



Leading Innovation >>>

FOR IMMEDIATE RELEASE

Follow Toshiba:

Facebook: www.facebook.com/ToshibaCopiers

Twitter: [@ToshibaMPS](https://twitter.com/ToshibaMPS)

YouTube: youtube.com/toshibacopiers

Blog: business.toshiba.com/blog

RSS Feed: <http://business.toshiba.com/rss-news.jsp>

Media Contact:

Rick Havacko

Toshiba America Business Solutions, Inc.

(949) 462-6094

Rick.Havacko@tabs.toshiba.com

Newsroom:

<http://business.toshiba.com/usa/about/press>

Upstream Office Solutions Named 2015 Perfect Image Award Winner

*Upstream Office Solutions Recognized by imageSource Magazine During
2015 ITEX National Conference & Expo*

TAMPA, Fla. (March 12, 2015) — Upstream Office Solutions, a [Toshiba America Business Solutions, Inc.](http://www.toshiba.com/usa/about/press) independent dealer has been named a 2015 Perfect Image Award winner by imageSource Magazine in the category of Office Technology Rising Star at the annual [ITEX National Conference and Expo \(ITEX\)](http://www.itex.com). The prestigious awards program recognizes exceptional leadership and innovation in the office solutions channel. Upstream Office Solutions was one of just seven organizations honored during a special breakfast reception at ITEX hosted by Sand Sinclair, imageSource Editor-in-Chief and ITEX Conference Director.

Open to any dealer, reseller, or managed service provider involved in any facet of office technology and workflow, the annual Perfect Image Awards program showcases the very best of the best in the office supply channel. Nominations are judged on a variety of criteria including strategic sales efforts, overcoming challenges, and innovative approaches to evolving after sale programs, customer retention programs, and other critical workflow processes in the face of a rapidly evolving industry. A full list of the 2015 Perfect Image Award winners can be found on www.imageSourcemag.com.

“The office supply and imaging channel is changing rapidly. Dealers and resellers must adapt quickly to evolve their sales efforts and find new ways to attract and retain customers,” said Sinclair. “Upstream Office Solutions is a shining example of how a commitment to adapting and overcoming new challenges can create success.”

“The Toshiba team is pleased Upstream Office Solutions received such a prestigious honor by one of our industry’s foremost editorial outlets,” said Toshiba America Business Solutions Senior Vice President of Sales Americas, Larry White.

“The Perfect Image Award is much deserved and is a clear reflection of the entrepreneurship and attention to customer service our dealer partner demonstrates on an everyday basis. It is our privilege to support Mark Wild and his team however possible.”

About Upstream Office Solutions

Upstream Office Solutions, is one of America's fastest growing print management solutions companies. With management industry tenure of over 100 years, we have concentrated on delivering flexible, cost effective solutions that deliver real value for our clients. Traditionally suppliers and purchasers work to get the best deal on equipment costs but give little focus to operating costs like consumables (paper, toner) services and IT administration. This is a real problem, as, more than two-thirds of the total cost of ownership (TCO) of a printer or copier is related to the running expenses rather than the initial capital cost. We challenge the traditional model of how printers and copiers are sold and supported and offer a better alternative. By introducing this new approach, we are able to offer customers the opportunity to reduce costs by bundling the purchases of equipment, consumables and services together on one manageable monthly bill. While many copier companies offer our model, our differentiator remains our experience, and vendor neutrality. not only do we give our customers choice by providing equipment from a range of brands, we are able to offer "best of breed" products from some of the world's leading technology manufactures, giving you the very best hardware and software solutions, backed by world class technical service For more information contact us on (813) 402-0440.)

About *imageSource Magazine*

imageSource Magazine (www.imagesourcemag.com) is a property of Questex LLC, a global diversified business-to-business integrated media and information provider, headquartered in Newton, MA. The company's media properties include over 100 digital media publications, 45 conferences, tradeshow and events, as well as a range of research, data and information products. In addition to *imageSource Magazine*, website and eNewsletters, Questex also produces ITEX National Conference and Expo (www.itexshow.com), the nation's premier event in the channel. For more information, visit www.questex.com.

About ITEX

[ITEX National Conference and Expo](#) , taking place March 10-12 at the Broward County Convention Center in Fort Lauderdale, Florida, is the largest event in the office equipment and solutions channel representing dealers, resellers, and solution providers across the globe. The event is produced and managed by [Questex LLC](#) , a global, diversified business-to-business integrated media and information provider, headquartered in Newton, MA. ITEX is co-presented by [imageSource](#), the definitive resource for the office channel. For the latest event updates follow us on [Twitter](#) (#ITEX15) or [LinkedIn](#).

#