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### **Optimization Announces Merger with Pennsylvania-based Total Systems Design**

ROCHESTER, NY – Optimization announced today that it has signed a letter of intent to merge with Total Systems Design (TSD) of Coatesville, PA. The companies expect to consummate an agreement shortly after the first of the year, after which TSD will operate as a subsidiary of Optimization. James Cummings, president of TSD, will continue in his role leading TSD as a division of Optimization.

The merger is part of an overall plan of strategic growth by Optimization. TSD has extensive experience in the pharmaceutical industry, complementing Optimization's established capabilities in this area. For TSD, Optimization will provide a broader array of process and mechanical engineering services, as well as fabrication and installation skills.

"TSD adds exciting new talent and national presence," says Bill Pollock, president and CEO of Optimization. "We envision a company that has many strong groups in diverse geographical locations around the United States. This merger will enable us to better serve large corporate clients with many remote operations," Pollock states.

But the positive effects of the merger span further than the two companies' client base, Pollock notes. "Both Optimization and TSD have strategic relationships with large vendors. Having multiple locations and more diverse technical skills will make the combined firm a more valuable business partner."

And since both companies have a similar culture and business methodologies, existing TSD clients will see very little change in how the company does business. In addition, the broad capabilities and services of Optimization will likely be of value to existing TSD clients. "We're very excited about the merger with Optimization," says Cummings. "TSD and Optimization have similar system integration capabilities, but Optimization's process, mechanical and electrical design and fabrication services will give TSD even more ways to serve our clients."

TSD's engineering staff is expected to grow, both within its own division as well as utilizing Optimization staff resources on TSD projects.

Optimization, a global design, engineering and construction company headquartered in Rochester, New York, provides solutions and services for industrial and manufacturing applications. Optimization has several locations in the U.S., including Rochester, Houston, Syracuse and Boston, as well as Canadian operations based in Windsor, Ontario.

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