



Dear A&A customer,

We're excited to announce that as of November 1, 2019, A&A Office Systems, Inc. is part of the UBEO family of companies.

In an ever-changing business environment, it is important that we continue to make strategic, long-term business decisions for our customers and employees. UBEO is a best of breed provider of printers, copiers, and other document management services, providing premium service to major, mid-sized and small businesses, schools and municipalities. UBEO is nationally one of the largest independent providers of office technology and related services.

By joining UBEO, we have even more tools in our toolkit to help us serve your needs. UBEO brings opportunities for a greater diversified offering for our customers and career advancement for our employees. With this partnership, UBEO will be able to expand its footprint in the northeast, bringing decades of customer-focused expertise to the region and establishing a national footprint coast to coast.

We truly see this as a partnership with an organization with similar values and focus on the customer. While A&A is now a UBEO company, we will continue operating under the existing name while retaining our leadership and teams. James J. Morrissey, UBEO northeast regional president, will help ensure a smooth transition that will in no way disrupt the quality of service you have come to expect from A&A.

Your account management relationships will remain the same, but if there is anything, we can do to improve our relationship with you, please don't hesitate to call us! We sincerely appreciate the relationship we have enjoyed with your organization over the years and look forward to becoming an even more valuable partner in the future.

Providing a great customer experience remains our top priority. Our team is very excited to begin this new chapter in A&A history and to strengthen our partnership with you!

Sincerely,

John Sullivan, owner, A&A