



ABC Imaging and PBSJ agree to FM print services deal

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ABC Imaging to manage 80+ sites for Florida-based engineering and architectural firm, PBSJ. Contract includes all PBSJ locations in the U.S. Implementation will require installation of almost 500 printers.

Washington, DC—July 16, 2010—ABC Imaging, a Washington, DC-based provider of comprehensive office support and print services, announced today it will provide on-site print services for PBSJ, a leading infrastructure engineering and architecture firm.

PBSJ operates more than 80 offices in the U.S. The Florida-based company has considerable expertise in a wide variety of engineering and architectural services in both the public and private sectors. PBSJ's projects have included everything from theme parks to toll booths and its services range from hazardous waste management to structural engineering for bridges.

"Our agreement with PBSJ represents ABC Imaging's commitment to the AEC industry," said Medi Falsafi, President, and CEO of ABC Imaging. "With the PBSJ account, we add to our position as a leader in enterprise-wide facilities management programs."

According to Don Vrana, PBSJ's Chief Financial Officer, "This is a new step for the corporation, and a departure from our traditional operations. However," Vrana said, "we are confident that our arrangement with ABC will provide new efficiencies and cost savings to the company that we expect will have a positive impact on our bottom line for the long term."

In 2008, ABC Imaging first approached PBSJ within information about ABC Imaging's facilities managed (FM) print services. After ABC Imaging proposed a specific plan in early 2009, the two companies negotiated the details of a contract leading to today's announcement.

"PBSJ executed a thorough due-diligence when determining to use our services," said Kate DeBiase, ABC Imaging's major account representative responsible for PBSJ. Ms. DeBiase was part of the corporate team led by Timothy Sachs, Senior VP of Business Development that pursued the account.

"In the end," said Ms. Debiase, "what set us apart was our integration versus independent business model, our advanced technology, and our commitment to a cost effective solution."

ABC Imaging will begin installing printers and other hardware in the early summer. Of the more than 80 locations, 19 will be manned locations with at least one ABC Imaging employee assigned to the client site.

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The remaining sites will be virtual FMs or VFMs. ABC Imaging monitors VFM sites remotely from ABC Imaging headquarters, while technicians from headquarters or regional offices service these sites.

Mr. Falsafi expects that ABC Imaging will install close to 500 printers by the completion of the project implementation. The first phase of the implementation begins in July and will continue into the fourth quarter.

PBSJ has been involved in numerous projects including the development of the master plan for Celebration, FL near the Disney theme parks. The company also develops applied technology products for use in “decision support” by infrastructure planners, engineers, and designers.

About the PBSJ Corporation

Now celebrating its 50th year, The PBSJ Corporation (www.pbsj.com) is an employee-owned corporation that provides infrastructure planning, engineering, construction, environmental consulting, urban planning, architecture, and program management services to public and private clients across the United States and internationally. The PBSJ Corporation, headquartered in Tampa, Florida, is the parent corporation of PBS&J, Peter R. Brown Construction, Inc., and PBS&J International, Inc. The corporation has approximately 3,600 employees throughout the U.S. and overseas.

About ABC Imaging

From its headquarters in Washington, DC and more than 30 locations worldwide, ABC Imaging (www.abcimaging.com) provides full-service, on-site solutions for document management, printing, scanning, archiving, and back-office support. ABC Imaging’s industry-leading technology includes innovative office service software easily customized to support a variety of vertical business models. ABC Imaging seamlessly integrates its technology and systems with most accounting and ERP systems. Our mission—“Impress Every Client, Every Time.”

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