



Two merging forces



FOR IMMEDIATE RELEASE

October 27, 2004

Technology Change Management made easier with Major Canadian Merger Ecosys and Rider join forces

MONTREAL – Canadian technology asset management companies Ecosys Canada Inc. and Rider Computer Services Ltd. have joined forces to form the first integrated pan-Canadian solution in technology change management, recovery and recycling. Combined revenues of the new operation will total more than \$18 million.

“As technological needs in the business industry continue to advance at a rapid pace, the demand for secure computer asset management, technology recovery, and recycling is on the rise,” Guy Messier, President of Ecosys Canada Inc. said. “Because we now offer coast-to-coast services in Canada and we are linked with partners in the U.S. and Europe, more than ever, we are strategically positioned to meet the growing needs of our clients who operate on a national and international basis.”

Ecosys Canada Inc, based in Montreal since 1996, operates a 32,000 sq.ft. facility with annual revenues of \$3 million. Technology change management services at this facility include data erasing, repairs, upgrading, redeployment, remarketing, parts recuperation and recycling of computer systems and accessories.

“Ecosys has worked with Rider for a number of years as our Quebec partner and brings a very compatible operation and extensive expertise in a wide variety of areas,” explained Alan Surtees, President of the Rider Computer Services Ltd. “The joining of the two companies will add depth, dynamism and strength to our profile in the marketplace both locally and abroad.”

Headquartered in Vancouver, B.C. since 1987, Rider Computer Services Ltd. operates warehousing and servicing facilities in Vancouver, B.C., Calgary, AB., and Toronto, ON., which generate over \$15 million in revenue per year.

Both companies will continue to work with Ecosys Canada Inc.'s American partner, Redemtech Inc., a U.S. leader in technology change management, recovery, refurbishing, reuse, and recycling.

Security guaranteed in disposal of data

“The nature of our business means that our clients depend on us to dispose of highly confidential data housed in their IT systems,” Messier said. “By providing a uniform and global service network, we are able to ensure the complete security of their data and proper environmental disposal along with certified compliance reporting.”

The companies' services are designed to meet the needs of businesses that use a substantial number of computers, such as financial and health institutions, transportation and insurance companies, as well as computer leasing companies, computer service and repair companies, and, finally, resellers.

Together, Ecosys Canada Inc. and Rider Computer Services Ltd. employ a work force of over 110 Canadians and manage 110,000 sq. ft. of warehousing and servicing facilities. The management team will be lead by Guy Messier as President, with Bruce Hartley as Vice-President of Sales, and Colin Taves as Vice-President of Operations. Alan Surtees will remain active for a certain period of time to help integrate existing clients and make the merger a successful venture. Under this merger agreement, the two companies will continue operating under their original names.

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