



**FOR IMMEDIATE RELEASE**  
**June 2, 2016**

**CONTACTS:**

Amy Higgs  
Media consultant  
502.552.2140  
[amy@write-is-might.com](mailto:amy@write-is-might.com)

David Ely  
President  
CisCom Solutions  
502.253.4525  
[DEly@ciscom.com](mailto:DEly@ciscom.com)

## **CisCom Solutions expands to Lexington market**

*Louisville-based IT firm acquired Missing Link Managed IT June 1*

(LOUISVILLE, KY) — Louisville-based information technology firm CisCom Solutions LLC is expanding to the Lexington market with the acquisition of Missing Link Managed IT LLC. Both firms provide complete IT solutions, from computer network sales and support to security and disaster recovery services. The deal, which closed June 1, represents a significant foothold for CisCom outside Louisville.

As part of the sale, CisCom will purchase Missing Link's customer list, representing about 50 clients and \$500,000 in annual sales, as well as some office equipment. CisCom also will take over the company's lease for office space located at 124 Venture Court, Suite 9. Missing Link's owner, Bob Ellison, will join CisCom as technical support manager for Lexington. Ellison's business partner, Michael Runyon, will be moving on to other opportunities. CisCom plans to make a minimal capital investment to integrate Missing Link's operations into CisCom, with no disruption to services expected.

"I wasn't looking to sell, but I had gotten frustrated with trying to build the business," said Ellison. "I was attracted to the strong team environment and resources that CisCom has to offer. I'm a great computer guy, but I'm not as good with HR, marketing and collections. It was an opportunity that came along at the right time, and I'm excited about getting back to doing what I do best."

Acquisitions have been part of the overall growth strategy for CisCom, which is celebrating its 20<sup>th</sup> anniversary in July. Founder and president David Ely has led his company to purchase several other one-man IT shops in the past decade, including Liquid House Technology

-more-

Solutions in 2008. The former owner, Scott Walters, now serves as Ely's partner in CisCom. The company currently has 18 employees and had \$2.3 million in revenue in 2015.

"I've had a lot of respect for Missing Link as our competitor over the years," said Ely. "We gain a lot of synergy when we add a subcontractor with years of experience because we can provide much better solutions to customers as a team. It centralizes their helpdesk support and back-end office functions, which mean cost savings for them and additional technical expertise for us."

Ely will split his time between Louisville and Lexington in the coming months to lead the integration of the two firms. The acquisition is expected to increase CisCom's total sales to close to \$3 million by the end of the year. CisCom also has targeted other companies in both Louisville and Lexington for additional acquisitions in 2016, but no deals have been finalized.

### **About CisCom Solutions**

Founded in 1996, Louisville-based CisCom Solutions provides customized IT services and support to small and medium business in Kentucky and Indiana, including managed services, IT consulting, hardware and software purchasing, disaster recovery planning, email security, onsite and virtual solutions and telephone/VoIP solutions. With support available 24/7, CisCom Solutions partners with technology providers, including Microsoft, Dell and Synnex, to provide cost-effective solutions through individualized service. CisCom's main office is located at 133 Evergreen Road in the East End of Louisville.

###