

# INTEGRAM'S MANAGEMENT TEAM IS FOCUSED ON SUCCESS. YOUR SUCCESS.



Through the years, some of the most innovative minds in laser personalization have found their way to our executive team.

The reason: They shared the belief of our founder—Arpad de Kovacsy—that mail could be processed at extraordinary speed and yet meet some of the highest standards of accuracy in the industry.

Together, they've worked to create an exciting new standard in personalized and responsive direct mail.

---

## Arpad de Kovacsy, Chairman

Arpad de Kovacsy, a Director of the Company and its former President and Chief Executive Officer, has 36 years experience in telecommunications and electronic mail systems. A West Point graduate, he was in charge of wartime communications for NATO Headquarters in Europe and subsequently, at the age of 26, commanded a specialized 290-man unit responsible for the most modern telecommunications network in all of Southeast Asia. He became a Commercial Manager for AT&T in New York City and subsequently was responsible for the analysis and regulatory oversight of Mailgram and E-COM, the Postal Service's electronic mail system. He then became President/CEO of TCOM Systems in early 1989, after which the Company achieved a 500% growth in revenues. At the end of 1991 he founded INTEGRAM which grew rapidly from the start and was named an Inc. 500 Company. INTEGRAM has been profitable every year, a record achieved by only 1 out of over 1,100 equity investments examined by the Wall Street Journal.

---

## Andrew Henley, Chief Executive Officer

As CEO at INTEGRAM, Andrew Henley has taken the hands-on approach that he enjoyed while performing his previous duties as Vice President of Operations. In this capacity he keeps his finger on the pulse of day-to-day project management and scheduling, while always looking to keep clients delighted with the most innovative services and the finest products available. After studying Finance and Accounting with the

University of Canberra in Australia, Andrew spent 6 years in the printing and photographic industries before moving to the USA. In 1998 Andrew started with INTEGRAM, initially in the warehouse and soon after in the Client Services Department, before moving to Operations in 1999. Australian by birth, Andrew also lived in New Guinea, England and Indonesia before settling in the US with his wife and two daughters.

---

## Fernando Pagkalinawan, President

Before becoming INTEGRAM's President, Fernando Pagkalinawan served as Vice President of systems and technology from 1994, and was instrumental in the growth of communication and data operations. With over 16 years experience in communications technology, he leads a team of talented employees dedicated to service, quality and progressive development. INTEGRAM's unique integrated messaging system (Direct Mail/Fax/Electronic Mail) is a direct result of his collaborative efforts and leadership. Fernando earned a BA degree in Mathematics from Willamette University, and has training in various programming applications. Fernando lived in Asia, Europe and the Middle East for 9 years and is now happily living in Fairfax with his wife and two sons.

---

## Melanie Harrison, Senior Vice President

Melanie came to INTEGRAM in 1993 from the telecommunications industry. INTEGRAM's outstanding sales and client services departments were established under her management and guidance. She has continually identified new market channels for the company's services and negotiated multi million dollar contracts resulting in continued growth and achievement of the Inc. 500 ranking.

After a sabbatical of a few years to be home with her young children, and some time working in nonprofit development, she returned with a renewed enthusiasm in 2009 to again spearhead sales and marketing efforts. Melanie takes a consultative approach with all clients. Her first priority is to understand the client's business in order to offer creative ideas and solutions.

(over, please)

A Virginia native, Melanie holds a Bachelor's Degree from the Radford University College of Business and Economics. She lives in Fairfax with her husband, son and daughter.

---

### **Ann Carr, Vice President**

Ann Carr serves as Vice President of Administration, Corporate Culture and Human Resources. Ann co-founded INTEGRAM in 1991 and has since been integral in its growth. Until 2000 she served as Vice President, Operations. Prior to working for INTEGRAM, Ann worked at ICF Consulting and TCOM Systems. Ann earned an MS in Conflict Analysis & Resolution from George Mason University and a BA in International Affairs from George Washington University. Having lived in England and Taiwan, Ann still enjoys traveling widely with her husband and three children.

---

### **Angela Greene, Comptroller**

INTEGRAM's dynamic Accounting Department is driven by Angela Greene who was named a corporate officer and Comptroller in 2001. After joining INTEGRAM in 1997, Angela was quickly promoted to Manager and then Director of Finance -- leadership roles that enabled Angela to build the well structured and highly efficient department necessary to keep pace with INTEGRAM's intense growth. Prior to joining INTEGRAM, Angela was a student at Virginia Polytechnic Institute & State University in Blacksburg, Virginia. There, she graduated with a B.S. in Business, earning majors in both Finance and Management. She currently lives in Ashburn, Virginia.



Corporate Headquarters  
22695 Commerce Center Court  
Dulles, VA 20166

Nationwide Telephone: 1.800.732.4138

Local Telephone: 703.849.1700

Email: [info@integram.com](mailto:info@integram.com)

**INTEGRAM is Ready to Respond. Call now: 1.800.732.4138!**