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Virginia Business Systems Awarded

Xerox Highest Equipment Revenue Dealer

Richmond, Virginia – Virginia Business Systems (VBS), a Xerox Authorized Dealer, was named the Highest Equipment Revenue Document Technology Partner for 2017. With their sister company, Edwards Business Systems in Pennsylvania, this makes the second time VBS and EBS have each been recognized by Xerox as Partners of the Year. In 2014, Virginia Business Systems was awarded the Deal of the Year.

Jim Dotter, president, Virginia 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. Being named the 2017 Highest Equipment Revenue Dealer, in addition to our 2014 Deal of the Year, is an example of the combination of great products, our great people and our "Fast Forward Business Solutions." Mr. Dotter continued, "We work hard to identify the needs and goals of our clients, and endeavor to deliver the best solutions to them."

"Congratulations to Virginia Business Systems for their tremendous achievement in 2017 and for exemplifying what it means to be a great Xerox dealer," said Jim Morrissey, vice president, Sales Document Technology Partners, Xerox Corporation. "They have a strong reputation 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 Virginia Business Systems

Virginia Business Systems (VBS) has been in the Virginia marketplace for over 23 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. VBS has been nationally recognized as a top performing dealer in the industry. And as one of the country's largest independent office equipment dealers, VBS and its parent Edwards Business Systems (EBS) of Pennsylvania consistently have been named an Elite Dealer by *ENX Magazine*. VBS has grown from 17 employees to a family of over 80 team members in Virginia and with operations that encompasses their headquarters in Richmond, plus Charlottesville, Lynchburg, Roanoke, Tidewater, New River Valley and Shenandoah Valley. 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.