imaging Systems understands the needs of national businesses because we are one.

That gives us unique insight into the specific needs of both local and national business. As a result, we have developed flexible programs customized to meet your unique needs.
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<thead>
<tr>
<th>Company Name</th>
<th>Location</th>
<th>Website</th>
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<td>Amcom Office</td>
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OneSOURCE
(OK, TX)
www.youronesource.com

RK Dixon
(IL, IA)
www.rkdixon.com

SoCal Office Technologies
(CA)
www.socal-office.com

TML Enterprises
(VA)
www.tmlcopiers.com

Zoom Imaging Solutions
(CA)
www.zoomcopiers.com

Premier Office Equipment
(IA)
www.premierofficeequipment.com

Saxon Business Systems
(FL)
www.saxon.net

Stewart Business Systems
(NJ, PA, DE)
www.stewartxerox.com

Transco Business Technologies
(ME)
www.transcobusiness.com

Quality Business Systems
(WA)
www.qbsi.com

Sierra Office Solutions
(NV)
www.sierraoffice.com

Stewart of Alabama
(AL)
www.stewartal.com

Zeno Office Solutions
(FL)
www.zenosolutions.com
## Managed Print Services
Our Managed Print Services program helps you get control of your printing costs. First, we help you identify the costs. Second, we make recommendations to improve your printing environment.

Finally, we offer ongoing service and management for your fleet. The bottom line: you save money and reduce the IT hassle of managing printers.

## Office & Production Systems
Enhance your office productivity. Our state-of-the-art portfolio of printers and multifunction systems will make your office staff more effective. Our newest systems print in color at the cost of black and white, helping improve the effectiveness of your communications.

This is backed with a fully trained technical staff and excellent customer service.

## Document Software Solutions
Transform the way you work. Paper and digital documents drive business processes. Our solutions streamline the flow of information through your business. To accomplish this, we integrate best-in-class document software with multifunctional office systems. The net results are increased profit, improved competitive advantage and enhanced workflow.

## Audio Visual & Video Conferencing
Our Audio Visual Communication and Presentation Technology is a simple and effective way to profoundly impact your audience.

- HD video and projection systems
- Quality audio reinforcement systems
- Premium LCD and plasma displays
- Variable data digital signage
- Wireless room control systems
- Interactive whiteboards

Our installations range in scope from basic classroom set-ups to high-end conference rooms and briefing centers in the commercial and government industries.

## Office & Equipment Supplies
Get all your office and equipment supplies from one reliable source.

We carry both OEM and genuine compatible cartridges from some of the biggest manufacturers in the industry and we stock a full range of products to satisfy all of your office needs.

Global Supply Client Benefits:
- Specialty Paper Experts
- Cost Reduction
- Fewer Vendors
- Supply Restocking and Management
- Streamlined Processes

## Network Integration Services
Let us manage your technology so you can manage your business. By leveraging our strategic partnership with the industry’s leading technology vendors, we are able to provide efficient and cost-effective solutions.

- PC and network infrastructure
- IP voice and video communications
- Information storage and security
- Virtualization and remote network administration

Our certified specialists configure, deploy and deliver continued support, providing you with the right solutions for your business.
Sustainability has never been more important – or easier to achieve

Today more than ever, attention everywhere has turned toward being green.

Protecting the environment and saving money are top-of-mind concerns, and it’s no different for your day-to-day business operations.

Environmental sustainability can be achieved through conscious conservation practices, and with products and services that help promote a more environmentally—and economically—sound way of running a business.

Global Companies specialize in Office Sustainability Analysis

To Help Your Office Become More Green...
Amcom Office Systems
Company Profile

History
Amcom Office Systems has been serving Western Pennsylvania, Eastern Ohio and the West Virginia Panhandle since 1978 and was one of the first core companies acquired by Global Imaging Systems. Known in the region as Team Amcom, we offer a broad portfolio of document technology solutions from document management to office systems and interactive display technology.

Awards
- Semper Fi Award (GIS), 2008
- HR Chally World Class Sales Organization Award, 2006
- President’s Award (GIS), 1997, 2007, 2008
- Top 50 Choice Dealer Award (Office Dealer Publication)
- BTA Award of Excellence
- Office Dealer Elite Award, multiple years

Vendor Certifications
Several members of our Sales and Administrative Teams hold a Masters Degree. Our Technical Team has CDIA, MCSE and A+ certifications, as well as certifications from various hardware and software vendors including Xerox, Hewlett-Packard, Konica Minolta, Panasonic, Kyocera, Toshiba, Treeno and Nuance. All Account Representatives are certified in AMC360, our comprehensive analytical process for business development.

Company Facts
Corporate Office
3600 McClaren Woods Dr.
Coraopolis, PA 15108
800-242-1625
www.teamamcom.com

Spanning 11 counties and 60 square miles from Pittsburgh

Employee Average Tenure:
12 Years

Total Number of Employees: 105

1:1.5 ratio of sales to field support engineers

Serving over 4,800 customers across Southwest Pennsylvania
History
Arizona Office Technologies (AOT) was founded in 1986 and serves businesses throughout Arizona as a full-service provider of office technology and strategic document management solutions. AOT integrates copiers, printers and MFP technology from leading manufacturers, Xerox and Toshiba.

AOT supports local organizations including the Phoenix Children’s Hospital, Special Olympics Arizona, Junior Achievement, Phoenix Suns Charities and the MDA Telethon. In addition, AOT is the official technology provider for the Grand Canyon State Games, Phoenix Suns, Arizona Diamondbacks and the Tostitos Fiesta Bowl.

Awards
- Toshiba Pro Masters Service Award, 2008
- Founder’s Award (GIS), 2006
- HR Chally World Class Sales Organization Award, 2006
- Elite Dealer Award (Office Dealer Publication)
- Ranked Top 5 in “Ranking Arizona” for Document Imaging Companies

Vendor Certifications
- Xerox and Toshiba certified technicians
- Microsoft Certified Solutions Provider
- Network Solutions Certified and Experienced MCSE, MCP, Novell, UNIX and AS400

Company Facts
Corporate Office
4320 E. Cotton Center Blvd., Suite 100
Phoenix, AZ 85040
602-346-3000
www.aot-xerox.com

3 strategic locations serving the entire state of Arizona

Employee Average Tenure:
5 Years

Total Number of Employees: 209

1:1 ratio of sales to field support engineers

Serving over 8,000 customers across the state of Arizona
History

Founded in 1989, ASI began as a company refurbishing copiers and printers for resale. Now more than 26 years later, ASI has grown to become a well-known dealer, providing office technology such as Xerox, Lexmark, HP, FP, Formax, Print Audit and Content Central throughout the DFW area.

ASI is a one-stop office technology provider that also offers an array of software solutions and IT Services, but that’s not what makes ASI stand out from the pack. Our key differentiator starts with our culture and our people. Both add unparalleled value to every business transaction and customer interaction. At ASI, we pride ourselves on running our organization based on our core values (servant leadership, ambition, accountability, relationships, operational excellence and inspiration) and the 212° philosophy which states that one extra degree of effort in business and life can separate the good from the great.

ASI is partnered with Entrepreneurs for North Texas, a program of Communities Foundation of Texas that serves the North Texas business community. EFNT assists companies in harnessing the power of their corporate assets through philanthropy programs that help serve social needs. ASI is also committed to community support and involved in numerous organizations sponsorships and charity events year-round including ALA Dallas Chamber and Fort Worth Chamber of Commerce.

Awards

- Print Audit Premier Dealer 2016
- FP Elite Dealer 2015
- Elite Dealer (14 years)
- Formax Elite Dealer Achievement Award (2014)
- US Bank Platinum Award (2014)
Berney Office Solutions
Company Profile

History
Berney Office Solutions brings 45 years of excellent customer service to Alabama, the Florida panhandle and Western Georgia. We operate with a strong commitment to our partners and are consistently recognized by our customers, vendors and even our competitors as one of the leading office equipment dealers.

Berney is proud to be the only copier company in the state that employees its own Customer Care Center, solving nearly 25% of all customer service calls within 30 minutes. Berney also offers the Sharp and Xerox knowledge bases free to our customers.

Berney is involved in communities across Alabama partnering with not-for-profit organizations, churches and schools for various fundraisers and events. We are also proud of our efforts to support the environment through our “Green” Warehouse, an 11,000 sq ft staffed facility dedicated to the sole purpose of recycling used copiers and printers. During the last 5 years of operation, we have prevented approximately 10,000 copiers from going to the Alabama landfills.

