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Lake Business and FIT Technologies Partner to Integrate Workplace Technology, Managed IT and Cybersecurity Services

Family-owned Lake Business and 100% employee-owned FIT Technologies align complementary capabilities to help organizations simplify operations, strengthen security and scale with confidence.

CLEVELAND, Ohio – Lake Business, a family-owned Northeast Ohio provider of workplace technology and managed services, and FIT Technologies, a 100% employee-owned managed IT services provider, today announced a strategic co-branded partnership designed to expand the technology solutions and support available to clients of both organizations.

As organizations navigate increasing cybersecurity risks, rapid advances in artificial intelligence, evolving workplace technology needs and growing pressure to do more with fewer internal resources, Lake Business and FIT are partnering to offer a simpler, more coordinated approach to technology planning, implementation and support.

Through the partnership, Lake Business and FIT will coordinate market development, sales and service delivery across managed print solutions, office technology, managed IT, cybersecurity, network services, managed internet services and related project work. Customer-facing solutions may be presented as “Delivered in partnership by Lake Business and FIT Technologies.”

The partnership combines Lake Business’ long-standing customer relationships, managed print and workplace technology expertise, local service model and executive-level account engagement with FIT’s scale and depth in managed IT, cybersecurity, infrastructure modernization and technical support. Teams from both companies will jointly assess opportunities and align the right capabilities with each customer’s operational priorities, risk profile and growth plans.

AT A GLANCE

LAKE BUSINESS

Highland Heights, Ohio
Family-owned

FIT TECHNOLOGIES

Cleveland, Ohio
100% employee-owned

BY THE NUMBERS

1960

LAKE BUSINESS FOUNDED

1999

FIT TECHNOLOGIES FOUNDED

50,000+

USERS

15

STATES

WHAT THE PARTNERSHIP MEANS FOR CLIENTS

- A coordinated path to a broader portfolio of workplace technology, managed IT and cybersecurity services.
- Greater technical depth and scalable service capacity as customer environments and requirements evolve.
- Clear account coordination, defined escalation paths and shared executive oversight to help resolve issues quickly and effectively.
- The stability and long-term accountability of two established Northeast Ohio organizations.

QUOTES

“For more than 65 years, Lake has grown by listening to our customers and evolving around the way they work. FIT brings the scale, technical depth and employee-owned accountability that complement our customer relationships and workplace technology expertise. Together, we can give clients a more complete, coordinated path forward while preserving the responsive, personal service they expect from Lake.”

– JEREMY WOOD, PRESIDENT AND CEO, LAKE BUSINESS

“FIT and Lake share a long-term view of client relationships and a commitment to doing what is right for the customer. By bringing our managed IT, cybersecurity, AI and automation, cloud and support capabilities together with Lake’s established managed print, office technology and client relationships, we can reach more organizations with solutions that are practical, scalable and built around measurable outcomes.”

– ADAM TUBBS, CEO, FIT TECHNOLOGIES

Both organizations will continue to operate independently while working together to provide a seamless experience for shared clients. Coordinated account management, joint planning and executive oversight will help preserve the responsive support, clear accountability and trusted relationships customers expect.

For Lake Business, the partnership supports the company’s continued evolution from office equipment and managed print into a broader workplace technology and services partner. For FIT, it expands the organization’s ability to bring enterprise-grade managed IT, cybersecurity and network capabilities to more organizations through a trusted regional relationship. Together, the companies expect to bring solutions to market more effectively and help customers manage technology complexity through fewer, more accountable partners.

ABOUT THE COMPANIES

About Lake Business Products

Lake Business Products, Inc. is a family-owned workplace technology and managed services provider founded in 1960 and headquartered in Highland Heights, Ohio. Lake Business helps organizations improve productivity and simplify operations through managed print services, office equipment, document management, managed IT and cybersecurity solutions. Its culture is grounded in Teamwork, Integrity and Excellence. Learn more at lakebusiness.com.

About FIT Technologies

FIT Technologies is a Cleveland-based managed services provider founded in 1999. FIT delivers managed IT, cybersecurity, cloud solutions, AI and automation, network and project services while acting as an extension of its clients' teams. FIT became 100% employee-owned in 2018 and supports more than 50,000 users across 15 states. Learn more at fittechnologies.com.

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