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## Quick Solutions gets new home, majority owner after CEO succession

BY MATT BURNS | BUSINESS FIRST

Information technology consultant Quick Solutions Inc. has new digs, a new majority owner and an eye on growth, but the road to its best year has been bitter-sweet.

The company is situated in a 23,000-square-foot space at the Offices at Westar III in Westerville, following a recent move from nearby. The headquarters relocation, Chairman and CEO Tom Campbell said, more than doubled the space for the firm, which has upward of 175 full-time consultants and 220 employees overall.

Campbell joined Quick Solutions in 2000 as its CFO, and this year bought 60 percent of the privately held company's

shares for an undisclosed sum. That brought his ownership stake to 66 percent; employees hold the remainder through a stock ownership plan.

While Campbell took a prominent role in bringing the 20-year-old firm out of a post-Y2K slump and was promoted to president in 2002, his emergence as CEO and now majority owner came at a cost.

More than two years ago, company founder Gary Quick was injured in a motorcycle accident that left him disabled and unable to lead the company. Quick's majority ownership was placed in a trust, which contacted Campbell late



**T. Campbell:**  
Quick Solutions  
sees record year.

last year about buying the shares.

Campbell remembers the time after Quick's accident as a dark period for the company, but one it emerged from as a result of succession planning performed years earlier. The plan had tagged him as the CEO in such an event, and his first task was assuring clients that business would go on as usual.

"When you have a situation like that, you have to reach out and let them know the business is safe," he

said.

Campbell expects revenue this year to top its 2007 record performance when sales totaled \$28.1 million.

With growth has come tough decisions

as well. Quick Solutions this spring shut a satellite office it opened a decade ago in Charlotte, N.C., when Bank of America Corp. acquired NationsBank Corp. Activity in the region brought about big demand for IT consulting, but industry troubles and consolidation sparked the closing.

Economic challenges have made this year tougher, but as some industries cut back, others such as energy are growing. Quick Solutions' clients in the area include American Electric Power Company Inc., Wendy's International Inc. and Ohio State University.

"We have a diversified client base," Campbell said, "and that goes a long way."

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