

BITS PRESS RELEASE

Business IT Source moves up to #211 from #285 on Crain's Privately Held Companies list. Again, BITS is one of 375 organizations named by Crain's that made revenue of at least \$75 million.

BUFFALO GROVE, IL, April 18, 2022 — Business IT Source[®] announced today that, once again, BITS has made it the Crain's list of largest privately held companies. Not only did BITS make the list, but they moved up 74 positions. The data reflects broader financial trends for each company and across each industry as the city recovers in the wake of the COVID-19 pandemic.

Crain's Chicago Business[®] is the top source of news, analysis and information on business in metropolitan Chicago for decision-makers in the private and public sectors.

According to CEO Bob Frauenheim, a key reason for the company's continued success is that Business IT Source traditionally stocks its customers' standard computer models in its warehouse. The systems are owned by BITS but reserved for the companies and available when needed. This process guarantees standard models are readily available and delays depreciation and the warranty start date until BITS ships the systems.

"This has always been a valuable service we provide," said Frauenheim. "But given the extended product lead times, it has been imperative, and even more important for many of our customers. Coupled with our 50,000 square-foot warehouse and integration center expansion, we have product stocked and ready to ship, arriving ready to deploy."

Also helping drive increased revenue was customer data center projects budgeted for 2020 but postponed as many people worked remotely. Now that people are going back to the office, BIT's ability to do advanced integration on servers, storage and networking has helped companies roll out data center projects with more limited staffing.

Business IT Source is a value-added reseller for all major manufacturers, including Dell/EMC, Lenovo, HP, HPe, Apple Cisco, Microsoft and other major manufacturers.