

Nynex Acquisition Of AGS Software Adds Expertise

By JOHN MAHNKE

WHITE PLAINS—Just as one of the regional Bell operating companies (RBOCs), Ameritech, sold off the software company it acquired in 1986 (Applied Data Research Inc.), one of the largest RBOCs, Nynex Corp. last week acquired the professional services and software products businesses of AGS Computers, Inc.

Nynex said the purchase — made through its subsidiary Nynex Information Solutions Group, Inc. — is part of a strong move to become the nation's largest full-service provider of information and communications solutions.

The acquisition adds 2,800 people and boosts the subsidiary's staffing up to 5,300.

AGS Computers' largest unit is AGS Information Services, which focuses on systems development and has a client base of more than 400 Fortune 1000 companies. The firm specializes in finance, telecommunications, manufacturing and government organizations and also has a strong presence in the software field with units devoted to management systems and development methodologies worldwide, along with other software products for banks, thrift institutions and corporations.

Lawrence J. Schoenberg, chairman of AGS and one of the founders of the 22-year-old firm, said that the alliance with Nynex — because of its major presence in data and voice telecommunications — will allow AGS access to a "higher level of companies", beyond the MIS client level, and that the new combination will emerge as a dominant force in the field, putting the "fear of God" into the competition.