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Edwards and Virginia Business Systems Awarded

Xerox Highest Equipment Revenue Dealers

Bethlehem, Pennsylvania – Edwards Business Systems (EBS), and Virginia Business Systems (VBS), Xerox Authorized Dealers, were named the Highest Equipment Revenue Document Technology Partners for 2017. This makes the second time EBS and VBS have each been recognized by Xerox as Partners of the Year. In 2015, Edwards Business Systems was named to the Highest Growth Award and in 2014, Virginia Business Systems was awarded the Deal of the Year.

Ray Fuentes, president, Edwards Business Systems said “With the Xerox Products and Services, we have been able to offer our clients some of the best light production print devices in the industry; they fit perfectly into our core competencies.” Jim Dotter, president, Virginia Business Systems continues, “These awards in the multiple years, are examples of the combination of great products, our great people and our “Fast Forward Business Solutions. We work hard to identify the needs and goals of our clients, and endeavor to deliver the best solutions to them.”

“Congratulations to Edwards Business Systems and Virginia Business Systems for their tremendous achievement in 2017 and for exemplifying what it means to be great Xerox dealers,” said Jim Morrissey, vice president, Sales Document Technology Partners, Xerox Corporation. “They have strong reputations in their markets, they put their customers first, and they are extremely adept at turning Xerox product and service advantages into advantages for their customers.”

About Edwards Business Systems and Virginia Business Systems

Edwards Business Systems (EBS) has been in business for over 64 years and has developed a reputation for an uncommon focus on customer service, cost-effective pricing, efficient supply and delivery, combined with innovative products and top-of-the-line support. EBS has been nationally recognized as a top performing dealer in the industry. And as one of the country's largest independent office equipment dealers, EBS and its sister company Virginia Business Systems (VBS) consistently have been named an Elite Dealer by *ENX Magazine*. EBS and VBS, with over 180 employees, are in their third generation of management and ownership, continuing the family commitment of meeting and exceeding the needs of their clients. EBS, headquartered in Bethlehem in the Lehigh Valley, has offices in West Reading, Middleton (serving Lancaster, York and Harrisburg), Scranton (serving Wilkes-Barre and the Pocono Region), Lewisburg, and Pottstown, PA. VBS has operations that encompass their headquarters in Richmond, plus Charlottesville, Lynchburg, Roanoke, Tidewater, New River Valley and Shenandoah Valley. For more information on EBS, please visit www.edwardsbusiness.com. For more information on VBS, please visit www.VAbusinesssystems.com.

About Xerox

Xerox Corporation is a technology leader that innovates the way the world communicates, connects and works. They understand what's at the heart of sharing information – and all the forms it can take. They embrace the integration of paper and digital, the increasing requirement for mobility and the need for seamless integration between work and personal worlds. Their innovative print technologies and intelligent work solutions help customers communicate and work better. For more information on Xerox, please visit www.xerox.com.