



**Avalon Document Services and Cleveland-Based ProFile Discovery Join Forces**  
*Deal, Buffalo Office Expansion Signal Company Growth*

**Buffalo, N.Y., February 27, 2014** – Avalon Document Services, a leader in document services in New York, has announced today that it will join forces with Cleveland-based ProFile Discovery, an Ohio front runner in paper and e-discovery services. The deal will add ProFile’s Cleveland and Akron operations to Avalon’s list of multiple office locations.

Through the deal, Avalon Document Services will add market presence in Ohio and will increase its workforce from 75 team members to 100. All current team members will retain their positions and Avalon plans to add additional administrative staff to support the growing company. During the transition, the Ohio offices will continue to be known as ProFile Discovery under the Avalon Document Services parent name. Chris Haag, former Co-CEO of ProFile Discovery, will remain with the company as Vice President of Sales, and Kevin O’Donnell, also former Co-CEO, will serve as managing partner of the Cleveland and Akron offices.

The deal combines two service industry powerhouses, with Avalon expanding its resources in Ohio while building upon the success that the ProFile team has had since 2001. ProFile already offers a variety of litigation support services, and now that’s expanding to include Avalon’s service offerings – including specialty services for the design build community and copy/print/document management services for the general business community.

JP Midgley, CEO of Avalon Document Services, believes the deal is great for both companies, stating “This partnership is really a perfect match for Avalon and ProFile. It allows us to build on ProFile Discovery’s success and their tremendous reputation in Ohio while adding additional expertise and services to the Ohio and New York markets we both serve.”

Avalon President Shawn Thrall adds that the customers can expect the same great customer service, and more. “This will be a seamless transition for the customers of both Avalon and ProFile as we will continue to provide the same great service as always. The only change that our customers may experience will be in expanded services as a result of our joining forces. Really, it’s a win-win situation all around.”

These sentiments are echoed by ProFile, too. “There is tremendous opportunity for growth with the addition of Avalon’s expertise and experience in servicing businesses beyond law firms, and ProFile Discovery will now be perfectly positioned to easily expand our customer base,” says Chris Haag of ProFile Discovery.

Avalon has enjoyed steady growth since its inception in 2000, and recently expanded with the acquisition of Buffalo-based Delaware Copy in February 2013.

To accommodate the company's rapid growth, Avalon's Buffalo office expanded significantly with a move to new office space on February 7th. Avalon moved down the street from 721 Main Street to 741 Main Street, doubling the company's local footprint to 10,000 square feet.

**About Avalon Document Services:**

Avalon was founded in 2000 in Syracuse, New York, and provides copying, scanning, printing, and litigation support services to law firms, architects, engineers, and the general business community. Avalon has been recognized by Inc. magazine as one of the fastest growing private companies in the US and is a 6 time Inc. 500/5000 honoree. Avalon is a privately held company, with regional offices in Buffalo, Rochester, Syracuse, Utica, Cleveland, and Akron, Ohio. For more information, please visit [www.teamavalon.com](http://www.teamavalon.com).

**About ProFile Discovery:**

ProFile Discovery was founded in 2001, offering a full suite of litigation support services. In addition, ProFile offers facilities management and court reporting to their clients. ProFile is devoted to providing clients the greatest value through consultation and advanced technology. ProFile Discovery currently serves Northeast and Central Ohio with locations in Cleveland, Akron, and Columbus. For more information, please visit [www.profilediscovery.com](http://www.profilediscovery.com).