



Avalon Welcomes Bill Ford

BUFFALO, NY – July 19, 2021 – Avalon is pleased to announce that Bill Ford has joined us as the Director of Business Development for our new service line, [Business Process Outsourcing](#), which includes secure print and mail, managed document scanning, and managed office services.

Bill has spent more than 20 years in the managed print services industry, most recently as vice president and subject matter expert at an organization specializing in outsourced print solutions for healthcare companies. He has extensive experience in a variety of other verticals, such as legal, manufacturing, and financial services, and has worked for global companies, including Office Max/Office Depot, as a lead analyst and consultant."

As an expert in pre-sales, Bill is proficient at analyzing accounts and developing solutions that would best fit a client's unique needs. Other responsibilities of his enterprise-level position include business development, working with Avalon's managing partners and the sales team to leverage current relationships across all our markets, and creating demand for our managed services.

"What's exciting about all of this is that it's new," Bill says. "Larry (Kotterman, VP of Business Process Outsourcing) and I get to whiteboard something, build it from scratch, and make it successful." He knows that this initiative is a top priority for Avalon's leadership team, so he's looking forward to socializing these offerings through our sales and marketing teams and getting Avalon's managed business process services out into the world.

Outside of work, Bill enjoys hiking, biking, travel, craft beer and bourbon, and cooking. He's looking into getting a flat top for smash burgers and a portable pizza oven this summer.

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About Avalon:

Avalon was founded in 2000 in Syracuse, New York, as a legal copy company that prided itself on high-quality products and a high level of customer service. Avalon has evolved to provide a wide array of niche services including scanning, managed office services, digital forensics, cybersecurity, and eDiscovery to numerous industries. Avalon has been recognized by Inc. Magazine as one of the fastest growing private companies in the U.S. and is a 6-time Inc. 500/5000 honoree. Avalon has regional offices in Buffalo, Rochester, Syracuse, Utica, Cleveland,

Tampa, Omaha, Grand Rapids, and Detroit. For more information, visit www.avalonlegal.com or go to [LinkedIn](#), [Twitter](#), or [Facebook](#).

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