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# **NEWS RELEASE**

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## **MICHAEL MULLIN JOINS IBS AS VICE PRESIDENT OF SALES AND MARKETING** ***Real Estate Automation Systems Provider Poised for Significant Growth***

FAIRFIELD, N.J., March 17, 2010 – Michael Mullin has joined real estate automation systems provider Integrated Business Systems (IBS) in Fairfield as vice president of sales and marketing, announced David Yavorsky, president. He brings more than two decades of real estate technology experience to this newly created position, in which he will support existing IBS customers and work to grow the firm’s client base.

With more than three decades of development history, IBS serves more than 100 commercial and residential real estate owners, developers and property managers, primarily in the New York/New Jersey market. Its software addresses virtually all property management, accounting and construction management tasks, and the system is customizable to the user’s specific needs. The company’s browser-based, IBS 10.0i, reflects the firm’s cutting-edge applications delivery.

“IBS is well known for the quality of its product and service,” Mullin said. “Its solutions are very competitive and, in some cases, surpass other industry firms. IBS has achieved great success regionally, and it is in a strong position to grow into a national player. I have been around this space for a long time, and there is a great opportunity here. I look forward to helping IBS pursue the next level.”

Prior to joining IBS, Mullin held positions with high-profile industry organizations including Yardi Systems, Inc., First Advantage/Saferent, Inc. and GEAC Computers, Inc. He is a seasoned professional with practical experience in aligning sales, marketing, software product development, information technology and operations to deliver positive business outcomes while increasing value to clients.

“We always have found it rewarding to provide our users with such a complex, evolving product as the IBS system,” Yavorsky noted. “Our ongoing goal is to partner it with ever-improving customer support. I am delighted to have someone with Mike’s deep industry experience as part of the IBS management team, especially as we work to balance the challenge of growing while continuing to enhance the level of service our users have come to expect.”

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Mullin has sat on the board of directors for the National Multi Housing Council and has held membership in the Supplier Council of the National Apartment Association. He attended Western Illinois University with a major in Business Administration.

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