

ELITE DEALERS

\$20 Million to \$50 Million



Virginia Business Systems, Inc.

Bethlehem, PA

www.VAbusinesssystems.com



*Jim Dotter, president
of Virginia Business Systems*

Year Founded: 1954

President/Owner: James B. Edwards, chairman and CEO of Edwards Business Systems, Inc. and Virginia Business Systems, Inc.; Raymond Fuentes, president of Edwards Business Systems, Inc. (EBS); James Dotter, president of Virginia Business Systems, Inc. (VBS)

Number of Employees: 180

Primary Vendors: Konica Minolta, Xerox, HP, Lexmark, MBM, Fujitsu, KIP, Muratec

Primary Solutions Offerings: Square 9, RSA, EFI, Digital Page, DNA, PaperCut, Datto, Dispatcher Phoenix, All Covered, Cytracom, Continuum

Primary Leasing Partners: GreatAmerica, U.S. Bank, EBS Financial Leasing, CIT, DLL, Xerox Financial Services

Approximate Yearly Revenue: \$40 million

Fastest-Growing Business Segments: Document technology solutions, MPS (20%), software solutions (20%), production print (20%)

Biggest Accomplishment of the Past Year: EBS/VBS became HP Premier Dealers, achieved through employee commitment, expertise and training.



Why We Consider EBS and VBS Elite:

- **Fast learners.** The educational market continues to represent a strong suit for EBS/VBS, strengthened by its HP product line. In tandem with Konica Minolta and Xerox solutions, the dealers believe they have a hard-to-beat compendium of offerings to solve the needs and requirements of colleges, universities and school districts.
- **Pet projects.** Among the multiple, significant takedowns for EBS/VBS was a deal with an organization that has the largest selection of pet products in the industry. EBS/VBS provided more than 120 units with software solutions to the client's 12 distribution centers and multiple home offices throughout the country.
- **Staying simple.** EBS/VBS launched a client-focused program called Simplify, aimed at providing a number of benefits to MFP clients and prospects—predictable costs, single invoicing, streamlined invoicing/payment and simplified business.
- **Supporting arts.** EBS/VBS has long been a patron of the arts community, supporting annual events such as Musikfest in Bethlehem, Pennsylvania, which it has backed for more than 30 years. VBS is a longtime sponsor for Innsbrook After Hours, an outdoor venue featuring local and national music acts.