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## Fast 50 Diary

### Big contracts boost business for Innovative Office Solutions.

Innovative Office Solutions won new clients, products and recognition in late January and February, CEO **Jennifer Smith** said. The company also debuted its branded paper as overall sales grew in line with internal projections.

Innovative entered into contracts with the St. Paul and St. Cloud school districts worth an estimated \$500,000 in annual revenue, Smith said.

The new business in St. Cloud puts the company just one deal away from establishing a delivery route there. Innovative currently ships with UPS in that area, Smith said.

The company also won metro-area distribution rights for Edina-based SICO Inc., which makes a school furniture line featuring folding tables that Smith called “durable” and “well -engineered.”

“It’s the best quality table that there is out there and to have an exclusive in something like that is just huge for us,” Smith said.

The agreement adds hundreds of new products to Innovative’s offerings and is in effect indefinitely, subject to sales performance goals.

Innovative was also named a top seller of Holland, Mich.-based Trendway Corp. furniture, winning a President’s Club Award for first-year sales of more than \$1 million.

Paper sales grew 40 percent in January compared to the same month last year. With facilities supplies sales up 71 percent, overall revenue increased in January by 18 percent, which happened to be the company’s growth goal for the month.

“It never works like that,” Smith said of the dead-on forecast.



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