

***For Immediate Release***

## **New President, Executive VP of Sales Announced by IDT, Additions to Board**

*Veteran Sales Pros to Lead Progress at Technology Company*

**Itasca, Ill (Oct. X, 2014)** – [Integrated Document Technologies](#) (IDT) is proud to announce two executive promotions at the company: Michael Nolfo has been named President, and John Dobbins, now Executive Vice President of Sales.

Nolfo, a native of Elmhurst, Ill., began his early career at IDT in 1999 as a Sales Representative. Since then, he has advanced in various roles from Business Development, Account Manager, to National Account Manager. Most recently, he served as VP of Sales and Client Development for IDT with a focus on growing revenues with IDT's existing customer base.

In his new role as company President, Nolfo will be responsible for devising and executing strategies that drive the organization's top line revenue and margin growth, through thought leadership, drive behaviors that will positively impact employees, customers and partners; and develop/nurture key customer, vendor and OEM partner relationships.

"Mike has always been a highly-energetic, people person. I've seen him mature and progress over the years into a true leader," says Paul Szemplinski, IDT Founder and CEO. "He has a strong grasp of the market landscape, our product and service offerings and our customer needs. I have complete trust in his ability to make sound business decisions that will take IDT to the next level of growth. Through his leadership, IDT will continue to be recognized as a innovative, nationwide ECM industry provider."

Before joining IDT in 2003, Dobbins, a native of East Moline, Ill. was a Managing Partner for RPM in Chicago, a Microsoft Dynamics Great Plains™ software reseller and integrator. Following IDT's acquisition of RPM, Dobbins became the Executive VP of IDT Consulting [www.idtconsulting.com](http://www.idtconsulting.com) and left for a brief period of time pursuing interests outside of the ERP industry. Dobbins later re-joined IDT in 2011 as VP of Sales.

Now, as Executive VP of Sales, Dobbins will direct and oversee IDT's account management and new business development strategies, as well as assist Mike Nolfo in the execution of IDT's overall strategic objectives.

“John is a seasoned veteran sales person with solid business acumen,” notes Szemplinski. “That’s critical for IDT’s consultative services approach towards the marketplace. We work hard to understand each customer’s business and their unique processes to customize a technology solution that matches perfectly. He’s a proven sales leader in terms of customer relationships and sales strategies. John’s career includes over 20 years in the IT market space, has an entrepreneurial background with extensive sales and marketing experience. We look forward to John’s sales leadership and insights to grow our top line revenue while complementing our expanding business.”

Since 1992, IDT has been serving Fortune 500 companies to mid-size businesses across the nation and various industries. Under its new executive team, IDT will continue to innovate and craft solutions that will meet the ever-changing needs of its customers, matching the latest Enterprise Content Management (ECM) technology with strategic advice and skilled systems integration.

For more information, contact IDT at 630.875.1100, or visit [www.idt-inc.com](http://www.idt-inc.com).

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**Integrated Document Technologies** (IDT) helps companies eliminate paper at its source, offering consulting services and a full line of content management, data and image capture and process automation products including hardware and software systems and Internet-based electronic solutions. Since 1992, IDT has put its sole focus on creating customized document management solutions for companies in diverse industries, serving as a one-stop resource for design, integration and long-term system support. With system installations nationwide, IDT’s expertise as system designer and integrator continues to expand as new document management technologies become available. Contact IDT at 630.875.1100 or visit [www.idt-inc.com](http://www.idt-inc.com).

*Photos included with release (2)*

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