

**FOR IMMEDIATE RELEASE**

## **eBizDocs Acquires Image Data**

*The strategic collaboration elevates the best of two successful regional businesses to become the area's largest digital transformation provider.*

**Menands, NY. September 28, 2022** – eBizDocs, a premier electronic content solutions provider, announced today that it acquired Albany-based company, Image Data, a leading solution centric document scanning bureau, with offices in Albany NY and Framingham MA. eBizDocs becomes one of the largest digital transformation providers in the Northeast. Both companies are headquartered in the Capital Region and have been in business for over 20 years. They enjoy a long history of supporting complementary customers and employing individuals from the disabled community.

"We are excited about extending employment opportunities to a workforce of trained and experienced individuals," said Howard Gross, President and CEO of eBizDocs. "Our ability to quickly integrate this team is accelerated by sharing best practices defined in existing SOC 2 policies on how we manage customer data, and LEAN six sigma procedures to reduce variation, remove waste, and enhance process control. The result is no disruption to existing projects and adding capabilities for securing new revenue opportunities."

The acquisition brings an immediate boost in qualified staff to eBizDocs, while other competitive businesses continue to suffer from post-COVID pandemic personnel shortages. As a result of today's announcement, eBizDocs employee count will increase by approximately 35%. This deal also includes strategic contracts, high-capacity scanning equipment and software. No jobs will be lost in the acquisition, and all Image Data employees will move to eBizDocs' offices in Menands, NY. eBizDocs also deepens its experience in many verticals including Image Data's experience in the healthcare and Federal Government sectors.

"eBizDocs demonstrated the value of automating our operations and helped us go paperless using advance capture, a document management system (DMS), and desktop scanners. This was a true lifesaver when we implemented remote work during COVID and has been equally as helpful pre- and post-pandemic," said Andy Heck, Alpin Haus president. "We are confident this acquisition will benefit Alpin Haus and other eBizDocs customers moving forward."

"We determined that merging our company with a similar one, would greatly benefit our customers and partners," said Thomas Marto, President of Image Data. "A larger entity would provide additional capacity and

resources for the high-quality delivery of services image data customers have come to expect. It was very important to us that we combine with an organization that shared similar core values and is customer driven. So, taking this step with eBizDocs is great news for our customers, partners, and employees. I look forward to working with eBizDocs during this critical phase of combining two great teams.”

eBizDocs will assume all Image Data contracts and extend its relationship with NYSID and ARC on preferred source contracts. "eBizDocs has been an amazing partner for New York State Industries for the Disabled (NYSID), empowering people with disabilities by providing them with competitive integrated employment opportunities," said Maureen O'Brien, NYSID President and CEO. "We will support eBizDocs and the workforce that we jointly serve."

Another contract eBizDocs will assume is the City of Salem & Public Schools, an account that has been pleased with Image Data's work. Their Chief Information Officer, Matthew Killen, had this to say about the company, "I am amazed at how far we've come, with over 1 million pages spanning nearly 400 years of Salem's history processed by Image Data. From day 1 the professionalism, detailed care and communication provided by the entire team contributed to this success. I have been very pleased with each onsite assessment, kick-off with individual departments, transmission of data, all the way thru document return. The resulting image quality and ease of access has proved incredibly useful to staff, residents, businesses, and even scholars!"

To learn more, or to interview Howard Gross, please contact Susan Bardack at [susan@buzzmediasolutions.com](mailto:susan@buzzmediasolutions.com) or 518.867.7940.

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### **About eBizDocs**

eBizDocs is a premier digital transformation provider focused on helping you put INFORMATION AT YOUR FINGERTIPS. Offerings include [paper](#) and [microfilm](#) conversion, content [capture](#) and [document management](#) solutions, [scanner](#) sales and service, and process consultation. eBizDocs is SOC2 Type II certified and serves private and public-sector organizations. The company has been in business for over 20 years and is a preferred source contractor for NYS entities. To learn how eBizDocs can help transform your operation, visit [eBizDocs.com](http://eBizDocs.com).