

Hello. It looks like you're using an ad blocker that may prevent our website from working properly. To receive the best experience possible, please make sure any blockers are switched off and refresh the page.

If you have any questions or need help you can email us

Increased revenue in 2012 has Greatland Corporation planning on further accelerating its growth through strategic acquisitions during 2013.

Mar. 22, 2013

Increased revenue in 2012 has [Greatland Corporation](#) planning on further accelerating its growth through strategic acquisitions during 2013.

The company, one of the leading providers of tax forms like W-2 and 1099, and related e-filing products for business, announced this month that its total revenue increased 7% to \$36 million in 2012. In addition, cash provided by operations increased by more than 70% for the year.

Greatland cited improved market share in key segments, as well as an extensive multi-platform marketing campaign, as key drivers during the year. Electronic filing products were particularly strong, posting a 34% increase compared to 2011.

Privately held, Greatland will pursue a comprehensive acquisition strategy for 2013 as part of its plan to build on its success and accelerate growth. The company started executing on this strategy with its recently announced acquisition of [ExpressTaxForms.com](#) and [ExpressChecks.com](#) from Portland, Ore.-based Express Internet Companies.com.

“We are pleased with our performance for 2012 and the steps we have taken to position ourselves for continued success in 2013,” said Robert Nault, Greatland CEO. “We made important investments in supporting and promoting our brand and in learning more about additional market segments. Those investments will help us drive growth in the months ahead,” .

“As the leader in the W-2 and 1099 market, we are now also working hard to identify

Hello. It looks like you're using an ad blocker that may prevent our website from working properly. To receive the best experience possible, please make sure any blockers are switched off and refresh the page.

If you have any questions or need help you can email us

[Income Tax](#) • [Mergers and Acquisitions](#) • [Payroll](#) • [Taxes](#)

CPA Practice Advisor is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors.

© 2024 Firmworks, LLC. All rights reserved