Awards
- Sharp Hyakuman Kai award
- Birmingham’s Largest Office Equipment Dealer-Birmingham Business Journal
- Best of Pelham Award
- Print Management Award (GIS), 2008
- HR Chally World Class Sales Organization Award, 2006

Vendor Certifications
- Alabama’s only Certified Technician Trainer for Xerox and Sharp
  Xerox Authorized Service Training Center
  Sharp Authorized Training Center
- Over 60 Xerox, Sharp, Muratec and Kyocera certified and trained technicians

Company Facts
Corporate Office
10690 John Knight Close
Montgomery, AL 36117
866-9BERNEY
www.berney.com

6 locations across Alabama & 1 location in Florida; serving the state of Alabama, Florida panhandle & Western Georgia

Employee Average Tenure:
5 ½ Years

Total Number of Employees: 191

1:1.2 ratio of sales to field support

Servicing over 21,000 contract devices across Alabama & the Gulf Coast area
Better Quality Business Systems
Company Profile

History
Better Quality Business Systems is Southern Indiana’s most recognized technology and services company specializing in workflow solutions and office systems. From managed print services to production systems and multifunction devices, we provide a broad portfolio with a personalized touch. This focus on our customers has created recognition within the industry and throughout our local area. Better Quality Business Systems was recently nominated as “Business of the Year” in Southern Indiana.

Awards
- Kyocera Premier Dealer, 9 consecutive years
- Kyocera Gold Medallion Service Dealer, 10 consecutive years
- Multiple nominee for Southern Indiana Business of the Year

Vendor Certifications
Microsoft certified, Network+, Novell and CDIA certified and recognized as a Kyocera Total Solutions Provider and a Hewlett Packard Partner

Company Facts
Corporate Office
209 Quality Avenue, Suite 1
New Albany, IN 47150
800-436-5893
www.bqbs.com

Serving Central Kentucky and Southern Indiana with 3 locations: Bowling Green and Lexington, Kentucky as well as New Albany, Indiana

Employee Average Tenure: 6 Years
Total Number of Employees: 35
1:1 ratio of sales to field support engineers
Serving over 5,000 devices on contract
History
Whether you have analog or digital equipment, Blackstone Valley Office Systems (BVOS) is your one-stop shop for office automation needs. What began as a sales and service company for manual typewriters in 1956 has evolved to a complete document solutions company offering office systems and document management services. We work with some of the most respected names in the industry including Xerox, Konica Minolta, Muratec and MBM.

The selection of product lines we offer reflects our commitment to providing you with the best equipment on the market. You can rely on our complete, factory authorized inventories to meet all your operational needs. At BVOS, we proudly sell and service the finest office equipment and supplies at unbeatable prices.

Awards
- HR Chally World Class Sales Organization Award, 2006

Vendor Certifications
- Factory trained and certified service location for Xerox, Konica Minolta, Muratec and MBM
History
Boise Office Equipment (BOE) opened in 1961 as an office supplies reseller, working primarily with retail customers. The company transformed in 1991 and in just 10 years, BOE went from the smallest copier company in Boise to the largest document technology provider in Idaho. Now celebrating 50 years in business, BOE continues its growth in Idaho with unparalleled service and strong partnerships with both Global Imaging Systems and Xerox.

BOE is known locally for its support of Boise State University Athletics, St. Luke’s Regional Medical Centers and numerous other charity and chamber organizations. BOE has the largest inventory of equipment, parts and supplies of any technology company in Idaho and services customers of all sizes. Offerings include Managed Print Solutions, Document Management Software, Digital Copiers, Printers, Scanners, Departmental Multifunctional Devices and High-speed Color and Black & White Machines.

Awards
• HR Chally World Class Sales Organization Award, 2006
• Ricoh Dealer of the Year for multiple years
• Office Dealer Elite 100 Dealers in the U.S. (Industry’s Best & Brightest)
• US Bank Platinum Award

Vendor Certifications
• Factory trained and certified service location for Xerox, Konica-Minolta, Kyocera and Ricoh
• DocuShare, SmartDocument Travel, XMPie, RightFax, ScanFlowStore, Scan to PC Desktop, Fiery, CREO, FreeFlow, Teaching Assistant, Nuance, NSi
• CompTIA CDIA+/Linux+/A+/Network+
• Microsoft MCSA/MCSE/MCDBA/MCP

Company Facts

Corporate Office
330 N. Ancestor Place, Suite 100
Boise, ID 83704
208-377-1047 / 866-305-1666
www.boeweb.com

2 Locations in Idaho
Boise
Twin Falls
Serving Southern Idaho and Eastern Oregon

Employee Average Tenure:
5 Years

Total Number of Employees: 65

2:1 ratio of sales to field support engineers

Serving over 4,000 customers
History
Business Equipment Unlimited (BEU) is a leader in custom workflow solutions that encompass state-of-the-art office systems and service programs. Headquartered in Portland, Maine, we are a locally managed company trusted by businesses of all sizes and in all industries. We are not just an equipment provider; we partner with clients to develop solutions that fit their office productivity needs and keep them up-to-date in the rapidly evolving world of office technology.

Awards
- Print Management Award (GIS), 2007
- HR Chally World Class Sales Organization Award, 2006
- Founder’s Award (GIS), 2005, 2009
- Exceeding Business Plan Award (GIS), multiple years
- Konica Minolta One Million Dollar Circle
- Konica Minolta 100% Revenue Quota Achievement Award

Vendor Certifications
- Authorized to sell the full line of Xerox printer and multifunction systems, software, middleware and front-end solutions, including ScanFlowStore, DocuShare and Scan to PC Desktop
- Xerox production color and light production monochrome, driven by Xerox, EFI or Creo servers
- Konica Minolta product line, including production color and monochrome

Company Facts
Corporate Office
275 Read Street
Portland, ME 04103
800-322-3934
www.beu.net

Serving Southern Maine with over 15,000 square feet of office and warehouse space
Employee Average Tenure: 10 Years
Total Number of Employees: 40
1:3 ratio of sales to field support Engineers
Serving over 1,000 customers throughout Southern Maine
History
Founded in 1987, Cameron Office Products offers a full line of color copiers, printers and fax machines from Xerox, Konica Minolta, Muratec and Standard. We stand behind our office systems with the best sales force in the area and a team of highly trained technicians who provide fast, friendly installation, training and service. Our commitment to customer satisfaction is our #1 priority and we ensure your satisfaction with our comprehensive 9-point guarantee.

Cameron is active in the local community, sponsoring numerous events each year. We are a member of the Amesbury Alliance and other local Chamber of Commerce organizations. Cameron Office Products recently received a citation from the Town of Amesbury for our outstanding achievements in the business community.

Awards
Cameron Office Products has received many industry awards from:
- Konica Minolta
- Standard
- Global Imaging Systems
  - Best of the Best
  - Semper Fi
  - Outstanding Achievement
  - Above & Beyond
  - Administrator of the Year
- Several Chamber of Commerce Awards
  - Outstanding Community Business

Vendor Certifications
- Xerox
- Konica Minolta
- Standard
- Muratec
History
Capital Office Solutions (COS) was founded in 1976 and is the largest sales and service provider of document imaging solutions and digital office systems in the Metro Washington area. We partner with key industry leaders, such as Xerox, Kyocera and Hewlett Packard to bring superior technology to the market. When combined with our Printegration™ workflow assessment process, we assist companies of any size and in any industry in saving money and improving overall operations.

COS is committed to the Baltimore/Washington community and works with several philanthropic organizations including Grassroots, a local homeless shelter and crisis intervention center. Our employees volunteer their time and talent to coordinate donation activities and provide hands-on support.

Awards
- HR Chally World Class Sales Excellence Award
- Chairman's Award Winner as the Best Global Imaging Systems Company
- Winner of Office Products Magazine's Elite Dealer Award
- Recognized as the largest Office Products dealer by the Baltimore Business Journal
- Net Cert Gold Level Achievement Award for Networking Excellence

Vendor Certifications
A+, MAC certified, Adobe certified, MCSA, MCSE, MCP, FreeFlow, ScanFlowStore, Scan to PC Desktop, Ecopy, Xerox Production Color, Creo, EFI (Fiery), Micropress certified, Docushare certified, Konica, Canon and Kyocera certified
History
Carolina Office Systems (COS) dates back over 43 years serving the North and South Carolina areas. The name Carolina Office Systems was adopted in 2005 when Atlantic Business Systems, Kosi Office Systems, Office Furniture Concepts, Raleigh Typewriter Exchange and Copy Service and Supply joined forces to cover the technology needs of all Carolinians. Our influence stretches from the Triad, to the Blue Ridge Mountains through Charlotte to the Midlands down through the low country of South Carolina.

Today, COS is a Xerox company headed by its local managers and local associates making local decisions. COS’ mission still holds true today which is to provide office technology solutions, services, furniture and supplies that meet each customer’s specific needs and expectations.

