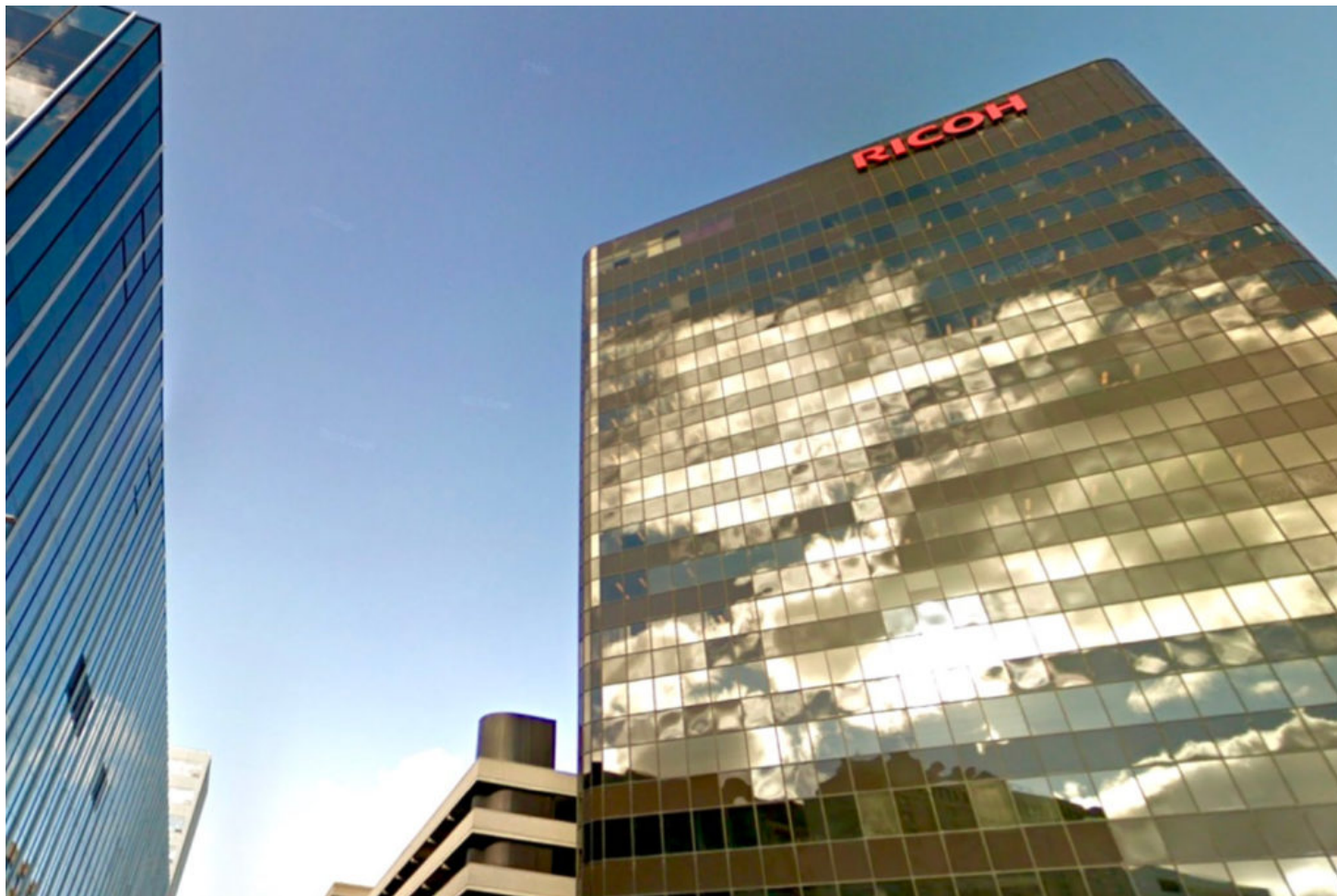


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WBM Technologies Announces the Acquisition of Ricoh Canada Operations in Manitoba



WBM's Most Recent Acquisition Means the Continued Expansion of a Western Canadian Footprint, and Brings the Total WBM Team Count to 314 People

WBM Technologies Inc. and Ricoh Canada Inc. today announced a strategic acquisition that will see WBM take over the Manitoba operations of Ricoh Canada, including the legacy operations of Ikon Canada (previously acquired by Ricoh as part of a global takeover in 2008). The move is effective immediately.

As part of the acquisition, all Manitoba customers will be transitioned and all provincial staff of Ricoh Canada will become a part of the WBM Technologies team, as WBM continues to build one of Canada's largest and fastest growing Managed Technology Solution Providers (now ranked at #31 on the MSPMentor 501 list of the top managed IT solution providers worldwide).

The move is impactful for both the province and the City of Winnipeg as WBM, with its roots in the prairies and a focus on Western Canada, arrives having become one of the fastest growing employers in the technology sector, first reaching a total staff of 100 people in 2011, and now having grown to 314 people as of today's move.

The announcement follows WBM's recent launch of their newest Infrastructure Operations Centre in Regina, Saskatchewan – a state-of-the-art facility featuring the use of data and predictive analytics in the monitoring and management of transforming digital technology systems, including print, across North America.

“These investments are very deliberate and important steps for WBM as we pursue a business strategy that is all about outcomes and is closely aligned with the transformations we are seeing across our client community in Western Canada,” states WBM Vice President Brett Bailey. “Through best practices in print management, our customers are realizing some extraordinary results, including multimillion-dollar cost savings, and new efficiencies that drive page volumes down while introducing more sustainable and modern workflows. In coming together with the business and technology community in Manitoba, there is a shared sense of opportunity and excitement around delivering these same outcomes here.”

“This acquisition is one of the biggest moves we could make into the print technology space in Manitoba, as both Ricoh and the legacy Ikon operations were strong and established. As a result, we gain not only a very significant group of amazing customers province-wide, we also gain a proven and highly competent technical solutions team with decades of experience.”

The move means that Ricoh customers can continue to expect the same people, technologies, and expert support teams they have worked so closely with for decades, but also the additional capabilities of WBM and the added accountability, investment, and agility of a local partnership. At the same time, enterprises seeking a comprehensive print solution now have access to one of the leading independent managed print providers in North America (WBM is currently ranked among North America's Top 100 Managed Print Technology Providers by US-based industry group, BEI ProElite).

This is not the first time that WBM and Ricoh have come together to create a broadened local solution provider in Western Canada, as WBM previously acquired the Saskatchewan operations of Ricoh Canada through an acquisition in 2012.

“Without question, our move in 2012, along with our continued commitment to our partners, brings a tremendous amount of confidence and understanding of what the successful transition and future together will look like,” said Mitch Henry, Ricoh Canada Vice President, Dealer Operations. “Seeing what the WBM team accomplished, and their positivity and clear focus on what is a very unique approach to the Western Canadian market, we know that this move will again be a great step for our customers, and of course the team of people joining WBM.”

In making the announcement, WBM President JoeAnne Hardy commented, “In coming to this moment, we've had the opportunity to live and work in Winnipeg, and to have some fantastic conversations with the individuals we are welcoming to our team. It's inspiring to already see the power of bringing everyone together and to be joining such a vibrant business community.”

“While seeing our print technology management practice continuing to evolve in terms of new markets and new possibilities is exciting, we know that our success is measured in the happiness of our people, and the great client relationships we can honor and grow.”