
NEWS RELEASE

Integrated Business Systems, Inc.
81 Two Bridges Road
Fairfield, New Jersey 07004

Media Contact: Christine Ziomek/ (201) 796-7788 / chris@caryl.com



Integrated Business Systems Marks 30th Anniversary as a Property Management System Provider

The Signature IBS 10.0i System Has Evolved with a Web-based Platform

FAIRFIELD, N.J., Jan. 6, 2010 – Integrated Business Systems, Inc. (IBS), the nationally recognized leader in providing integrated property management, accounting and construction management systems, is celebrating its 30th anniversary of its product launch. In conjunction with the milestone, the firm is showcasing its entire suite of technology products and services. This includes the Web-enabled version of the IBS 10.0i property management system, the latest enhancements to its proprietary Windows Database and its enhanced network services offerings.

“We have consistently offered new releases based on user requirements over the past 30 years,” said Robert Entin, chairman and chief technology officer of IBS, a company he founded in 1979. “Thirty years ago, the use of computers in this field was in its infancy, and we developed this automated property management system to satisfy a niche for owners, developers and property managers in the New York tri-state region.”

Over the years, the company utilized input from user groups, support groups and close interaction with clients to migrate its technology and system offerings. The current product is the result of three decades of intellectual capital.

IBS 10.0*i* is a great example of the power of the Internet today. The real estate management system is browser based and represents the most current generation of property management technology through automation and integration. The user interface provides an intuitive point-and-click environment that includes pull-down menus and drill-down capabilities. The system also comes with a full suite of reports to accommodate the needs of both public and privately held companies, all of which can be delivered via PDF, HTML or Excel.

Three Decades of Milestones

IBS' 30 years and many hundreds of hours of hands-on involvement in its user systems has sparked a number of important developments over the years. The first New York metropolitan area users came on board in 1980; the firm's entry into the Washington, D.C., market took place in 1989. By 1994, the IBS user base had reached 100 entities, including multifamily owners, commercial developers and landlords, condo associations and retail owners and managers. The largest user system was initiated in 1998.

The current 10.0*i* version of the system was put into the field in 2004. By 2008, 30 users were taking advantage of the new platform and features.

Throughout its history, the IBS user list has read like a "Who's Who of Real Estate." IBS' current client list includes, among many others, New York's Morningside Heights Housing Corp., RXR Realty Corp., Melville Industrial Associates and Mosbacher Properties. In New Jersey, IBS services Vornado Realty Trust, Mack-Cali Realty Corporation, Levin Management Corporation and Panco Properties. The firm also counts among its esteemed clients Vornado/Charles E. Smith, a division of Vornado Realty Trust and the largest owner of properties in the Washington, D.C. region.

"With the Web-based platform, we can do more and are expanding our client base," said Scott Donnelly, IBS' director of sales and marketing. "We lead the industry with our in-depth service for owners of tri-state area-based properties as the IBS system responds and manages virtually every nuance of this very complex market," he noted. "In addition, we are continuing to see growth in disaster recovery services for both our Network Services and IBS System clients. We are encouraging a closer look at business continuity planning."

Network Services

Indeed, IBS Network Services (NWS) provided another milestone in the company's history when it marked its 10th anniversary in 2009. IBS had been providing network solutions since its inception, but market conditions, including the requirement for non-real estate applications, led to the formalized department.

“The IBS Network Services Department has evolved significantly during the past few years to accommodate changing technologies and infrastructure requirements for a broad range of clients,” Donnelly said. “It has been gratifying to watch our client base expand beyond commercial real estate. Today, we are servicing attorneys, a warehousing firm, a vending machine company, an international fragrance manufacturer, a furniture retailer, a coffee supply house, a high-end wallpaper firm and an interior landscaping organization.”

The department's certified engineers assist with all network needs including firewalls, virtual private networks, remote access solutions, wireless planning, integration and support. IBS has a long history of conducting business with such national hardware and software suppliers as HP, BlackBerry, SonicWall, Cisco, Dell, APC, Symantec and Citrix, to name a few. Internally, the firm has the capabilities to handle every aspect of a project, from network environment planning to hardware installation and service.

Users Become Investors, the Founder Becomes a User

Yet another IBS milestone came in 2002, when several IBS users also became investors, actually funding product development. Some of the New York Tri-State region's highest-profile real estate companies became involved in this capacity - an obvious testament to the company.

In 2007, founder Robert Entin, himself, actually became a user. In addition to his duties as chairman and CTO for IBS, Entin was named chief information officer for Vornado Realty Trust, one of the largest owners and managers of real estate in the United States.

“As a user of the IBS system for the past two years, I can attest that IBS as a vendor has been able to surpass our competitors in understanding our users' business,” Entin said. “My years as an IBS user have been invaluable. The age-old saying, 'walk a mile in someone else's shoes,' has deep significance.”

Continuing Evolution

And while IBS continues to evolve, the company is thriving on the basic elements of its foundation. “The hand-holding support/partnership philosophy has always been part of what we do,” Entin said. “It was so important at the start, because this was such a new technology, and it remains important today as the technology continues to evolve.”

To that end IBS, as always, continues to provide all hardware and software to minimize the capital outlay by new clients. The company also offers back-ups and disaster recovery features through multiple T-1 lines at its Fairfield headquarters. Its automated property management services also are geared to respond to local real requirements. For example, in New York City the system addresses RSA, rent control, ETPA, DHCR and other requirements. And in Washington, D.C., IBS' system incorporates a feature to address rent control stabilization and other regulations.

“With its technological evolution, fostered by the needs of the changing marketplace and buoyed by the partnership philosophy with its growing client base, IBS at 30 years young remains poised for new growth,” said David Yavorsky, IBS president.

“Today, the IBS system is strong, and we continue to provide a product with unparalleled depth and functionality,” Entin noted. “Through the Web development, we have preserved the brand while renovating the user interface and platform. It has been a remarkable success. I remain confident that the path we have chosen in terms of technology and functionality have created the best, most expansive and unique value proposition in the marketplace.”

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