



For Immediate Release

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Virginia Business Systems and Data Technologies Join Forces

Richmond, VA. – Virginia Business Systems (VBS), headquartered in Richmond, VA is pleased to announce that they have joined forces with Data Technologies, also of Richmond, VA. This acquisition contributes to the growth of VBS in the Greater Richmond market with additional people, resources and support.

Jim Dotter, President of Virginia Business Systems, was clear, “With the acquisition of Data Technologies, we will continue to deliver to our clients, old and new, an uncommon focus on customer service combined with our innovative products and top-of-the-line support as we have done in the Richmond and Virginia markets for over 20 years. Adding the expertise and breadth of services from DT, and merging them with VBS’s competitive pricing, document solutions expertise and award-winning technology and service will only serve to enhance our offerings to the Greater Richmond market.”

John Heath, Vice President of Data Technologies has committed “We will continue to deliver what we have always promised; providing value-added technology solutions - on time, every time.” He continued, “We are thrilled to be part of the VBS family and are committed to the Greater Richmond Community.”

Data Technologies has been locally owned and operated for the last 27 years. Merging the two corporations will be a cultural fit. VBS plans to retain many of the DT staff who are committed to delivering the “Fast Forward Document Solutions” for which VBS is known.

Virginia Business Systems supplies choice products and solutions from leading vendors in the industry such as Konica Minolta, Xerox, Lexmark, Muratec, KIP and Hewlett Packard. With the acquisition of Data Technologies, they have also added Sharp to their lines. Honored year after year for their service, technology and solutions, Virginia Business System has been named an “Elite Dealer” for the last 15 plus years by “ENX Magazine/This Week in Imaging”.

Virginia Business Systems is a local, award-winning, independently owned document management company that has been in business for over sixty years with its sister company, Edwards Business Systems of Pennsylvania. The combined companies have 12 offices between Pennsylvania and Virginia and VBS and EBS have been recognized as one of the oldest and largest independent dealers in the country. VBS has offices throughout central Virginia, and supports the Greater Richmond and Tri-Cities area plus Charlottesville, Lynchburg, Roanoke, New River Valley, Shenandoah Valley, and the Hampton Roads markets. VBS delivers “Fast Forward Document Solutions to its client base, which includes Fortune 500 companies, colleges, universities, churches, school districts, state & local governments, small and medium sized businesses. They can deliver to all of these markets because of their focused dedication to customer service.

Jim Dotter commented “Our goal is to make this a seamless transition, and to help our clients manage their total office solutions requirements. Our industry experience can deliver cost effective, efficient and green solutions to empower our clients, large and small, to rapidly automate and improve workflow processes.”

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