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## **Inacomp Returns -- This Time As A B-2-B Computer Player**

The company that was synonymous with the birth of the personal computing in Michigan is growing again -- this time in business and public-sector markets.

Inacomp Technical Services Group saw its revenues nearly triple in 2009, thanks mostly to two major acquisitions made in 2007 and 2008.

And CEO Michael Kanan is on the prowl for other acquisitions, as well as technical and sales talent.

Inacomp bought the Michigan, Indiana and Ohio regional offices of Newport Beach, Calif.-based DynTek Inc., in March 2008, adding 40 employees.

Earlier, in November 2007, Inacomp bought Southfield-based Henninger Corp., where its headquarters today is based. This deal added 10 employees.

Today's Inacomp offerings include; computer hardware, software and services to a wide variety of Corporate, SMB, and Public-sector clients.

The company has a strong practice in K-12 education, having client relationships with more than 30 school districts in southeast Michigan. InaComp also works in higher education, including Western Michigan University. Client success stories can be found at [www.inacomp.net/services.html](http://www.inacomp.net/services.html).

In addition to its product lineup, InaComp has a managed services practice that provides remote network monitoring and remote desktop management. According to Kanan, managed services could be the largest growth segment in its core business.

Kanan said Inacomp is also hiring. "We're always in the market for 'A' players who have significant sales experience, as well as high-end network certifications, in areas such as HP storage, infrastructure and Cisco technologies," Kanan said.

Kanan is an unlikely tech CEO. Thirty years ago, he was driving a forklift for Stroh Brewery Co. It was a good-paying union job, paying \$30,000 a year (nearly \$80,000 in today's dollars).

But one day, someone Kanan knew at a country club introduced him to Rick Inatome, then a recent graduate of Michigan State University.

"He was talking about opening up a computer business, and Rick was more articulate and charismatic than just about anyone I'd ever met," Kanan said. "Everybody told me, 'Stay at Stroh's, it's \$30,000 a year. Stroh's is a Detroit icon! You'll be always to be able to provide for yourself, your family, and what the heck, people retire from Stroh's. Moreover, who's going to spend \$5,000 on a personal computer in 1983?' I didn't take their advice. I took the leap of faith and needless to say it turned out to be a pretty good decision."

More about Inacomp can be found at [www.inacomp.net](http://www.inacomp.net).