

## **FOR IMMEDIATE RELEASE**

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## **Growth Achievement Partners & Zygoquest Group have formed a strategic alliance to spearhead Managed Service Provider Acquisitions**

Philadelphia, PA – April 6, 15 – Mike Dudek of Zygoquest Group and Mitch Morgan of Growth Achievement Partners have announced a strategic alliance to assist office equipment business owners with the acquisition of Managed Services businesses. Zygoquest is the foremost authority on mergers and acquisitions in the office equipment industry, while Growth Achievement Partners is the recognized leader for advising office equipment dealers on successful Managed Services business development.

Mitch Morgan and Chris Ryne of Growth Achievement Partners and Mike Dudek and Rich Wisniewski of Zygoquest have combined their expertise to advise industry owners and executives on Managed Services acquisitions and taking advantage of the abundant growth and profit opportunities available. This affiliation will bring together the best of both worlds, with deep acquisition expertise from Zygoquest, and longstanding Managed Services experience from Growth Achievement Partners.

“We are pleased to combine our expertise for the benefit of the industry,” noted Morgan. “Mike Dudek has completed more acquisitions than anyone in the industry, by a big margin. Simply stated, Mike and Rich know how to get deals done.”

“My working relationship with Mitch began nearly 20 years ago when we acquired his IT Services business, IKON Office Solutions. I consider him to be the preeminent authority on Managed Services within the office equipment industry, and we are pleased to join forces. Mitch and Chris have a deep understanding of all aspects of the business.”

Growth Achievement Partners and Zygoquest will launch their strategic alliance by contacting the top U.S. office equipment dealers interested in accelerated Managed Services success through acquisition. This partnership provides end-to-end services from target identification and solicitation, analysis, valuation, negotiation, structure, and legal service, through integration activities to maximize growth opportunities. Growth Achievement Partners and Zygoquest will also represent select Managed Services businesses for sale.

“We believe the time is right for this alliance,” said Dudek. “Our services include a full range of mergers and acquisitions activities. The Dealer principals we work with have expressed increasing interest in Managed Services acquisitions to capitalize on this attractive growth market. Acting as acquisition advisors, we have developed deep relationships within the industry and believe this collaboration will allow the office equipment industry to emerge as leaders in the market.”

“Many dealers have entered the Managed Services arena, experienced some success, and are seeking accelerated entry into the market. We have assisted several clients with successful Managed Service Providers (MSPs) acquisitions and integration through the utilization of our Managed Services Business Model, and GAP Methodologies & Toolkit” said Morgan. “Collaborating with Zygoquest brings unprecedented experience, expertise, and scalability in terms of transaction volume and capabilities.”

Mitch Morgan, Mike Dudek, Chris, Ryne and Rich Wisniewski will launch their campaign nationwide with a series of live presentations and webinars throughout the industry.

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### **About Growth Achievement Partners**

The recognized leaders providing strategic sales and operational consulting to the office equipment industry, Mitch Morgan & Chris Ryne of Growth Achievement Partners provide strategic sales and operational consulting within traditional and emerging technology markets. With their help business owners capitalize on the emerging market opportunity of Managed Services, delivering sustained growth and recurring revenue within four key areas; Core Sales, Solutions, Network Services, and Business Model. For more information: [www.growthachievementpartners.com](http://www.growthachievementpartners.com)

### **About Zygoquest Group**

As the foremost authority on mergers and acquisitions in the office equipment industry, Mike Dudek and Rich Wisniewski of Zygoquest Group seek to unite parties with common business interests to capitalize on mutually beneficial opportunities. Experts at representing owners for sale and creating value for investors, Zygoquest’s primary services include: representing entrepreneurs who wish to sell their company, investors who wish to acquire a company, valuation services, and target identification, due diligence, value enhancement and negotiation.

With hundreds of successful acquisitions, both sales and purchases, Zygoquest Group has acquired vast industry expertise. For more information: [www.zygoquest.com](http://www.zygoquest.com)