

BITS PRESS RELEASE

April 2020 -- Business IT Source announces record sales earnings for 2019.

VERNON HILLS, IL., Apr. 2, 2020 – Business IT Source is pleased to announce 2019 revenue of \$134,131,948. This represents a 7.2% increase over 2018. Revenue is net of manufacturer funding.

Net income for 2019 increased more than 25% over 2018 in part due to a maturing of accounts, more diversified product mix and an increase in integration and other services.

Manufacturers are relying on build-to-order manufacturing to take advantage of lowering costs. As a result, the supply chain, product availability, and lead times vary dramatically. This has greatly increased the value of Business IT Source's unique stocking and warehousing capabilities. Product is brought into our warehouse and reserved for companies in advance, to ensure product is available when they need it.

"BITS stocking guarantees product availability for companies which is integral to how we do business" says CEO Bob Frauenheim.

Additionally, our configuration and integration center allows us to test and configure systems, prior to shipping, so product can be shipped ready to deploy, allowing companies' IT organizations to be more efficient and focus on activities that help their company transform IT.

Business IT Source's engineers help companies develop the best solution involving cloud, hybrid cloud, co-location and on premises solutions. BITS is a partner with all major manufacturers including Dell/EMC, Lenovo, HPE, HPI, Microsoft, Apple and most other major manufacturers.

We are in an unprecedented environment and facing challenging times. Business IT Source is fortunate to be in an industry that can help companies and organizations continue to function and develop solutions to help solve the issues we are facing, and will continue to face, going forward.

Wishing everyone well. Stay safe. For more information, please contact customerservice@bitsinc.com.