Awards
- HR Chally World Class Sales Organization Award, 2006
- Founder’s Award (GIS), 2003
- President’s Award (GIS), 1998, 1999
- Konica Minolta Lion’s Share Award
- Konica Minolta Million Dollar Club
- Small Business of the Year

Vendor Certifications
- Xerox – Certified Trainer (hardware and software)
- Getting into Your Customer’s Head – Instructor Certification
- Technical team – service and sales analysts with MCSE, A+, Net+, Novell, XP, Fiery certifications as well as certified in various manufacturer’s hardware and software
- Authorized Dealers for: Konica Minolta, Kyocera and Muratec
- Various Panasonic certifications

Corporate Office
730 Salisbury Road
Statesville, NC 28677
800-332-3716
www.carolinaos.com

Main office is in Statesville with 5 branches in North Carolina and 2 branches in South Carolina

Total Number of Employees: 105

1:3 ratio of sales to field support

Serving over 7,500 customers and managing over 38 million images per month
Carr Business Systems
Company Profile

History
Carr Business Systems has been providing high quality service and customized office technology solutions to the New York area since 1937. From our humble beginnings as an adding machine and manual typewriter dealer, we have grown phenomenally. We have been voted among Office Dealer magazine’s “Elite” dealers.

Today Carr, A Xerox Company prides ourselves on being more than an equipment provider as we partner with clients to develop customized solutions to their office productivity needs keeping them up-to-date in the rapidly evolving world of office technology. Our goal is to be your one-stop source for the newest office equipment technology; technology that is backed by programs, systems designed to help your office operate more efficiently and, in turn, make your business more profitable.

Awards
- 2006 HR Chally’s World Class Sales Benchmark Award for customer focus

Vendor Certifications
- Full line of Xerox products
- Konica Minolta products
- Creo
- Fiery
- CDIA
- N+
- A+
- NCP

Company Facts

Corporate Office
130 Spagnoli Road
Melville, NY 11747-3502
800.720.CARR
www.carrxerox.com

Locations in Manhattan, and Long Island supporting our customers in the greater New York City area

Employee Average Tenure:
6 Years

Total Number of Employees: 240

1:1 ratio of sales to field support engineers

Serving over 17,000 customers
History
COTG is Chicago’s largest technology and services company specializing in workflow solutions and office systems. From document management to collaborative communication tools and multifunction systems, we provide the broadest portfolio of technology and services for companies of any size and in any industry. Founded as Distinctive Business Products (1982) and Column Office Equipment (1990); acquired by Global Imaging Systems in 1999 and named Chicago Office Technology Group; acquired Image Manufacturing in 2004 and CSC Office Automation in 2006.

COTG works with several philanthropic organizations including Children’s Memorial Hospital and The Super Jake Foundation, sponsoring several events per year including golf outings and phone-a-thons as well as donating to raffles and charity auctions.

Awards
- Elite Dealer Award (Office Dealer Publication), 2009
- Money Bags Award (GIS), 2008, 2009
- Print Management Award (GIS), 2007, 2008
- President’s Award (GIS), 2005
- HR Chally World Class Sales Organization Award, 2006
- Toshiba ProMasters Service Award
- Toshiba Midwest Dealer of the Year
- Toshiba Market Leadership Midwest Region Diamond Award

Vendor Certifications
Network+, A+, MAC certified, Adobe certified, MCSE, MCP, Novel, CDIA+, FreeFlow, ScanFlowStore, Scan to PC Desktop, eCOPY, Paris and NSI certified, SMART™ certified, Xerox Production Color, Toshiba Production Color, Creo, Prescribe, EFI, Splash, FreeFlow and Micropress certified
ComDoc is a document imaging solutions partner, providing products, services, training, support and solutions to businesses of all sizes. Simply put, we empower clients to control costs and increase efficiency by offering the equipment and expertise to PRINT responsibly. Headquartered in Akron, we serve thousands of business customers in northeast Ohio, Columbus, Dayton, Cincinnati, western Pennsylvania, New York and West Virginia.

ComDoc’s PRINT responsibly approach is a four-step process that helps to choose the products, services and solutions that reduce wasteful spending, redundancies and output.

LEARN: Through a free PRINT responsibly Assessment, ComDoc clients can find out what products, services and solutions add up to an ideal PRINT responsibly plan.

CHOOSE: Choose a strategic combination of products, services and solutions that are tailored to the client’s document management needs.

MANAGE: Monitor the plan in action using real time tracking tools; take note of gains in productivity and efficiency.

SHARE: Share data and resources with colleagues, demonstrate success and continue momentum.

Company Facts

Corporate Office
3458 Massillon Road
Uniontown, OH 44685
800-321-1009
www.comdoc.com

8 locations covering Ohio, Pennsylvania, New York and West Virginia

Employee Average Tenure:
5 Years

Total Number of Employees: 626

4:5 ratio of sales to field support engineers

Serving over 14,000 customers with over 27,000 devices
A Xerox Company

History
Founded in 1975, Conestoga Business Solutions is Central Pennsylvania's leader in state-of-the-art office equipment and solutions. We are a locally run company trusted by the region’s businesses for more than 40 years. Conestoga Business Solutions is a leading provider of copiers, printers, managed print services and document management solutions backed by some of the largest and most well-respected manufacturers in the industry, including Xerox, Hewlett Packard, RISO and KIP. During our history, Conestoga Business Solutions has grown steadily and continued to offer advanced technologies to our customers.

Over the past 40 years, Conestoga Business Solutions has continuously shown its commitment to customers by matching the best product with their customers’ needs. We partner with a variety of the industry's most respected technological companies to help reduce costs, increase productivity and provide solutions.

"Advanced Technology Proven Service”.

Community

At Conestoga Business Solutions, we feel that our community is a big part of our success. We believe that getting involved in our local associations and memberships allows us to be an integral part of our neighborhood. We realize that if our customers are part of the local presence....then we should be too.

We have partnered with our local Chambers of Commerce, as well as taken part in a program that promotes community-wide initiatives to improve our local economy by encouraging consumers and business decision makers to support local business when making any purchases.

Vendor Certifications
- Xerox service and support
- Xerox certified analysts
- Lanier service and support
- Konica Minolta service and support
- Hewlett Packard service provider
- Lexmark Service Provider
- EFI - Fiery certified
- Equitrac
- PaperCut

Company Facts

Corporate Office
220 Pitney Road
Lancaster, PA  17601
717.299.5626
infoct@conestogacopiers.com
www.conestogabusinesssolutions.com

Located in the heart of Lancaster County serving Central Pennsylvania

Average Employee Tenure: 17.4 Years
Total Number of Employees: 22
1:2 ratio of sales to field service technicians
Serving over 2,000 customers across Central Pennsylvania

Founded in 1975
Connecticut Business Systems
Company Profile

History
Connecticut Business Systems (CBS) is an expert in developing customized office productivity solutions that save you money. Our solutions are backed by a staff of highly trained technicians who provide fast, friendly installation, training and service. Our success is the result of a focused sales team, excellent customer service and top of the line solutions from Xerox, Konica, KIP and Hewlett Packard.

CBS is a subsidiary of Global Imaging Systems, a nationwide provider of office imaging solutions. Global provides CBS with the resources of a national operation, while allowing CBS to remain locally managed, locally accountable and locally trusted for our commitment to unconditional customer satisfaction.

Awards
- 2006 HR Chally World-Class Sales Benchmark Award
- Gold Medal - Top Office Equipment Vendor to CT law firms
- Four-time winner of GIS Sempre Fi Award
- 2006 Office Dealer Best and Brightest / 2002 Elite Dealer
- Konica – Outstanding Achievement Award
- 2007 CIT – Platinum Award
- US Bank – 2007 Gold Award, 2008 Diamond Award

Vendor Certifications
- Scan to PC Desktop, ScanFlowStore, DocuShare, Secure Access, Equitrac, eCopy, Smart Document Travel, KOFAX, OMTOOL, Check21, SmartSearch, FortisO, age Xchange, Datamerce, XMPie, Print Shop Mail, Planet Press, MCSE, A+, NET+, CNE
- Fax: Open Test, BisCom, Back File Conversion Services, FreeForm
- Hardware: Xerox, Konica Minolta, Ricoh and HP; Audio Visual: SMART, Epson, Hitachi, NEC, Polycom Videoconferencing, JBL Speakers, DA-Lite Screen

Company Facts
Corporate Office
100 Great Meadow Road, 3rd Floor
Wethersfield, CT 06109
800.842.0009
www.cbs-gisx.com

8 office locations throughout Connecticut servicing Westchester, Rockland and Putnam Counties in NY, the entire state of Connecticut and Western Massachusetts

Employee Average Tenure: 7 Years

Total Number of Employees: 300

1:1 ratio of sales to field support

Serving over 14,000 customers across Southwestern NY, Connecticut and Western MA
History
Conway Office Products (COP) is the largest technology and solutions company servicing New Hampshire and the Greater Boston area. For more than 30 years, businesses of all sizes have trusted COP to supply the very best in workflow solutions, managed print services and office systems. Founded 1976, the company was built on three guiding principles:

- Sell the BEST Products
- Provide GREAT Service and
- ALWAYS be Honest

This philosophy helped develop COP to become one of the most trusted businesses in the region and the premier provider of Xerox, Konica Minolta, Hewlett Packard and Muratec products and solutions.

