

Regional technology leaders combine to form industry standard in enterprise services.

New jobs, new markets to energize western New York tech sector

October 1, 2004 ROCHESTER, NY – Western New York Computing Systems (WNYCS), the largest technology integrator and service assurance provider in Upstate NY and Synergy, Inc. a premier provider of technology consulting and integration products and services today announced the merger of their two companies. Together, they will employ more than 225 associates in three cities and generate greater than \$80 million in revenue in New York alone.

Ray Hutch, the CEO of the merged entity, states “This combination will enable us to meet the full range of our clients’ technology needs from the desktop to the data center, regardless of operating system, hardware platform, or middleware strategy. While both companies offered solutions in security and disaster recovery prior to the merger, the combination of resources will greatly strengthen the breadth and depth of our offerings in these areas.”

The merger is also great news for the upstate New York economy. Both companies are headquartered in Rochester, NY and operations will remain focused in New York and surrounding states. As the combined entity grows, new jobs will be created in the Rochester, Buffalo and Syracuse offices for sales, engineering and customer service professionals.

“One of our tenets was to ensure the long-term value created stays in the hands of local owners, so we recently restructured to allow for employee stock ownership,” added Mr. Hutch.

Along with Ray Hutch as CEO, Steve von Berg founder and president of the pre-merged Synergy since its inception in 1995, and Clark Crook, President of WNYCS will share the responsibilities for the day-to-day operations of the new entity as President and Chief Operating Officer respectively.



SYNERGY
INC.


Synergy

WNY Western New York
Computing Systems