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Visual Edge Technology, Inc. Acquires United Business Machines

Visual Edge Technology Inc. announces increased coverage in the northern New England states of New Hampshire, Maine and Vermont.

North Canton, OH — March 13, 2018 — Visual Edge Technology is expanding its footprint in New England with its most recent acquisition of United Business Machines (UBM) of Londonderry, New Hampshire.

The 33-year-old office equipment dealer will resume business as is, only now under the leadership of Visual Edge-owned Axion Business Technologies, Inc.

“By joining forces with Visual Edge, UBM will have full access to an expanded portfolio of managed print, managed network services, document management, and productivity software, allowing them to go deeper and wider into their accounts and truly sell a total-solutions strategy to their customers,” says Robert Ferland, president of Axion Business Technologies.

Ferland added, “With the financial strength of Visual Edge behind both Axion and UBM, this is really our first chance for organic expansion, especially in the northern New England territories of New Hampshire, Maine and Vermont.”

UBM will retain all of its employees, and the former owner, Ken Lamalfa, will stay on with UBM as the company’s branch manager.

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About Visual Edge Technology

Visual Edge Technology, a family of Imaging Solutions Companies, incorporates a strategy of operating through established dealerships across the U.S. focused on providing a broad line of office solutions including the sale and service of automated multifunction products, wide format solutions, managed print services, document management software, network management services, and IT solutions. Visual Edge sells products supplied by Konica Minolta, Canon, Kyocera, Sharp, Samsung, and Muratec. Through its acquisition strategy, Visual Edge will continue to identify successful companies that focus on providing simple solutions to complex challenges.

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