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Integral Systems Moves to Columbia Gateway

By Joseph Patrick Bulko, STAFF WRITER

Integral Systems, a provider of satellite ground systems, recently relocated its headquarters from Lanham to Columbia Gateway Business Park. The five-story, 131,451-square-foot Class A office building at 6721 Columbia Gateway Drive has an anticipated completion date early in 2009.

"We are extremely pleased, in this current economic environment, to announce this major lease with a new tenant," said Rand Griffin, president and CEO for Corporate Office Properties Trust (COPT), which owns 2.4 million square feet in Gateway. "This is a result of our strong tenant relationships with the government and defense information technology sectors, and a testament to the strength of our team, our quality product and level of customer service," said Griffin.

First of Four

COPT is a specialty office real estate investment trust (REIT) that focuses on strategic customer relationships and specialized tenant requirements in the U.S. government, defense information technology and data sectors. The company acquires, develops, manages and leases properties which are typically concentrated in large office parks, primarily those located adjacent to government demand drivers/growth corridors.

"We're the first of four other [Gateway] owners to lease, and we leased the whole building," Griffin said, adding that COPT, owner of 248 office and data properties totaling 18.7 million rentable square feet, has yet to feel the impact of the slowing economy or the tightening of the credit markets.

"We are doing very well on our overall leasing," he said. "If you have a good product and company, there's less of a risk. Other owners are feeling the pinch, though."

Synergies

Integral Systems decided to relocate their headquarters for several reasons, said Jeffrey Rosolio, Integral's vice president of human resources.

Those reasons include "enhancing our ability to accommodate future growth of the company, choosing an environment that better represents the high tech image we want to project, getting all of our Maryland employees under one roof to promote better team interaction and synergy, and enhancing our recruitment efforts by getting closer to our relevant labor market and offering a physical environment to create a more effective and efficient workspace," Rosolio said.

Founded in 1982, the company has supported more than 205 satellite missions for communications, science, meteorological and earth resource applications. Integral was the first to offer an integrated suite of commercial-off-the-shelf software products for satellite command and control. The company is planning to move approximately 250 of its employees to the new building in February 2009.

"We believe that Howard County and Columbia present a very business friendly environment situated strategically along the Baltimore/Washington Corridor," Rosolio said. "Its proximity to I-95 makes it easily accessible by air, rail and automobile. Our investigation into where our employees currently reside revealed that this centrally located site would cause the least amount of disruption to our staff's current commuting patterns."

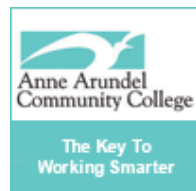
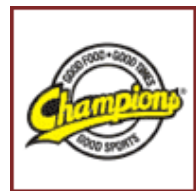
Through its wholly-owned subsidiary, SAT Corp., Integral Systems provides satellite and terrestrial communications signal monitoring systems to satellite operators and users throughout the world. Through its Newpoint Technologies subsidiary, the company also provides software for equipment monitoring and control to satellite operators, broadcasters and telecommunications firms.

Under Roof

"We were drawn to this building because its size and floor plan make it ideal for our staff and physical infrastructure," Rosolio said. "We are currently occupying COPT office space in Colorado Springs and look forward to leveraging our multi-city relationship to our mutual advantage."

Integral Systems' RT Logic subsidiary builds telemetry processing systems for military applications, including tracking stations, control centers and range operations. The company's Lumistar subsidiary provides system- and board-level telemetry acquisition products.

"We are very excited about this move, which is the first of its kind for Integral Systems in our 26-year history," said Alan Baldwin, Integral's CEO. "This is a brand new building in a highly desirable location with plenty of local amenities. Our new headquarters reflects our success and achievement in the satellite industry. We



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continue to gain new and exciting contract wins, which in turn, create positive growth in both revenues and the size of our company."

