

## **IOS works w/ActionCOACH-Announces Derek Fitzpatrick-President & Acquisition-Heussner Optics**

*By ActionCOACH*

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*IOS has worked with ActionCOACH business coaching for 20 months. Today, IOS announces the succession Derek Fitzpatrick to President & COO. As his first official announcement, Fitzpatrick announces the acquisition of Heussner Optics Inc.*

After spending more than forty years working, most people become complacent and assume that they know all there is to know about their industry and their business. But for business veteran and Chairman of Integrated Optical Services Corporation, Douglas Fitzpatrick Sr. nothing could be further from the truth.

Involved in the optical industry since 1960, Fitzpatrick began laying the groundwork to take his firm to the next level nearly two years ago. "I initially hired ActionCOACH Business Coaching in October of 2007 because I wanted to get a better handle on the business and plan for my succession," said Fitzpatrick "Twenty-one months later, Integrated Optical Services has accomplished these goals. Today, we are announcing a new era for the company. I am happy to pass the reins to my successor, Derek Fitzpatrick."

Helping Integrated Optical Services prepare for the transition, Juliette Donohue of ActionCOACH focused on aligning owner objectives. "As a coach, I bring 20 years of experience of building businesses to the table. With Douglas we worked weekly to improve the financial value of the firm. Our planning sessions focused on protecting business value and continuity for this transition," said Donohue. "The appointment of Derek Fitzpatrick not only strengthens the Integrated Optical Services brand but also opens the door for new business strategies, strategic alliances and business partnerships across the US and abroad."

Derek Fitzpatrick brings with him core industry knowledge. Between 1998-2000, Fitzpatrick worked as Director of Operations at Integrated Optical Services. He has a detailed understanding of their manufacturing processes and internal operations. He most recently worked at Eagle Fustar TD where he was Managing Partner and a member of the Board of Directors. He is also the Founder and President of Tennis Excellence. Prior to that, Fitzpatrick worked as an Investment Advisor for Marcus & Millichap in Palo Alto.

Since joining Integrated Optical Services on May 19, 2009 in the role of President & COO, Fitzpatrick has spent the his first six weeks assessing financial systems, organizational structure and sales strategy of Integrated Optical Services.

"Integrated Optical Services has been an industry leader in Silicon Valley who makes products that surpass the highest military standards and laser grade quality," said Fitzpatrick, "Integrated Optical Services is well positioned to become a top tier player in the optics arena. I look forward to driving strategies which will make this a reality."

"Today, I am also pleased to announce the acquisition of Heussner Optics Incorporated. The acquisition of this firm, who has 34 years of business in Silicon Valley, will serve to increase our capabilities and position ourselves as the preeminent optics provider of instruments, lasers and testing equipment," Fitzpatrick added.

While details were not available, the acquisition of Heussner is reported to include a transfer of intellectual

property, physical assets, open contracts and client list.

As Integrated Optical Services Corporation celebrates 37 years in business, the appointment of a new President and COO, and the acquisition Heussner Optics establish it as the premier supplier of high quality optical components.

#### About Integrated Optical Services

Founded in 1972, Integrated Optical Services specializes in custom manufacturing state-of-the-art optical components. Integrated Optical Services is the single source supplier of laser quality and precision optical lenses, mirrors, windows, light pipes, filters and prisms. The company is supported by decades of technical expertise in the fabrication and coating of optical components and ensures the highest levels of military grade quality and service. Clients include: KLA-Tencor, Continuum, Coherent Radiation, Bio-Rad, Kaiser Electronics and NASA Ames Research Center. For more information go to: [www.ioscorp.net](http://www.ioscorp.net).

#### About ActionCOACH

ActionCOACH is the world's number one business coaching and executive coaching franchise, with more than 1,000 offices in 26 countries. ActionCOACH offers Business Coaching to help companies build better businesses. They work one-on-one with clients to achieve optimal performance and provide support so companies can fulfill their complete potential. Programs focus on sales, marketing, management, team building, finance and operations. To learn more, go to: [www.actioncoach.com/juliettedonohue](http://www.actioncoach.com/juliettedonohue)

#### About Heussner Optics Inc.

Founded in 1975 by George Heussner, Heussner Optics was one of the last optical specialists who based their processes and fabrication on classic European craftsmanship. Trained by Zeiss Optics in Germany, Heussner focused on refractive optical components and flats. Heussner Optics clients' included several instrument manufacturers including: Zeiss, Bell and Howell, Union Carbide, Hughs Aircraft, Visix, and Becton Dickinson.

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