

News from



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## **One of USA's Largest Records-Management Firms Created by New Partnership**

GAITHERSBURG, MD – One of the nation's largest records-management and storage solutions companies was created today, as National Office Systems (NOS) [www.nosinc.com](http://www.nosinc.com) announces a strategic partnership with Systematics, Inc., [www.systematicsync.com](http://www.systematicsync.com) based in Westborough, MA.

NOS and SYSTEMATICS are established leaders in their industry, providing traditional and technology-based space- and asset-management solutions — high density and mobile shelving, automated storage and retrieval systems, radio frequency identification applications, and file-tracking and records-management software. Their services and products allow companies, agencies, professional practices and institutions to improve productivity and workflow, reduce costs and save space.

Terms of the transaction were not disclosed. NOS, headquartered in suburban Washington, DC, was established in 1977.

“The NOS alliance with SYSTEMATICS creates a megadistributor. We're total solutions providers,” says Joe Alvarez, NOS Principal. “Our alliance is extremely complimentary, creating what some call 2 + 2 = 6. Together, we'll establish a stronger presence serving the public and private sectors throughout the entire Northeast.”

SYSTEMATICS will continue its operations in Westborough, MA. President Tom Schaefer, who has been with the family-owned firm since 1991, remains at the helm. Alvarez does not anticipate layoffs at SYSTEMATICS and predicts additional jobs will soon be available.

The new entity will operate under the name of National Office Systems, New England, Inc. (NOSNE), d/b/a SYSTEMATICS. NOS President Dan Harbison continues in that role and will serve as Chairman of the Board of NOSNE.

Alvarez says, “Both companies have similar customer-driven core values where our clients are always at the top of the organizational chart. We're about building relationships with our clients to ensure that their customized records-management strategies fit their unique needs, whether we're working with firearms, medical files or museum artifacts.”

NOS's existing vendor relationships, offering cutting-edge solutions, such as biometric asset protection, will now include SYSTEMATICS and expand the firm's offerings, says Alvarez.

“SYSTEMATICS welcomes this strategic alliance and the expertise and market strength that NOS brings to the table,” says Schaefer. “We work to help companies protect, manage and organize their vital assets. Bolstering that ability will benefit SYSTEMATICS, its employees, the local economy and our clients.”

NOS reported record sales in 2009, despite a challenging economy, Alvarez adds. The strategic alliance with SYSTEMATICS will allow NOS to continue its growth and expand its expertise to government, institutional and educational facilities in New England.

For more information, contact NOS at 301-840-6264 or [info@nosinc.com](mailto:info@nosinc.com).

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