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**Vology Acquires Bayshore Technologies, Creating the First
Hybrid SuperVAR™**
Combined company will join the ranks of the nation's largest IT solutions providers

OLDSMAR, Fla. – (Jan. 2, 2013) – [Vology](#) and [Bayshore Technologies](#), two leading technology providers, have combined to create a technology solutions company with more than 200 employees that is expected to generate more than \$140 million in revenues in 2013. Financial terms were not disclosed.

“With the addition of Bayshore Technologies’ service delivery capabilities, Vology has created what is best described as a Hybrid SuperVAR, a unique business model that allows enterprises to maximize their IT infrastructure budgets through one relationship by combining the best qualities from traditional VARs, super VARs and certified pre-owned offerings,” says Barry Shevlin, CEO of Vology. “This is a combination that is unique within the industry, providing minimal customer overlap, complementary vendor portfolios, complimentary services and similar corporate values. We cannot be happier about this.”

CRN coined the term “super VAR” as a full-service technology provider with a national reach and with annual revenue greater than \$100M. Other typical qualities of a super VAR include inventory management, eCommerce capabilities and logistics expertise. Vology’s Hybrid SuperVAR business model goes beyond the capabilities of a super VAR by providing complete lifecycle management to help customers stretch their IT budgets and maximize the value of older equipment. Shevlin further explains that the power of the Hybrid offering, in conjunction with hyper responsive customer service by technically knowledgeable staff and operational excellence in warehousing, logistics, integration and configuration, maximizes value for customers.

The new company will continue to be known as Vology, with Bayshore Technologies serving as the firm’s professional services delivery division. Shevlin will continue as CEO and Peter Anderson, CEO of Bayshore Technologies, will be senior vice president of Vology.

“It’s not often you have the opportunity to combine two such well-respected companies whose businesses complement each other so well,” says Anderson. “We’ve known Barry and his team for many years, have the utmost respect for the organization they’ve built and are very pleased to become a part of it.”

Founded by Shevlin in 2002, Vology has since grown rapidly, being named to the *Inc.* 500/5000 list for seven consecutive years and having tens of thousands of customers across the United States and in 85 countries, with an extensive customer base in Canada and Latin America. Bayshore Technologies, founded in 1997 by Anderson, Frank Mann and Winston DuBose, is a Citrix Platinum Partner that has received such awards as the VAR500/SP500 award, HP Americas Partner in Excellence award and Microsoft Partner of the Year award. The firm provides professional services for clients’ entire IT infrastructure centered on virtualization, networking, server and storage solutions. It also provides a complete Managed Services offering for the SMB market. Mann will continue as chief technology officer of Vology and DuBose will share responsibilities as vice president of business development with Vology’s John Medaska.

“We expect to create more than 100 new, high paying jobs over the next two years, with both entities accelerating their strong growth trajectories,” says Shevlin. “Through this combination, we now have an even stronger commitment to customer satisfaction, employee satisfaction and community service that has distinguished both of our firms.”

About Vology

Ranked in the Inc. 500/5000 list of fastest growing companies in the U.S. for seven consecutive years, Vology (<http://www.vology.com>) is a leading global technology solutions provider that serves tens of thousands of customers across 80 countries. With the acquisition of Bayshore Technologies, Vology becomes the world’s first true Hybrid SuperVAR™, offering a unique mix of the sale of new and certified pre-owned products, asset disposition, lifecycle management, lead generation and eCommerce. Vology is headquartered in the Tampa Bay area, with offices in Syracuse, New York City, Denver, Sacramento, Austin and Oklahoma City.

About Bayshore Technologies

Headquartered in Tampa, Fla., Bayshore Technologies, Inc. (<http://www.btfl.com>) is a full service computer system integrator and technology infrastructure provider to small, medium and large/enterprise companies across the healthcare, government and education markets. The Company offers its clients advanced technical solutions such as networking, consulting and engineering, IT infrastructure, virtualization and storage, and provides end-to-end solutions through quality processes and technology expertise.