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PCA Group heads into Ohio

Business First of Buffalo - by [David Bertola](#)

The PCA Group Inc. has expanded into the Toledo, Ohio market.

Among the Buffalo-based information technology company's clients in that area is a law firm, whose IT manager left. PCA Group Managing Partner Steve Szubinski said his company had done a decent amount of work for them, and was asked to get involved in helping find a replacement. Eventually, Janis Sankowski was hired to support the law firm, with an eye toward building PCA Group's presence in Ohio.

"The goal is to open the market there," Szubinski said.

Szubinski said the arrangement is not without precedent. The company has a similar model in Rochester where one of its programmers has opened up some sales opportunities there. Szubinski said less than 5 percent of PCA's overall revenues are tied to the Rochester market. PCA Group also has a programmer working in Kansas City, Kan.

Founded in 1989, PCA Group provides custom programming, network services, Web design and development, enterprise resource planning, accounting software solutions and voice-over IP telephony services.