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IMPACT ACQUIRES LANCE ALLEN DOCUMENT SOLUTIONS

National Business Process Optimization Provider Grows West Coast Operations with Acquisition of LA-based Document Management Company

LOS ANGELES (October 23, 2017) - **Impact**, a leading national business process optimization provider, announces the acquisition of 100% of Lance Allen Document Solutions (LADS), an established and trusted Los Angeles-based provider in the document management sector.

Founded in 1967, Lance Allen Document Solutions has proudly served customers for several decades, leaving a trusted reputation within the Los Angeles community. The team's knowledgeable technicians have remained loyal to the business, servicing clients' every need and increasing retention rates. In addition to a large clientele, LADS's partnerships with KYOCERA, Xerox, Muratec and more, elevate Impact's ranking among competitors. Impact has moved swiftly since expanding operations in Los Angeles a few short months ago, and the integration of Lance Allen Document Solutions is guaranteed to be seamless.

Rick Powell, President and owner of LADS, expressed his confidence that Impact will maintain his organization's reputation as the company changes hands: "I am extremely pleased that Lance Allen Document Solutions has joined the Impact family. Impact will offer our customers the latest innovations in document workflow, while continuing the tradition of excellent customer service that has always guided Lance Allen Document Solutions."

Acquiring LADS allows Impact to strengthen ties with Los Angeles dealers, and provide a new range of services to hundreds of clients who have worked with LADS for years. Impact's expanded services include Managed IT and Cloud Services, Print and Document Management Services, Branding, Design and Marketing and Business Process Optimization.

Impact CEO, Frank Cucco, expressed his enthusiasm for the deal saying, "From our years of experience in the Midwest, we know that having a solid community presence is a vital component to our business operations. This new venture will allow us to build upon the decades-long reputation Lance Allen Document Solutions has established with its long tenured clients. We are confident that we will be able to replicate that same positive experience their clients have grown accustomed to, while providing a host of new technology and resources."

By combining these two companies, Impact will gain 600 new customers and continue to rapidly expand its West Coast operations. Lance Allen Document Solutions' clients now have access to a wide range of services, more innovative and high performing than before, and the elite service associated with Impact. Together, both organizations are optimistic about the future of the business.

The transaction finalizes on October 23rd after customary due diligence.

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About Impact Networking

Impact is a fierce competitor in the Business Process Optimization space. Founded in 1999, Impact employs over 450 people at its 15 locations. Impact uses business process optimization to help growing organizations reduce redundant, manual or paper-based processes. Teams of specialists work together to design, implement and support industry-leading solutions and technology. These sustainable initiatives lead to increased efficiency and the rapid achievement of operational goals.

SOLUTIONS

Managed IT & Cloud Services | Print & Document Management | Branding, Design & Marketing

TECHNOLOGY

Enterprise Software | Digital Office Equipment

SUPPORT

Sales | Service | Supplies | Help Desk | Data Center

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