Awards
- HR Chally World Class Sales Organization Award, 2006
- Semper Fi Award (GIS), 2003
- Money Bags Award (GIS), 8 times in the past 10 years
- Chairman’s Award (GIS), 1996

Vendor Certifications
Network+, A+, MAC certified, Adobe certified, MCSE, CNA, Novel, CDIA+, FreeFlow, ScanFlowStore, Scan to PC Desktop, eCOPY, Xerox production color, Xerox production monochrome, Xerox, Konica Minolta, Muratec, Creo, EFI, Splash and MicroPress certified

Company Facts
Corporate Office
10 Capitol Street
Nashua, NH 03063
1-800-343-7777
www.conwayoffice.com

3 locations serving Eastern Massachusetts and New Hampshire; headquartered in Nashua, New Hampshire

Employee Average Tenure: 15 Years

Total Number of Employees: 125

1:2 ratio of sales to field support engineers

Serving over 10,000 customers across Eastern Massachusetts and New Hampshire
CopyCo Office Solutions
Company Profile

A Xerox Company

History

CopyCo is a local Xerox dealer based in Indianapolis and is committed to selling and serving organizations throughout Indiana and the surrounding states. Since 1974, CopyCo has been providing high quality document technology and support solutions designed to fit any budget.

Our success has been built on unparalleled customer service and is determined by our ability to meet your needs in an ever-changing office environment. When you call us, you will receive personal attention from a person, not a recording. Our management team is visible and available to handle every situation that may arise. Your account executive is committed to earning your trust and then exceeding your expectations.

Awards

- HR Chally World Class Sales Organization Award, 2006
- Indiana Business Journal, Fastest Growing Company Award
- Semper Fi Award (GIS), 2009

Vendor Certifications

We have factory trained technicians for Xerox, Gestetner and Canon products

Company Facts

Corporate Office
2920-C Fortune Circle West
Indianapolis, IN 46241
800-284-9667
www.copyco.org

3 locations serving Indiana and the surrounding states

Employee Average Tenure:
7 Years

Total Number of Employees: 54

1:2.5 ratio of sales to field support engineers

Serving over 3,000 customers
History

Copytronix (CTX) has been providing technology solutions to the Oregon and SW Washington community since 1965. From document management to multifunctional systems, we provide the broadest portfolio of technology and services for companies of any size and industry. Headquartered in Portland, OR, CTX also has offices in Salem, Corvallis, and Eugene as well as Vancouver, WA.

CTX is a strong supporter of our local community including the Broadway Rose Theatre, Tigard/Tualatin Little League, Tigard/Tualatin School District as well as a variety of other local non profits.

Awards
- Founder’s Award (GIS), 2008
- US Bank Gold Award for Top Performing Customer, 2008
- HR Chally World Class Sales Organization Award, 2006
- President’s Award (GIS), 2003

Vendor Certifications
Certified in all the major manufacturers we support
History
For over 20 years, Dahill has provided superior document management hardware and software solutions to businesses throughout Texas. Headquartered in San Antonio, Dahill represents two of the industry’s leading document imaging companies, Xerox and Sharp.

Whether you have locations nationwide or just a local facility, the resources of Xerox combined with our local capabilities and leadership enables Dahill to be your single source for every facet of document imaging.

Awards
- Sharp Hyakuman Kai Elite Award, past 9 years
- HR Chally World Class Sales Organization Award, 2006
- Money Bags Award (GIS), 2006
- Seper Fi Award (GIS), 2004
- National Color Dealer of the Year, 2004
- Chairman’s Award (GIS), 2002, 2003
- President’s Award (GIS), 2000
- San Antonio Business Journal’s Award for Largest Machine Dealer
- Multiple Sclerosis Society of South Texas Top Fundraiser

Vendor Certifications
- Certified in every major manufacturer we support
History
For over 20 years, Denitech has provided superior document management hardware and software solutions to businesses throughout the Dallas-Ft. Worth Metroplex. Denitech represents two of the industry’s leading document imaging companies, Xerox and Sharp.

Whether you have locations nationwide or a local facility, the resources of Xerox and Sharp combined with Denitech’s local capabilities and local marketplace leadership enables us to be your single source for every facet of your document imaging needs. Denitech’s proven leadership is your assurance of powerful results.

Awards
• HR Chally World Class Sales Organization Award, 2006
• Sharp Hyakuman Kai Outstanding Sales Achievement Award
• Better Business Bureau Member
• Greater Dallas Chamber Member

Vendor Certifications
• Our support team is certified by the manufacturer (Xerox, Sharp, Konica Minolta, Kyocera, KIP and Hewlett Packard) on all models we sell and support
• Microsoft MCP and MCSA

Company Facts
Corporate Office
820 West Sandy Lake Road
Coppell, TX 75019
972-831-2000
www.denitech.com

Denitech has locations in Coppell and Fort Worth, Texas and supports the DFW Metroplex

Employee Average Tenure: 4 Years

Total Number of Employees: 130

1:1 ratio of sales to field support

Serving over 6,500 customers across the DFW Metroplex
History
Founded in 1975, Eastern is Upstate New York’s leader in state-of-the-art office equipment and service. Headquartered in Syracuse, with offices in Albany, Buffalo, Ithaca, Vestal, Rochester and Utica, we are a locally run company trusted by the region’s businesses for more than 30 years. Eastern sells, services and leases a wide variety of award-winning office equipment backed by some of the largest and most well-respected manufacturers in the industry, including Xerox, Konica Minolta, Hewlett Packard and Muratec.

We are the largest authorized dealer in the region and have won numerous manufacturer awards for our achievements. Our diverse vendor product lines allow us to carefully match our customers’ needs with the right equipment for the way they work.

Awards
• Konica Minolta Million Dollar Circle member since 1988
• HR Chally World Class Sales Organization Award, 2006
• Founder’s Award (GIS), 2004
• Top 5 Konica Minolta Dealer in the U.S.
• Konica Minolta Lion’s Share Award

Vendor Certifications
• Xerox, Hewlett Packard and Muratec certified
• Kyocera Printer Line certified
• Microsoft/MCP certifications
• Novell/Network Administrator certifications
• COMPTIA/A+,NET+ certifications

Company Facts
Corporate Office
1224 West Genesee St.
Syracuse, NY 13204
800-836-2505
www.easterncopy.com

7 branch sales offices providing sales and service coverage for all of Upstate New York

Employee Average Tenure:
8 Years

Total Number of Employees: 145

1:10 ratio of sales to field support engineers

Serving over 12,000 customers across Upstate New York
Elan Office Systems
Company Profile

History
Elan Office Systems was founded in 2004, making our mark with a team of experienced professionals with many years of tenure in the office equipment business. The goal of Elan, from day one, was to remove the red tape from the sales and service process and give customers a great partner that makes doing business easy. Elan has experienced consistent growth, year-over-year, and established ourselves as the go-to-company for the casino and hospitality industry, as well as the education and non-profit sectors.

Community
Elan Office Systems strives to be a great community partner and gives back in various ways. One way is by providing non-profit organizations with innovative technology that is also cost effective. We work with each organization to help them minimize their spend - yet maximize their functionality. We also support the organizations by becoming involved in their local activities and by sharing their missions with our large customer base.

Awards

Vendor Certifications
- Xerox
- Samsung
- KIP
- eCopy
- Laserfiche

Company Facts

Corporate Office
4675 W. Teco Ave. Suite 140
Las Vegas, NV 89118
702-515-0300
www.elanoffice.com

Serving Southern Nevada and the Greater Southwest

Average Manager Tenure:
10 Years

Average Employee Tenure:
5 Years

1:2 Ratio of sales to field support engineers

Southern Nevada’s most innovative leader in technology services

Elan \ alan \ n : vigor, spirit, or enthusiasm typically revealed by assurance of manner, brilliance of performance, or liveliness of imagination.
Electronic Systems
Company Profile

History
Electronic Systems (ESI) has been one step ahead of technology since 1980, continually building a solid reputation founded on standards of diverse product offerings, partnerships with top manufacturers and the expertise of ESI employees. We provide businesses with complete, customized technology solutions from network integration to digital multifunction copiers to printer service and supplies and mailing systems. We are armed with the knowledge and skills to manage your technology - so you can manage your business.

Awards
- Semper Fi Award (GIS), 2006, 2007
- HR Chally World Class Sales Organization Award, 2006
- Chairman’s Award (GIS), 2005
- President’s Award (GIS), 2002
- Cisco Channel Customer Satisfaction Excellence Award
- HP Premier Authorized Partner
- Hampton Roads Technology Council Gold Member
- VAR Business 500

Vendor Certifications
- Xerox
- Hewlett Packard Platinum Business Partner
- Cisco Gold Partner
- Riso Platinum Business Partner
- Hasler Gold Partner
- Barracuda Platinum Business Partner
- Microsoft Gold Partner
- Symantec Gold Partner
- APC Silver Partner
- Novell Gold
- Hewlett Packard/Microsoft Frontline Partner

Company Facts

Corporate Office
369 Edwin Drive
Virginia Beach, VA 23462
800-653-6306
www.esi.net

9 locations serving Virginia:
Virginia Beach, Hampton, Richmond, Roanoke, Lynchburg as well as D.C. Metro, Columbia, Maryland and Elizabeth City, North Carolina

Employee Average Tenure: 8 Years

Total Number of Employees: 450

Serving over 7,000 customers across Virginia
Georgia Duplicating Products
Company Profile

History

Georgia Duplicating Products began in 1977 as an office equipment company serving middle Georgia. In 1997, Georgia Duplicating expanded to the Atlanta metro area, and now is the premier supplier of digital imaging products for most of the state.

