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## Saskatchewan-based Information Technology Firm Announces Acquisition in the Province



### **WBM Office Systems Adds Ricoh Canada Operations to What is Now One of Canada's Largest Independent Print Technology Management Organizations**

**Mar. 5, 2012 (Saskatoon)** – WBM Office Systems and Ricoh Canada today announced a strategic partnership designed to strengthen the market presence of both organizations in the province of Saskatchewan.

The move will see Saskatchewan-based WBM grow significantly, taking on many of the technical and sales staff and expertise previously employed by Ricoh Canada, as well as many of the customer relationships held by Ricoh Canada in Saskatchewan.

The physical office locations previously operated by Ricoh Canada will be closed, with the Regina location being re-opened as a WBM Technology Deployment facility supporting the large Enterprise customers that WBM is working with in that city.

"In recent years we have seen WBM become one of Canada's leading independent IT organizations, driven by high growth, high competency, and an exceptional understanding of their customer," said Mitch Henry, Vice President of Ricoh Canada. "We believe that this partnership aligns Ricoh with a leader in Saskatchewan IT, bringing an

employee base that is as much as 10 times greater than any of our current competitors in that market. This shift underscores the fact that trusted and proven high-growth partners remain a cornerstone of our commitment to being creative in our Go To Market strategy.”

“It’s nice to be a part of a move like this as the local company,” said Brett Bailey, Vice President of WBM. “Especially in technology, we often see change through contraction and consolidation, and it’s common to see the large multinational acquiring the local group. In this case, what we are building gets stronger, and we are excited to be part of a move that is all about growth, vision and local success right here in Saskatchewan. The work being done in Saskatchewan and the incredible role that technology can play means this is fast becoming one of the most progressive IT communities in the country. Today, WBM is in position to support our community, acquiring a combined total of over 200 years experience in print, while seeing our total employee base now grow to 146 people in Canada. For us, this is a great step.”

The move, which takes effect as of March 5, 2012, is intended to strengthen the market position of Ricoh in Saskatchewan, while also growing the business and capacity at WBM across the province. Existing Ricoh customers will now have access to WBM’s Saskatchewan-based team of professionals at their service for support and technology solutions, while current WBM customers, including many of the province’s largest organizations, will gain the assurance of continued investment and growth toward best in class support of their existing environments.

**Ricoh Canada Inc.** is a wholly owned subsidiary of Ricoh Americas Corporation with its head office located in Toronto, employing over 2,100 employees nationwide. They are pioneers in the development of computer-networked and digital multifunctional document systems and market leaders in colour and black & white digital imaging systems, facsimile products, printers, scanners, digital duplicators, document management and wide format engineering systems. With a head office in Japan, Ricoh employs over 108,000 people worldwide and has realized a steady growth in revenue and profits for almost a decade, generating sales in excess of \$21 billion (U.S.) fiscal year 2009. The company’s history is 74 years old as the leading supplier of office automation equipment. For more information, visit .

**WBM Office Systems** is a leader and Centre of Excellence for the design, provisioning and support of corporate information technology solutions. Established in Saskatchewan, Canada on May 1, 1950, WBM has established a rich heritage in the automation of the office, including the first photocopier to the province in 1962, the first Digital Network in 1984, and one of Canada’s first VoIP communications systems in 1994. Today, WBM is a complete systems integrator focused on customer strategic objectives, and the role that technology can play in achieving them. With practice areas that include Managed Print Services, Mobility, Storage and Technology Lifecycle Management, WBM employs over 145 people, operates out of three locations across Western Canada, and is ranked as one of Canada’s Top 50 largest IT Solution providers.

For more information visit:

[www.wbm.ca](http://www.wbm.ca).

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