

## SWK Technologies to Buy ISM

Livingston, N.J. (October 5, 2012) By Seth Fineberg



Major Sage North America partner SWK Technologies, Inc., a wholly-owned subsidiary of SilverSun Technologies Inc. has signed a letter of intent to acquire Portland, Ore.-based Sage reseller Information Systems Management Inc. (ISM), solidifying a more national presence and adding more than \$6 million in revenue.

SWK Technologies anticipates the closing of the acquisition of ISM on or before January 1, 2013. More importantly, the buy will bolster SWK's existing Sage 100, 500, and X3 business and adds over 30 staff with offices in Portland, Ore., Phoenix, Sacramento, San Diego, San Francisco, and the Washington, D.C. metro area. The union will also add what SWK chief executive Jeff Roth describes as "a strong CRM practice" as ISM also represents Sage CRM, SalesLogix, and Microsoft Dynamics CRM.

"ISM also has a deep development expertise and methodology, a strong west coast practice and similar shared values," said Roth. "This transaction is perfect in every way, one of those rare opportunities in which one plus one equals ten. We now dynamically give our individual strengths the opportunity to be fully realized from coast to coast for the benefit of our clients and the network of resellers that we service."

Both SWK and ISM are in the top 50 of the 2012 Accounting Today VAR 100 list, which reported \$10.5 million and \$6.75 million in gross revenues, respectively.

ISM CEO BJ O'Reilly was equally as enthusiastic about the merger, stating "we have partnered with and respected SWK for many years. Over the past several years, we realized that one day our two strong individual companies would come together to provide the best of the best for both companies clients and partners. The fact is that SWK and ISM share the same core values and have very little overlap. This truly is a great day for both organizations."

Source: <http://www.accountingtoday.com/accounting-technology/news/SWK-Technologies-to-Buy-ISM64220-1.html>