We offer unsurpassed service to all of our clients as well as full document technology. We serve as a partner to over 9,000 customers in Georgia, solving today’s problems and seizing tomorrow’s opportunities from document management to printing to scanning and beyond.

As a partner, we move at the speed of your business, serving your customers and working together with you towards your goals.

Vendor Certifications
- Xerox
- Canon
- Kyocera Mita
- HP
- eCopy
- Docuware

Company Facts

Corporate Office
1180 Eisenhower Parkway
Macon, GA 31206
www.gadup.com

Branch Office
5675-E Oakbrook Parkway
Norcross, GA 30093
770-248-1020

Employee Average Tenure: 10 Years

Total Number of Employees: 82

1:2 ratio of sales to field support engineers

Serving over 9,000 customers in North & Middle Georgia
imageQUEST was founded in 1996 with a primary focus on solution based selling. Within 2 years, the company built a sizable customer base and in 1998 began to offer multiple product lines. It was not long before imageQUEST further expanded business relationships throughout the area and by 2004, became the largest independent copier dealer in Kansas with locations in Kansas City, Salina and Wichita.

In 2007 imageQUEST became a partner of Global Imaging/Xerox.

imageQUEST is active in the community offering sponsorships for various local organizations including, but not limited to: Heartspring, Catholic Charities, Kansas Humane Society, Wichita State University Athletics, Kansas City Royals, National Junior College Athletic Association (NJCAA), Wichita Children’s Home, Boy Scouts of America – Quivera Council, and East Wichita Rotary Club.

Awards
- HR Chally World Class Sales Organization Award, 2006
- Elite Dealer Award (Office Dealer publication)

Vendor Certifications
- Xerox service and support
- Xerox certified analysts
- KIP service provider
- Hewlett Packard service provider
- Lexmark service provider
- Dell service provider
- A+, Net+, MCSE certified technicians
- DocuShare certified
- EFI certified
- 360 certification

Company Facts

Corporate Office
11021 E. 26th St. N
Wichita, KS 67226
877-686-3161
www.imagequestks.com

imageQUEST operates with 3 offices in Wichita, Lenexa and Salina, Kansas and provides sales and service coverage for Central and Northeastern Kansas as well as Northwestern Missouri

Combined Employee Tenure: 150+ Years
Total Number of Employees: 50+
1:1 ratio of sales to field support
Serving over 2,500 customers
ImageTech
Company Profile

History
ImageTech was founded in 1995 by industry experts who believe that providing high quality digital document solutions supported by a top rated service department and professional support staff, would capture market share. In combination with our commitment to total customer satisfaction, we sell and service an extensive line of Xerox products and solutions, making ImageTech the document company of choice in Massachusetts and Rhode Island.

In a continuing effort to be involved in the community in which we operate, ImageTech contributes both financially and in the form of time to several organizations in the New England area including Handi Kids, The Cam Neely Foundation and Easter Seals.

Awards
- Print Management Award (GIS), 2008
- HR Chally World Class Sales Organization Award, 2006
- Elite Dealer Award (Office Dealer Publication)
- Tech Citizenship Award – Mass High Tech

Vendor Certifications
- A+ / Net+
- MCSE
- eCopy
- Equitrac
- EFI – Fiery
- Creo
- Ricoh multifunction devices
- Xerox multifunction devices
- Xerox digital press & wide format systems
- Hewlett Packard printers
- Kyocera printer certified

Company Facts
Corporate Office
70 Shawmut Road
Canton, MA 02021
781-830-9911
www.goimagetech.com

3 locations serving Central Massachusetts and Rhode Island

Employee Average Tenure:
5 Years

Total Number of Employees: 50

1.5:1 ratio of sales to field support

Serving over 2,000 customers across the Greater Boston area and Rhode Island
History
Imagetek is a locally operated, full service document technology provider, serving the Dallas/Fort Worth Metroplex and surrounding areas since 1993. At Imagetek, we truly understand that our local operations and management give us greater flexibility in responding to our customers’ individual needs. With Imagetek’s corporate offices, sales offices, service facility, dispatch center, parts depot, and warehouse all being strategically located between Dallas and Fort Worth, we are able to meet the servicing needs of our customer base better than anyone else. At Imagetek, customer satisfaction is paramount and the ultimate driver for our organization.

With a Vision to be the undisputed leader of document solutions and services in the markets we serve, our core Mission is to build long-term valued partnerships with our clients by providing exceptional service, quality technology solutions, and unparalleled customer support. As a proven solutions partner, Imagetek takes a consultative approach to deliver customized programs that guarantee results. Having been a leader in document technology and services for nearly 25 years, we are agile enough to meet the challenges of today’s changing business environment.

Community
Imagetek’s employees and management firmly believe in giving back to the local community where we live and work. Imagetek continues to proudly sponsor many worthwhile non-profit local organizations and events on an ongoing basis with both our time and resources. We also encourage our customers, solution partners, and families to participate in fundraising activities that benefit people living in the DFW Metroplex.

Awards & Recognition

- PROs Elite 100 Premier Office Technology Provider
- Xerox Platinum Award of Excellence
- Kyocera Premier Dealer
- Kyocera Total Document Solutions Certified Provider
- Lexmark Authorized Business Solutions Dealer
Inland Business Systems
Company Profile

History

Inland Business Systems sells and services office products from Xerox, Sharp and Hewlett Packard throughout El Dorado, Napa, Nevada, Marin, Placer, Sacramento, Solano, Sonoma and Yolo counties. We also sell and service Xerox and Konica Minolta products throughout Butte, Yuba, Colusa, Sutter, Tehama, Shasta, Lassen, Glenn and Plumas counties. We offer a complete line of digital copiers, fax machines, MFPs and printers in black and white or color. We offer the most comprehensive line of products of any vendor in the Northern California area.

Inland also supports a complete suite of document management and document security software programs that are essential and affordable for businesses of any size.

Awards

Inland has been recognized nationally for outstanding sales and service records. Year after year, we receive manufacturer awards for superior service and dealership performance.

Vendor Certifications

- Xerox
- Hewlett Packard
- Ricoh
- Konica Minolta
- Kyocera
- Docuware

Company Facts

Corporate Office
1500 North Market Blvd.
Sacramento, CA 95834
1-800-609-8318
www.igoinland.com

Serving Central and Northern California

Total Number of Employees: 130

1:2.5 ratio of sales to field support engineers

Serving over 9,000 customers
History
Kelley Office Systems is Vermont’s leader in state-of-the-art office equipment and service. Headquartered in South Burlington, we are a locally managed company trusted by Vermont businesses for more than 18 years. We partner with clients to develop customized solutions to fit their document distribution, output and storage needs.

We keep organizations up-to-date in the rapidly evolving world of office technology and are authorized to sell and service the full line of Xerox, Konica Minolta and Hewlett Packard products.

Awards
• HR Chally World Class Sales Organization Award, 2006

Vendor Certifications
• Microsoft/MCP
• Novell/Network Administrator
• COMPTIA/A+ and NET+
• Xerox, Konica Minolta, Muratec, Hewlett Packard and Kyocera certified – full product lines

Company Facts
Corporate Office
5 Green Tree Drive
South Burlington, VT 05403
800-300-3858
www.kelleyofficesystems.com

Sales and service coverage for all of Vermont

Total Number of Employees: 10

Serving over 500 customers across Vermont
Lewan Technology
Company Profile

History

Lewan started in 1972 as a calculator company and now operates as a regional provider of best-of-breed digital imaging products, enterprise-class computing and storage systems, VoIP and unified communications products. We serve as a partner to over 85,000 customers in Colorado, New Mexico and Wyoming, solving today’s problems and seizing tomorrow’s opportunities from data to phones and documents. As a partner, we move at the speed of your business, serving your customers and working toward your goals.

At Lewan, we manage your technology so you can manage your business.

Vendor Certifications

- Xerox
- HP
- KIP
- Cisco – Gold Certified
- VMWare – Premier Partner
- Nimble Storage
- Net App
- Citrix
- Commvault

Company Facts

Corporate Office
1400 South Colorado Blvd.
Denver, CO 80222
888-lewan11
www.lewan.com

10 locations throughout Colorado, New Mexico and Wyoming

Employee Average Tenure: 9.5 Years

Total Number of Employees: 380

1:2 ratio of sales to field service & support engineers
History
Lucas Business Systems has been delivering results for businesses in California’s Central Valley since 1904. These results are tailored to meet the needs of our customers from the small office to the large multi-user organization. We provide your office with advanced document imaging and management solutions which seamlessly interface with your existing computer network systems.

