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IBS Sees 2014 First Quarter Revenues Increase Seventeen Percent

IT Consulting Firm Credits Growing Market for Offshore Services and Increase in U.S. Sales

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Interactive Business Systems, Inc. (IBS) announced today a seventeen percent increase in revenues for the first quarter of 2014 over the first quarter of 2013. The company credits its sales team and a growing interest in its offshore capabilities.

IBS Sales Staff Excel at Relationship Selling

“In addition to continued business with our existing customer base,” said IBS Vice President Jeff Jorgensen, “we have had a large influx of new customers in Q1 contributing significantly to IBS’ growth. Our sales team does an excellent job of building relationships with our clients by listening and helping create solutions that will help our clients meet their goals. In a time where so much of our industry is commoditized, our sales team does a great job of developing value-added partnerships.”

Mid-Sized Companies Increasingly Look to Offshore Staffing Solutions

As the market for talented domestic software developers gets tighter, more companies are starting to explore using global resources. “IBS is in a unique position to be able to provide services onsite, offsite, offshore or through a blend of these delivery models,” said Jorgensen. “We have seen an expanding number of companies looking to use our global resource teams for day-to-day application maintenance and enhancements while focusing their core staff on critical new projects that will help move their business forward.”

“Too many companies are stuck with too much work to do and not enough resources to do it,” added Jorgensen. “Their staff is constantly being utilized to keep day-to-day operations going and can’t dedicate time to do the new high ROI projects. There are some cost benefits for adding a global resource team to a company’s long-term resourcing strategy, but most of our customers are looking into this model because of

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resource constraints and reducing the risk of turnover as a result of employees being overworked or unsatisfied with doing day-to-day support.”

About Interactive Business Systems, Inc.

IBS is a technology solutions and IT staffing company known for achieving business objectives through technology excellence. We partner with IT managers to identify just the right IT staffing or solutions-based consulting services that get the job done right the first time. IBS customizes each engagement and offers flexible delivery options so clients experience maximum value of their investment. For more information about IBS please contact Nancy Williams at nwilliams@ibs.com or visit us at www.ibs.com.

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