



NEWS RELEASE

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AIA Expands Offerings with Acquisition of OfficeZilla *Acquisition tops year of strong growth for leading community of promotional products business owners*

CHICAGO, Ill. (Jan. 16, 2018)— AIA Corporation, a leader in providing financial, technical, sales, marketing, and purchasing solutions to entrepreneurs in the distribution business, today announced its acquisition of OfficeZilla. AIA and OfficeZilla both support entrepreneurial business owners with leading financial and operational tools, and the combined operations will create expanded sales opportunities for AIA and OfficeZilla’s distributor community.

Founded in 2012, OfficeZilla provides financial, technical, sales, marketing, and purchasing solutions to entrepreneurs who specialize in the distribution of office, breakroom and facilities maintenance products, as well as office furniture and technology. The company has 30 active franchisees and generated \$6.1 million in sales in 2017. OfficeZilla has increased its revenue by 644 percent in the last three years, earning it a spot on the Inc. 5000 list in 2017.

“The office supply and promotional product markets served by AIA and OfficeZilla are adjacent, serving like-minded customers in similar ways,” said Matt Gresge, CEO of AIA Corporation. “Because of the synergistic nature of both companies, this acquisition creates tremendous opportunity to grow the businesses of entrepreneurs at AIA and OfficeZilla by expanding their portfolios of competitively priced products.”

AIA has more than 300 independent distributors nationwide, over 3,000 suppliers and nearly 100 team members. In 2017, AIA grew its sales by nearly 2.5 percent and increased the size of its Owner community by nearly 10 percent.



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“Much of AIA’s growth this year can be attributed to a sharp focus on new technology and digital solutions that provide a more seamless customer experience throughout the purchase process,” said Gresge. “OfficeZilla’s best-in-class technology and customer analytics will only serve to build on these efforts.”

According to OfficeZilla president, Susan Mintmire, “We’re thrilled to join the AIA family and leverage the organization’s long history of strong operational and financial success to further grow our dealers’ businesses. This is a natural fit given our shared commitment to the development of entrepreneurs, innovative technology and superior customer service.”

OfficeZilla will remain in its Kennesaw, Ga. headquarters and operate as a business unit of AIA.

About AIA

AIA propels idea people by providing industry leading financial, technical, sales, marketing, and purchasing solutions to entrepreneurs in the distribution business. We free up entrepreneurs to focus on business and engage the market with the confidence of a well-funded operational engine behind them. We enable entrepreneurs to grow their business with the advanced technology and digital fluency to reach customers where they are today. And we connect entrepreneurs in a vibrant, engaged community of peers. For more information, visit www.aiacommunity.com or call 800-460-7836.

About OfficeZilla

OfficeZilla was founded in 2012 with the belief that the office products industry was ready for a fun, flexible, customer-obsessed way of doing business. Combining proprietary web-based tools with a dedicated support team and a commitment to exceptional service, OfficeZilla provides an outstanding shopping experience for customers and unparalleled support for their locally-owned franchises. The company began franchising in 2014 and now has 30 franchisees in the continental United States. OfficeZilla’s growth and success earned it a spot on the Inc. 5000 list in 2017 and the Pacesetter Award by the Atlanta Business Chronicle in 2016. For more information, visit www.officezilla.com.

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