

Tempe-based Inilex acquires Denver competitor, expects growth to increase 300 percent

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By Ty Young

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Inilex Chief Executive Scott Ferguson, said the company's acquisition of Denver-based SkyWay Systems will boost his company's growth by 300 percent in 2009.
Credit- Inilex

Tempe-based Inilex has purchased a Denver-based competitor, further strengthening the company's reach into the GPS product market. The company develops tracking devices widely used by car dealers to defend against theft.

Inilex acquired SkyWay Systems for an undisclosed amount, incorporating the Denver-based companies approximate employee base of 20 staffers and taking over the company's large sales contracts. SkyWay, like Inilex, produces devices that when installed in cars and other mobile assets, can notify users when it is moving out of a certain range.

The technology is based on Global Positioning System (GPS) communication, much like the companies major competitor, LoJack. The Inilex product, called the Kepler System, allows users to create use GPS coordinates to create "geo-fences" around vehicles, including boats and motorcycles. When a vehicle moves out of the range, the device sends a message to the user.

The LoJack system notifies police that a vehicle has been moved, but not the users. Once notified, it is up to the police to call the owner.

Users of the Kepler System access and decide their GPS coordinates through a secure, online account. Along with the "geo-fencing," users can create designate areas that, if entered by their vehicle, will activate the communication link on the device and notify the owner that it has entered a certain area. This is often used by parents who do not want their children to drive into certain areas of a city, said Inilex Chief Executive Scott Ferguson.

With the acquisition of SkyWay, Inilex will take over the company's large sales channels, he said.

"Sales of our GPS devices...will probably increase 300 percent this year," he said. "SkyWay had a very strong market for new car dealerships."

Car dealerships are Inilex's main target for the Kepler System. With large numbers of vehicles sitting uncovered and in lots every night, dealers like the access and ability to know exactly where their fleets are at any point in time, Ferguson said.

As part of the merger, SkyWay's intellectual property will be owned by Inilex. Both companies sold similar products and services. The company plans to continue selling SkyWay products under its existing brands.

For more: [Inilex: www.inilex.com](http://www.inilex.com)