

Steven Bankler, CPA, Ltd.

Client Spotlight: MergeWorks

What happens when you combine a passion for creating, a knack for business, and deep family values? For Scott Klingler, owner of MergeWorks, it resulted in a thriving family business known for its innovative office space solutions.

Scott grew up in Carrollton, Texas, inspired by his father Foster's love of building, creating, and fixing things. That foundation, combined with Scott's enterprising spirit, drove him to co-open a metal fabrication business in 1995, which he successfully helped grow to 500 employees before selling the company. He remained with the business as a sales engineer, but life as an employee didn't resonate with him. When an opportunity arose in 2003 to co-launch a contract furniture product, MergeWorks was born.

The road wasn't easy.

"The first 10 years were tough," Scott shares, recalling the challenges of establishing a presence in a competitive market. Focusing on niche products helped MergeWorks find its footing. Scott's business partner exited the business while his father joined as a 50% partner, opening the door to MergeWorks becoming a true family business.

Fast-forward to today and MergeWorks is a family affair through and through. Scott's daughter, Cara Crum, manages the



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company's accounting and finances—a role that freed up Scott to focus on designing and creating.

A pivotal turning point came in 2013 when Cindy, Scott's wife, joined as Chief Operating Officer. Cindy

brought structure and accountability to the business, allowing the team to scale operations while Scott stayed true to his creative roots.

"We're family-owned and operated," he says. "But it goes beyond blood relatives. We value every employee like they're part of the family."

Scott moved MergeWorks to San Antonio seven years ago and joined a local business owners group, where he met Steven Bankler. Impressed by Steven's expertise in tax

efficiencies and business strategy, Scott decided to bring the Bankler team on board.

"Their proactive approach and creative advice have been game-changing," Scott shares. "The Bankler team helped us with restructuring and tackling complex tax challenges in ways no one else has."

What began as a risky endeavor has become a 21-year success story powered by family, creativity, and teamwork.

Learn more about how MergeWorks continues to innovate at mergeworks.com



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