Awards
- Konica Minolta’s Pro-Tech Service Center Award, 2005 – 2008
- US Bank Gold Award, 2007
- Founder’s Award (GISX), 2006
- Service Manager of the Year Award (GISX), 2006

Vendor Certifications
- Xerox Certified Trainer
- Westbrook
- Konica Minolta production line

Company Facts
Corporate Office
524 Kansas Avenue
Modesto, CA 95351
209-529-3610
www.lucassystems.com

2 locations serving Stanislaus, Tuolumne, San Joaquin and Merced counties

Employee Average Tenure:
7.5 Years

Total Number of Employees: 88

1:1 ratio of sales to field support engineers

Serving thousands of customers in the Central Valley
Marbaugh Reprographics
Company Profile

History
Marbaugh Reprographics is Central Indiana’s choice for complete reprographics services. From wide format printing and scanning systems to reproduction of printed materials and document management services, we offer a full-service solution for architectural, engineering and construction companies.

Founded in 2000 by professionals who collectively bring over a century of industry experience to the company; acquired by Global Imaging Systems in 2007.

Awards
- HR Chally World Class Sales Organization Award, 2006
- Deitzgen Vendor of the Year, 2005

Vendor Certifications
- Xerox Wide Format Systems Analyst
- Xerox Field Service Technician 6204/6279/721
- CDIA+
- Microsoft A+

Company Facts
Corporate Office
801 North Capitol Avenue
Indianapolis, IN 46204
877-297-1002
www.marbaugh.com

Located in the heart of downtown Indianapolis serving Central Indiana

Employee Average Tenure: 5 Years

Total Number of Employees: 15

2:1 ratio of sales to field support engineers

Serving over 250 customers
Martin Whalen Office Solutions
Company Profile

History
Martin Whalen has been providing business technology to businesses since 1936. Originally founded as a Royal Typewriter dealership in Joliet IL, Martin Whalen has expanded to service the document technology needs of over 4,000 satisfied customers throughout Chicago’s southern and western suburbs.

Martin Whalen’s employees are guided by the company’s Core Values:

• We take excellent care of our customers
• We honor our commitments
• We hold ourselves and each other accountable
• We operate ethically
• We are respectful of others
• We have positive attitudes

Martin Whalen supports numerous charitable organizations and foundations and has been recognized for its commitment to making the local business community a better place.

Awards
• Elite Dealer Award (Office Dealer Publication), 3 time winner
• Canon Golden Eagle Award, 12 time winner
• Lexmark Top Performer Award, 2010 & 2011
• Kankakee County Recycler of the Year, 2010
• Joliet Region Chamber of Commerce Business of the Year, 2010

Vendor Certifications
• Xerox
• Canon
• Hewlett Packard
• Lexmark

Company Facts
Corporate Office
148 N. Kinzie Ave.
Bradley, IL 60915
815-933-3358
www.mwos.com

Locations in Bradley, Tinley Park and Channahon, IL providing service to clients in Cook, Will, Kankakee, Iroquois, Grundy and DuPage counties.

Total number of employees: 75
Serving over 4,000 customers.
History
For over 50 years, Michigan Office Systems (MOS) has focused our business on designing solutions to meet the demands of the changing office environment. We customize solutions to improve the productivity and profitability of our customers and define and implement document management strategies to increase operational efficiency.

Over the years, MOS has partnered with Star 105.7 FM, a popular at-work West Michigan radio station and The Helen DeVos Children’s Hospital in Grand Rapids. We have matched over $75,000 in radio marathon donations as a way to say “thank you” to thousands of Michigan businesses that have supported us over the last 50 years.

Awards
- Semper Fi Award (GIS), 2009
- Department of Defense Employer Support Freedom Award, 2009
- Founder’s Award (GIS), 2008
- Best of Kalamazoo Award, 2008
- Employers in Support of the Guard and Reserve, 2008
- HR Chally World Class Sales Organization Award, 2006

Vendor Certifications
- A+, CNA, MCP, NET+, MCSA, CNE5, CNE4 and CNE3
History
Since 1956, MBM has been the leading business solutions resource in Northeast Wisconsin.

It is our goal to provide cutting edge technology and unrivaled expertise to businesses of all sizes. With our knowledge, we can help you streamline processes, operate more efficiently, and improve your bottom line.

At MBM, we take our job of providing excellent products and services very seriously. Because of this commitment, we have been recognized by many of our partners and ranked at the top of the office equipment dealer community. MBM has been the recipient of numerous awards and honors reflecting our pursuit of excellence.

Awards
- 2008: Westbrook Technologies Inc. Top New Dealer Award
- 1995-Present: Microsoft Gold Certified Solutions Provider
- 1994 – 2010 Canon “Top Dealer” Award

Vendor Certifications
- Network+
- A+
- MCP
- MCSE
- Westbrook QFP
- CDIA+
- Canon Production Systems

Company Facts
Corporate Office
620 North Lyndale Drive
Appleton, WI 54914
920.739.4326
www.mbm-idt.com

Employee average tenure: 10.4 years

Total number of employees: 93

1:2.6 ratio of sales to field support

Serving over 2800 customers and 12,000 devices
History
MRC was founded in January 1994 and has employees in San Diego, Orange County, Los Angeles, Silicon Valley, Emeryville, Livermore and the San Francisco Bay Area.

Known for having a strong Management team that focuses on “taking care of the customer” and being involved in the community, MRC’s sales force is trained to take a consultative approach by conducting fact based assessments. We provide truly integrated work flow solutions that combine software, traditional MFP equipment, IT service integration and even desktop printer support into one package.

As a top provider of Document Management Solutions and Managed Print Services, MRC is dedicated to maintaining its consistent #1 rating in Customer Satisfaction.

Community
MRC is big on volunteer work and is actively involved with Father Joe’s Saint Vincent de Paul Village but also reaches out to many other nonprofit churches, community centers, shelters and even missions overseas.

Awards
- National Innovative Customer Retention Award (imageSource Magazine), 2009
- National Dealer of the Year Award (Xerox), 1994-2009, 15 straight years
- Platinum Reseller Award (Xerox), 2006-2008
- Most Admired CEO Award (SDBJ), 2009
Northeast Copier Systems
Company Profile

History
Northeast Copier Systems (NCS) is a leader in state-of-the-art office equipment and service programs. We sell and service Xerox and Konica Minolta multifunction devices and Muratec facsimile machines. Headquartered Milford, Massachusetts we pride ourselves on being a local, family-run company trusted by the region’s businesses for more than 20 years.

Awards
- Konica Minolta Million Dollar Club, member since 1994
- HR Chally World Class Sales Organization Award, 2006
- Konica Minolta Lion Share Award
- Konica Minolta Outstanding Growth Dealer Award
- Konica Minolta 100% of Quota Award

Vendor Certifications
- Xerox Certified Analysts
- Xerox, Konica Minolta and Muratec certified
- All service technicians are certified in computer networking

Company Facts
Corporate Office
23 Birch Street
Milford, MA 01757
800-588-3530
www.northeastcopiersystems.com

Serving Central and Eastern Massachusetts

Employee Average Tenure:
8 Years

Total Number of Employees: 30

1:1 ratio of sales to field support

Serving over 2,500 customers in the Great Metrowest area
OneSOURCE Managed Services was founded in 1981 and has received recognition nationally as one of America’s elite dealers. OneSOURCE was one of the first dealers in the country to adopt managed print and has been considered an MPS specialist for more than 10 years. The dealership differentiates itself from competitors thanks to its service excellence. OneSOURCE exceeds expectations in comparison to its peers in BEI Services and Hanson-Hey service-related matrices. OneSOURCE implements sales territories based on the MIF model, incorporating strategically proven processes and methods, combined with a high level of accountability, to bring more consistency and success to the sales process.

OneSOURCE joined the Global Imaging/Xerox family in 2013.

OneSOURCE is active in the community offering sponsorships for various local organizations including, but not limited to: A Chance to Change Foundation, United Way of Central Oklahoma, Fine Arts Institute of Edmond, Jim Thorpe Association and Rehabilitation Hospital, Rotary Club of Edmond, Oklahoma City and Edmond Area Chambers of Commerce, Leadership Edmond, Oklahoma League for the Blind and Fellowship of Christian Athletes

Awards
- Elite Dealer (dealer publication)
- Dealer of Distinction (leasing company)
- Prestige Partner (leasing company)
- Elite Dealer (manufacturer)
- Vendor of the Year (major account client)
- HP Managed Print Advanced Specialist

Vendor Certifications
- ProTech Certified Konica Minolta
- Microsoft Certified Professional MCSE, MCSA, MCP
- SSD approved Kyocera
- Service Solutions Dealer

Company Facts

Corporate Office
33 N. Meridian Ave
Oklahoma City, OK 73107
800.886.6674
www.youronesource.com

OneSOURCE operates with four offices in Oklahoma City, Tulsa, Muskogee and Enid and provides sales and service coverage in Oklahoma and Texas.

