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NEW DIRECTOR OF SALES TAKES LEAD AT EDGE INFORMATION MANAGEMENT

MELBOURNE, FL—October 2, 2017 Chad Stair joins Edge Information Management as the new Director of Sales. He will lead a growing sales team in the competitive industry of employee screening. Stair will also oversee the marketing and client services functions as well as have input in business development, strategy and technology integration.

Stair has been in the industry for 15 years, most recently with Shield Screening in Tulsa, OK as Vice President of Sales. Over the course of his career, he has built successful sales engines for companies while managing client services teams that set annual records for client retention rates. While with Shield, Stair oversaw exceptional growth in sales over five years prior to partner buyout. He also grew sales at Trak-1 Technology more than nine-fold over ten years as Vice President of Sales and Account Management.

“Mr. Stair’s track record for sales in our industry is excellent,” notes Edge President Joe Langford. “But his experience with technology integration, compliance as well as client services makes him a strong fit for our company as we focus on these services for Edge clients.”

Stair is originally from the mountains of Colorado and attended Bethel College in Minnesota as well as Colorado State University.

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Edge Information Management, Inc., established in 1991, is a privately held national provider of employment screening services dedicated to furnishing employers with accurate background screening, drug testing and electronic i9/e-Verify services at cost-effective rates. Edge delivers services to each client via the Internet through its proprietary software WebScreen™, portal or integration with a variety of industry leading ATS Systems. Delivering “big business ability with small business agility” is a distinguishing differentiator that is most appreciated by Edge’s clients. The NAPBS Accreditation

exemplifies Edge's dedicated focus on delivering accurate information quickly and in compliance within hiring federal and state regulations.