EXPRESS DATA SYSTEMS

While most businesses in 1987 were still wrestling with fax machines and filing cabinets, Jay Berman was already envisioning a future where data processing would revolutionize how companies operate. Today, his daughter Jennifer Scotese continues that pioneering spirit as President and CEO of Express Data Systems, proving that sometimes the best technology solutions come with a personal touch.

Jennifer Scotese

Q: What makes Express Data Systems different from the national payroll companies?

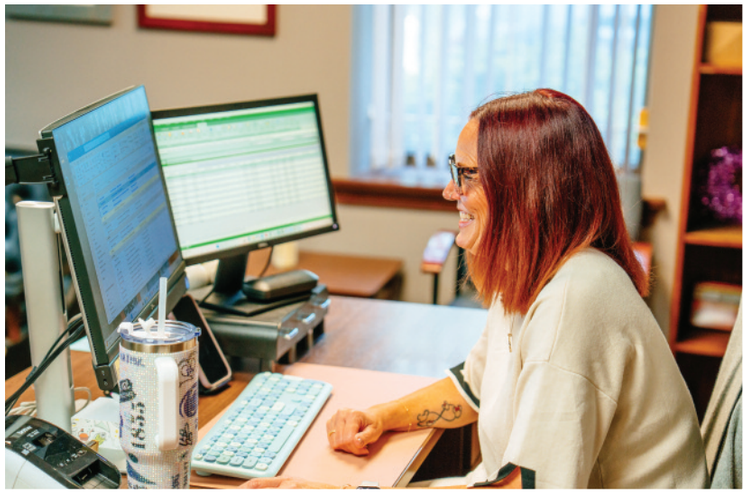
A: "We're not just a vendor – we're your neighbor. When you call us, you get Jennifer or one of our team members who knows your business personally. We've been serving the Greater Philadelphia region since 1987, and that local knowledge matters. We understand the specific challenges facing businesses in our area, from local tax requirements to seasonal employment patterns. Plus, when you have an issue, you can actually reach a real person who cares about solving it, not someone reading from a script in a call center halfway across the country."

Q: Can you tell us about the company's unique beginnings?

A: "My father, Jay Berman, was truly ahead of his time. In 1987, when most businesses were still doing payroll by hand or with basic calculators, he saw the potential of data processing technology. He pioneered computerized payroll services in this area well before it was mainstream. What's interesting is that Dad was also a car enthusiast – he once converted an old gas station into a first-class retro renovation space for car lovers. That same attention to detail and passion for restoration is what we bring to businesses today: taking their outdated, manual processes and transforming them into something efficient and beautiful."

Q: Beyond payroll, what other services do you offer that businesses might not know about?

A: "People often think we're just a payroll company, but we're actually a comprehensive workforce management partner. We offer a powerful HR platform with expert resources—all in one premium package designed to help protect and support your business.



"Providing personalized, reliable service that helps local businesses thrive... When our clients succeed, our entire community benefits."

Many of our clients started with us for payroll and quickly discovered we could solve their HR headaches too. With Express Data Systems' HR technology, you can efficiently manage tasks like timekeeping, employee background checks, earned wage access, and a variety of employee perks. Our platform also gives you the ability to create customized employee handbooks, access legally compliant policies and job descriptions, and find up-to-date legal information tailored to your state. It's like having a full HR department—without the overhead."

Q: Why should a growing business choose local over a big national brand?

A: "When you're with a national company, you're just an account number. When you're with us, you're part of our community. We attend the same Chamber events, shop at the same local businesses, and understand the challenges of doing business in our market. Plus, our pricing is typically more competitive because we don't have the massive overhead of national advertising campaigns and corporate bureaucracy. Every dollar you spend stays local and supports our regional economy."

Q: What's your biggest success story with a local client?

A: "We have a manufacturing client who came to us drowning in paperwork and compliance issues. They were spending 15 hours a week just on payroll and HR tasks. Within three months of partnering with us, they'd eliminated that administrative burden entirely and could focus on growing their business. They've since expanded to three locations, and we've scaled our services right alongside them. That's the beauty of a true partnership – we grow together."

Q: What trends are you seeing in the local business community?

A: "More businesses are realizing that outsourcing payroll and HR isn't just about saving time – it's about risk management. Employment laws are constantly changing, and the penalties for non-compliance can be devastating for a small business. We stay on top of all the regulatory changes so our clients don't have to. We're also seeing more businesses interested in comprehensive employee benefits packages to attract and retain talent. We help level the playing field so smaller companies can offer benefits that compete with larger corporations."

Q: What's next for Express Data Systems?

A: "We're always looking for ways to better serve our community. Technology continues to evolve, and we're investing in new platforms that make payroll and HR support even more seamless for our clients. But our core mission remains the same: providing personalized, reliable service that helps local businesses thrive. When our clients succeed, our entire community benefits."

For more information about Express Data Systems' payroll processing, HR services, and employee benefits programs, visit expressdatasys.com or call 610-495-7166 to speak directly with Jennifer and her team.

express DATA SYSTEMS, INC.