Combined Employee Tenure: Over 500 Years

Total Number of Employees: 60

Field support to sales ratio: 1:1

Customers served: 3,000
History
Founded in 1999, Premier Office Equipment has provided our clients with superior office technology and exceptional customer service through local people. With three locations to serve our clients, we are one of the largest resources to provide high end document solutions in Iowa. Premier represents two of the industry’s leading document imaging companies, Xerox and Sharp.

Serving over 2500 clients in Iowa, we have a wide spectrum of offerings and experience. Whether our clients are looking to benefit from our full suite of Managed Print Services (Print Smart) or are simply looking for a new multi-functional device, we have the capabilities and resources to help. With our “client for life” program, Premier is dedicated to maintaining our consistent #1 rating in customer satisfaction.

Awards
- Sharp Hyakuman Kai Dealer Standard
- United Way Chairman’s Award

Vendor Certifications
- Xerox Certified Technicians
- Sharp Certified Technicians
- Canon Certified Technicians
- Hewlett-Packard Certified Technicians
- Certified Analyst Support Team
- Kyocera Printer Certified
- A+ Trained Analyst
- MCSE Trained Analyst
- CCNA Trained Analyst

Company Facts
Corporate Office
1510 East Olive Street
Marshalltown, IA 50158
888.569.1257
www.premierofficeequipment.com

3 Locations Serving Iowa
Marshalltown/Des Moines/Fort Madison

Employee Average Tenure: 12.2 Years
Combined Office Equipment Experience: 403 Years
Total Number of Employees: 33
1:2 Ratio of Sales to Service Representatives
Average Service Employee Tenure: 13.5 Years
Average Sales Employee Tenure: 18.1 Years
Quality Business Systems
Company Profile

History
QBSI is one of Washington’s leaders in state-of-the-art office equipment and customer service. Located in Washington, with offices in Redmond and Auburn, we are a locally run company trusted by the region’s businesses since 1977.

As our clients know, we are much more than an equipment provider; we partner with clients to develop customized solutions to their office productivity needs and keep them up-to-date in the rapidly evolving world of office technology. Our products are backed by a staff of highly trained technicians who provide fast, friendly installation, training and service.

Awards
- Awarded PostNet Partner of the Year, 1995 & 2008
- HR Chally World Class Sales Organization Award, 2006
- Top Service Department Award (GIS) 1999 & 2005
- Semper Fi Award (GIS), 2005
- President’s Award (GIS), 2003
- Chairman’s Award (GIS), 1999, 2000
- Konica Minolta $5 Million Dollar Circle member

Vendor Certifications
- Network Analyst CDIA / Net+ / A+ certified, MCSE
- Factory trained and certified technicians for Xerox, Konica-Minolta, HP and Kyocera
- Xerox certified Sales and Service Trainers
- FreeFlow, ScanFlowStore, Scan to PC Desktop, eCopy, Smart Certified, Xerox Production Color and B&W, Konica Production Color and B&W, Creo, Prescribe, EFI, Splash, DocuWare, DocuShare, Xmpie

Company Facts

Corporate Office
6812 185th Avenue NE
Redmond, WA 98052
800-831-5858
www.qbsi-xerox.com

Locations in Redmond and Auburn serving Western Washington and the greater Puget Sound area

Employee Average Tenure:
8 Years

Total Number of Employees: 106
A Xerox Company

**History**
Now in our third decade of growth, RK Dixon has become a leading provider of copiers, printers, managed print services, IT solutions and pure water drinking systems in each of the business communities it serves. During our history, RK Dixon has grown steadily and continued to offer advanced technologies to our customers.

Throughout the years, we have expanded our business by adding several new product lines and negotiated three successful corporate acquisitions, increasing our market to seven locations in Iowa and Illinois.

Over the past 29 years, RK Dixon has continuously shown its commitment to customers by matching the best product with their customers’ needs. We partner with a variety of the industry's most respected technological companies to help reduce costs and provide solutions ensuring that "Everything Just Runs Better".

**Community**
Since 2006, RK Dixon has held seven Make My Non-Profit Run Better contests giving away over $250,000 worth of office technology makeovers to deserving non-profit organizations. Oftentimes, non-profit organizations do not have a sufficient allocated budget for office technology, so RK Dixon’s Make My Non-Profit Run Better contest is our way of showing our appreciation for these organizations that give so much to our communities by helping them refresh their copiers, printers and networks.

RK Dixon has been sponsoring a United Way campaign for over 20 years and is proud to be recognized as a Top 50 company in the Quad Cities.

**Vendor Certifications**
Microsoft Certified Professional (MCPe)
Microsoft Certified IT Professional (MCITP)
Cisco Certified Network Associate (CCNA)
Cisco Certified Network Associate - Voice (CCNA-Voice)
Cisco Certified Network Associate – Wireless (CCNA-Wireless)
Cisco Certified Design Associate (CCDA)
Cisco Certified Network Professional (CCNP)
Cisco Certified Network Professional – Voice (CCNP-Voice)
Cisco Sales Expert (CSE)
VMware Certified Professional (VCP)
VMware Technical Sales Professional (VTSP)
Project Management Professional (PMP)
Symantec Small Business Specialist
History
Saxon Business Systems has been Florida's office equipment dealer of choice for more than a quarter of a century. At Saxon, we combine office technology from Xerox, one of America's most admired brands with local decision making and local support to ensure our customers have the necessary tools to maintain their competitive edge, lower document workflow costs and grow their business.

When you chose to do business with Saxon, you chose a company that has been consistently recognized for excellence. You will be dealing with a company that has received the “Top Dealer in the Nation” award by Ricoh, a service department that has received numerous awards for excellence and a company that Xerox has trusted as their largest authorized dealer for copiers, printers and fax machines in Florida.

Awards
- Office Dealer Magazine’s “Top 100” Office Equipment Dealers in the U.S., 2008
- Largest Xerox Dealer in the State of Florida, 2008
- Elite Dealer Award – US Bank, 2008
- Preferred Vendor Award – De Lage Landen, 2008
- Gold Partner Award – US Express Leasing, 2008
- HR Chally World Class Sales Organization Award, 2006
- Top Dealer in the Nation (Ricoh), 2003

Vendor Certifications
- Xerox certified – full product line
- Hewlett Packard certified – full product line
- Microsoft Gold Certified Partner
- PlanetPress
- TrendMicro

Company Facts
Corporate Office
14025 NW 60th Avenue
Miami Lakes, FL 33014
877-OK-SAXON
www.saxon.net

5 Locations – Miami Lakes, Palm Beach, Orlando, Melbourne and Jacksonville

Employee Average Tenure:
10 Years

Total Number of Employees: 165

1:2 ratio of sales to field support engineers

Servicing over 16,000 customers across the entire East Coast of Florida
History
Sierra Office Solutions was founded in 1990 with the idea of providing the best products, service and local support for our Customers. We support many local charities and the University Of Nevada Athletics.

Because we are a local company and a contributing member of the community, we have an investment in our customers’ success. With Sierra Office Solutions customers get the personal attention they deserve.

Vendor Certifications
- Comp Tia A+
- MCSA
- Micropress
- EFI/Fiery
- Laserfiche
- VOS
- Xerox Docushare software
- Xerox, Konica Minolta, Kyocera and Ricoh certified
- Samsung telecom certification
- Allworks telecom certification

Company Facts
Corporate Office
4710 Longley Lane
Reno, NV 89502
888-820-2679
www.sierraoffice.com

4 locations in Reno, Las Vegas, Carson City and Elko

Employee Average Tenure:
9 Years

Total Number of Employees: 50

2:1 ratio of sales to field support engineers

Serving over 1,500 customers in the state of Nevada
SoCal Office Technologies
Company Profile

History
SoCal Office Technologies has been providing document technology and services to businesses in California since 1977. We have evolved into an industry leader, offering an innovative mix of products and services that have affected the way organizations manage their digital assets.

SoCal Office pioneered the PrinteGration™ Workflow Assessment to analyze the true operational costs associated with document creation, management, production, distribution and archival. Integrating our broad knowledge base with specific customer needs, we design and implement a new technology infrastructure that enhances workflow and makes your business more efficient and competitive, while saving you substantial amounts of money.

Awards
- US Bank Eagle Achievement Award, 2003-2008
- Southern California Edison Elite Supplier Award, 2008
- ImageSource Magazine cover story feature, 2006
- HR Chally World Class Sales Organization Award, 2006
- Sharp Hyakuman Kai Elite Dealer of the Year

Vendor Certifications
- Xerox Certified Trainers
- Sharp Elite Service Provider
- Konica Minolta Elite Service Provider
- Hewlett Packard Master Technicians
- EFI Fiery certification
- E-Copy Systems Engineers

Company Facts
Corporate Office
5700 Warland Drive
Cypress, CA 90630
800-769-2679
www.socal-office.com

6 locations covering Orange, Riverside, San Bernardino, San Diego, Los Angeles and San Fernando Valley counties

Employee Average Tenure: 7 Years

Total Number of Employees: 223

2:1 ratio of sales to field support

Serving over 15,000 customers across Southern California
Stewart Business Systems
Company Profile

History
Founded in 1959, Stewart Business Systems started as an authorized sales and service organization for one of America’s first copier manufacturers, APECO. Stewart’s growth accelerated in the following years and as a result of its success, in 1998 expanded the sales and service geography to include the entire state of New Jersey.

