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Maryland firm finds turn-key opportunity with Glendale call center

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Receivables Outsourcing Inc., a health care firm from Maryland, has found a turn-key opportunity to create a West Coast presence as Asset Management Outsourcing Inc. found it no longer needed its Glendale call center.

"As we open new call centers and shift some of our existing branch locations to new and different labor markets, the end result can be excess capacity," said Michael Chamberlain, President and chief executive of Asset Management Outsourcing, a debt collection agency based in Norcross, Ga. "With assistance from Kaulkin Ginsberg (which advised the company on the transaction), we were able to find the right buyer for the local assets and also transition our experienced Glendale work force to a solid, integrity-oriented company like Receivables Outsourcing Inc."

A deciding factor in the deal was the presence of a seasoned collection staff, said Michael Lamm of Kaulkin Ginsberg in an announcement of the deal Tuesday.

The call center, located on Olive Avenue, has 8,000 square feet of office space and a capacity of 85 workstations.

"This acquisition provided us with a turn-key facility to service our health care clients in the Western U.S. and meet our ever increasing needs for additional capacity," said Chris Wunder, president of Receivables Outsourcing. "We have expanded our geographic reach, and we've gained an experienced staff of collection personnel to build from."

Financial and employment details related to the transaction were not disclosed.

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