



FullScope IT announces national merger of 3 leading Managed Services Providers

Merged firm will have locations in the Northeast, Mid-Atlantic, South and Southwest

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Three Managed IT Services companies have joined together to provide client IT services on a national scale from offices in four states stretching from the Northeast to the Southwest. The FullScope IT team in Annapolis, MD and Fredericksburg, VA, is merging with The I.T. Workshop with locations in the metro Phoenix, AZ area and Kincaid Network Solutions in New York's capital region. The combined company will have over 30 employees.

The FullScope IT merger integrates three leading Managed IT Services organizations that have been part of close industry peer accountability groups such as Robin Robin's Producers Club and "the20" for several years. FullScope IT, The I.T. Workshop, and Kincaid Network Solutions are industry-leading Managed IT Services organizations in their markets. The staff and locations at all three companies will remain the same and they continue to offer nationwide service through a unique model. The combined organization provides an expanded footprint along with an increased depth of expertise in all areas of managed IT and security services, including HIPAA, FINRA, PCI and NIST compliance requirements.

The I.T. Workshop's CEO will take on the role of President for FullScope IT. Kincaid Network Solutions' CEO will take on the role of Chief Operations Officer. FullScope IT's CEO Ryan Rosencranz will continue in the role of Chief Executive Officer for the expanded FullScope IT.

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“We decided to adopt the FullScope IT name as it better represents the “FullScope” of innovative technology solutions we offer,” said Darren Patoni, Founder and CEO of The I.T. Workshop and now President of FullScope IT.

“Our goal is to enhance our solutions and deliver *personal* differentiated service, *predictable* flat-fee pricing structure, and *alignment* with those we serve. The information technology industry is the fastest changing industry in the world. Although, things change rapidly around here and growth is constant, we continue to be guided by a set of values that don’t change. As an organization, our principles are: Do Right, Do everything to the best of our ability, and Do what’s in the best interest of our clients demonstrating that we genuinely care. This is the FullScope way of how we conduct business,” said Patoni.

Bob Priest, CEO and founder of Kincaid Network Solutions and now COO of FullScope IT, said, “Each of our companies have a strong commitment to core values we share. We’ve got a cultural alignment of people who care about their team members as much as they care about their clients. Our trademarked iCare™ solutions we offer, as a managed IT services provider, are an extension of who we are

Ryan Rosencranz, CEO of FullScope IT, said, “It is rare to find another high-tech firm with similar morals, values, and goals. I found 2. Our updated business plan combines each of our personal strengths, networks and geographic reach along with 50 years combined executive experience in the industry. Our team looks forward to further strengthening our relationships with our fellow MSPs, partners and vendors.”

Jeff Johnson, Vice President, Mastermind Groups, Technology Marketing Toolkit, Inc. said, “As long-time Producers Club members, the merged companies all exemplify a big part of our mission... success-minded entrepreneurs that inspire excellence and collaboration in members to enable each of them to do great things. This new partnership does just that for not only the leadership team, but also for their customers!”

FULLSCOPE IT

WORRY-FREE BUSINESS TECHNOLOGY



THE I.T. WORKSHOP
Information Technology Solutions for Businesses



About FullScope IT

Headquartered in Annapolis, MD with an additional office in Fredericksburg, VA, FullScope IT provides Managed IT Support Services with a focus on regulatory compliance. For more information visit: www.FullScopeIT.com

About The I.T. Workshop

Located in Gilbert, AZ and serving businesses since 1999 in the greater Phoenix metropolitan area, The I.T. Workshop specializes in highly-responsive computer support, cloud solutions, voice over IP communications, and proactive managed IT services.

About Kincaid Network Solutions

Kincaid Network Solutions has been providing expert IT support and solutions since 2004, helping hundreds of businesses increase productivity and profitability by making IT a streamlined part of the operations. Our mission is to deliver highly cost-effective technology solutions and support in order to maximize our clients' productivity and profitability.

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