In October of 2004, Stewart was acquired by Global Imaging Systems. After the acquisition, the company continued to grow, acquiring Office Tech in 2005 and Copy Dynamics in 2006. Today Stewart is a Xerox company with a mission to combine world-class technology from Xerox, with local decision making and support to ensure customers have the very best resources available to reduce costs while maintaining their competitive edge.

Awards
- HR Chally World Class Sales Organization Award, 2006
- President’s Award (GIS), 2006
- Recognized as one of the Top 100 Elite Dealers in the U.S. by Office Dealer, 5 consecutive years

Vendor Certifications
- Microsoft Gold Partner
- eCopy certified
- MCSE
- CDIA+
- CompTIA, A+ and Net+
- Xerox, Konica Minolta and Kyocera certified – full product lines
- FMAudit certified

Company Facts
Corporate Office
105 Connecticut Drive
Burlington Township, NJ 08014
800-322-5584
www.stewartxerox.com

5 sales and service locations
Employee Average Tenure: 5 Years
Total Number of Employees: 150
1:1 ratio of sales to field support engineers

Serving over 3,000 customers across New Jersey, Philadelphia, Pennsylvania and Northern Delaware
Stewart of Alabama was founded as a copier sales and service dealer in 1981. We've seen a lot of changes, but one thing that's remained consistent is our commitment to being a good partner. We believe we're in the service business—not the sales business—and we've built our company on that foundation. That means you'll work with highly-trained employees, from technicians to executives that have been with us and in our industry for years. Their experience and knowledge will help your business perform efficiently. From our infrastructure to our attitude, we gear everything towards being your partner—for the long run. It's how we will continue doing business at Stewart of Alabama and it's our commitment to you.

Community

Stewart of Alabama is extremely active in the communities we service. Our company and employees are involved in supporting a variety of youth sports, charities, chambers of commerce, associations, schools, churches and most important, our fellow co-workers.

Awards

- Best in Business Award – 2008, Birmingham Business Journal

Company Facts

4000 Colonnade Parkway
Birmingham, AL 35243
205-969-3000
888-840-2700
www.stewartal.com

Average Manager Tenure: 20 years
Average Sales Tenure: 15 years
Average Service Tenure: 14 years
Total Number of Employees: 77
1:3 ratio of sales to service reps

Vendor/Certifications:
Net+, MCP, CDIA+, eCopy, EFI, Micropress, Xerox, HP, Lexmark, Toshiba, Canon, Oce
TML Copiers & Digital Solutions
Company Profile

History
TML Copiers & Digital Solutions (TML) has been connecting people in Northern Virginia with office technology and services since 1985. From document management to multifunction systems and production devices, we provide the broadest portfolio of technology and services for companies of any size and in any industry.

TML believes that contributing to our community is an important role for our organization. Being a good corporate neighbor means more than just financially contributing to our not-for-profit organizations, it also means lending our time, experience and expertise. Over 85% of TML’s employees are involved in community organizations.

Awards
- Chamber Business of the Year, 2010
- Founder’s Award (GIS), 2009
- Sharp Elite Dealer Award, 2006
- Elite Dealer Award (Office Dealer Publication), 2003, 2004, 2006
- HR Chally World Class Sales Organization Award, 2006

Vendor Certifications
- Xerox Certified Trainer and certified on full product line
- Sharp - 3T Sharp Certified Trainer, full line AR and MX series certified and full line business color certified
- Konica Minolta - full line business products certified including 8050 & C500 production models
- BTA’s ProTech certified, MCP, various Hewlett Packard certifications, various Lexmark certifications, KIP Wide Format certified and various Panasonic certifications

Company Facts
Corporate Office
9700 Capital Court, Suite 201
Manassas, VA 20110
703-330-1010
www.tmlcopiers.com

2 locations in Manassas and Winchester, Virginia

Employee Average Tenure: 8.3 Years

Total Number of Employees: 44

2:1 ratio of sales to field support

Serving over 3,230 customers in Northern Virginia
History
Transco Business Technologies (TBT) was founded in 1963 and functions today as New England’s largest distributor of office products and document management solutions. TBT joined the Global Imaging Systems family in 2003 yet remains a locally-focused Maine business and a trusted partner of Maine’s business community. TBT is known in the area for superior commitment to our customers and support of our local communities.

Awards
- Multi-year winner of Global Imaging’s Exceeding Business Plan Award
- Global Imaging’s Best Total “Carpe Clicks” Program Execution 2007
- Konica Minolta ‘One Million Dollar Circle’ Award
- Konica Minolta ‘100% Revenue Quota Achievement’ Award
- HR Chally Award 2006

Vendor Certifications
- Authorized to sell and service the full line of Xerox printer and multifunction equipment, as well as Xerox software, middleware and front-end solutions, including Xerox ScanFlowStore, DocuShare and Scan to PC Desktop
- Xerox production color & light production monochrome, driven by Xerox, EFI or Creo servers
- Konica Minolta product line, including production color and monochrome

Company Facts

Corporate Office
34 Leighton Road
Augusta, ME 04330
800-322-0003
www.transcobusiness.com

Locations in Augusta and Bangor, Maine

Employee Average Tenure: 15 Years

Total Number of Employees: 45

1:3 ratio of sales to field support engineers

Serving well over 1,500 customers across Central and Northern Maine
Zeno Office Solutions
Company Profile

A Xerox Company

History

ZENO Office Solutions, Inc. founded in 1996 has been a premier consultant of document management solutions through the precise selection of hardware, software and integrated services to meet any enterprise wide document workflow need. We develop and deliver comprehensive customer-focused solutions and on-going support that optimize technology investments by improving business processes, reducing costs and increasing productivity.

We focus on making a difference and creating value by uncovering cost-saving opportunities and hidden inefficiencies, while providing sustainable options that afford a profitable outlook for your organization. Our mission is to be your valued business partner, by providing superior technology with unmatched support services, so that we will have the opportunity to earn your business for many years to come!

Community

Zeno’s community involvement reaches multiple organizations and foundations throughout the state of Florida.

- Active sponsor for over eight years
- Since 2006, team participation in Bowl for Kids Sake
- Sponsor and participant in the Annual Marriott Golf Tournament benefiting the All Children’s Hospital
- General Sponsor
- Sponsor and active participant of the Relay for Life benefiting the American Cancer Society

Company Facts

Corporate Office
1101 North Ward Street
Tampa, FL 33607
800-226-6482
www.zenosolutions.com

To ensure comprehensive sales and service coverage, ZENO’s eight locations are strategically positioned in the state of Florida.

Tampa  Orlando
Lakeland  Jacksonville
Fort Myers  Sarasota
Gainesville  Port St Lucie

Average Manager Tenure: 10 yrs
Total Number of Employees: 276
1:2 ratio of Business Technology Consultants to Service Representatives
Serving over 7,000 customers & over 24,000 devices
History
Founded in 1987 as WOLCO Business Systems, Zoom Imaging Solutions has steadily grown to become one of Northern & Central California, as well as the Bay Area’s premier vendors for office equipment.

Zoom provides the personal service of a small mom and pop operation, but have the same resources available as a large national corporation. Just ask our customers! They are more likely to recommend Zoom to their peers than are the customers of Apple, Costco or Trader Joe’s due to our overall monthly NPS Score average of 87.

Zoom is an active participant within the Arden Arcade Rotary Club and Foundation. In March of 2012 Zoom assisted in raising almost $60,000 to benefit both the Arden Arcade Foundation, which supports various Children’s Charities in the Sacramento area, and the Sheriff’s Community Impact Program (SCIP) through their annual Texas Hold’em Poker Tournament. Zoom also plays an active role with local athletic programs and school organizations, has been a proud supporter for the last 20 years of the Sacramento Kings and is also a partner with the San Jose Sharks. We are certified in every major manufacturer we support.

Awards
- Elite Dealer of the Year, 2011 & 2012
- GE Platinum Award, 2011
- USB Diamond Award, 2011 & 2009
- Toshiba Dealer of the Year in the United States, 2010
- Toshiba Dealer of the Year for Sales in the Western United States, 2005
- Toshiba Dealer of the Year for North America, 1998

Company Facts
Corporate Office
200 South Harding Blvd.
Roseville, CA 95678
916.369.6526
www.zoomcopiers.com

Serving 33 counties, Zoom has steadily grown to become one of California’s premier vendors for office equipment

Average Employee Tenure: 8+ years
Total Number of Employees: 120+
4:5 ratio of sales to field support engineers
Serving over 4,700 customers throughout Northern and Central California and the Bay Area