Fast Growth 10

THE FACES OF GROWTH

BY JEANETTE BOYNE

(Clockwise from top l.): **James Watson**, Northwest Computer Support; **Craig Abod**, Carahsoft Technology; **Mike Gillis**, Iteration2; **Mont Phelps**, NWN; **Tom Sweeney**, Incentra Solutions; **Mike Thompson**, Groupware Technology; **Shiv Kumar**, ZSL

Talk about companies that are on the move. The median 2007 Fast Growth 100 company brought in almost $11 million more from sales in 2006 compared with 2004, more than doubling annual revenue in the space of the two short years covered by our Fast Growth survey. The No. 1 company increased sales by nearly 32 times, and the top three companies each grew by more than 2,000 percent.

Of course, the perennial question is, how do these businesses achieve such stellar gains? While there's no single path or infallible formula for growing a business this quickly, there is at least one thing that can be said: Growth like this is no accident. For every company on this list we dig into, we find a focus on growth and a smart plan to achieve it responsibly.

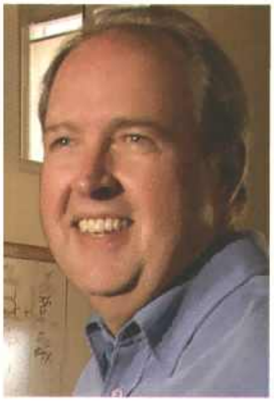
Groupware Technology won the No. 1 spot for the second year in a row, again with an astronomical growth rate. Despite increasing sales by nearly double the dollar amount compared with last year's Fast Growth calculation, Groupware's growth rate did slow down a bit, from 3,920 percent last year to 3,[illegible]2 percent this year (see profile, p. 3[illegible]).

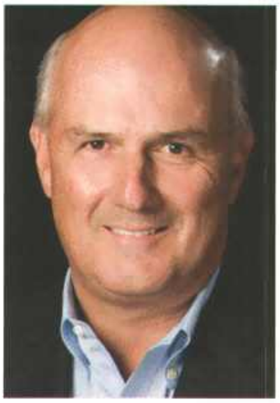
But an initial large size doesn't condemn a company to slow growth, as some critics of lists such as this like to claim: One company on the Fast Growth 100, Cognizant Technology Solutions, started with more than $586 million in 2004 sales and came in at No. 41, ranked above 59 companies with average 2004 sales of less than $29 million apiece. Granted, such large leaps are usually achieved at least partly through acquisition. Cognizant acquired AimNet Solutions and Fathom Solutions in the 2005-to-2006 time frame, for example. But holding the resources to grow through mergers is an advantage large solution providers have over smaller ones.

The benefits of being a larger company are, in fact, what drive many of these solution providers forward in their quest to grow. Those benefits include the ability to cover a larger territory without outsourcing too much work to partners, getting better terms from vendors and distributors, having more influence (or any influence at all) over a vendor's products and programs, getting more qualified leads from vendors (thus acquiring new customers at a lower cost) and being able to acquire other solution providers to quickly grow into new geographies or practice areas.

For some, however, a hot growth rate carries a short-term goal: that of being an attractive acquisition target. Northwest Computer Support (No. 64, see profile on p. 34), began its return to prominence by growing sales in order to find a buyer, for example.

A big distinguishing factor of the top third of companies on this year's Fast Growth list—which as a group had an average of 496 percent additional sales in 2006 vs. 2004, while the Fast Growth 100 overall had 223 percent—is that they get a greater percentage of revenue, 53 percent, from services than





from products. The revenue split between products and services reverses when comparing these two groups; the list overall averages 53 percent of revenue from products.

The top third also serve large businesses and government more on average, small and midsize businesses less. But it is possible to bring in a lot of revenue from small businesses. One company reports making more than $86 million from businesses with fewer than 100 employees in 2006. The average annual revenue among the Fast Growth 100 from these small businesses is $4.2 million.

One thing that doesn't change when you compare the top third to the 100 overall is the percentage of revenue from existing vs. new customers. No matter how you slice it, two-thirds of 2006 revenue came from customers gained before 2006. It's common knowledge that making additional sales to existing customers is far less costly than gaining new customers, but many of the Fast Growth 100 deliberately [illegible] business practices that capitalize on this axiom. If you read the profile of [illegible]ware, you'll see that much of its phenomenal rate of growth came from mining existing customers for more business.

Microsoft is the OEM that Fast Growth 100 companies cite most often among the top five most strategic vendors. It was cited by 37 of the companies. The runners up were Cisco, with 29 mentions, and Hewlett-Packard, with 27. Iteration2, (No. 5, see profile on p. 40), in fact, built its business from the ground up on the Microsoft Dynamics line of products. And Northwest Computer Support, purchased in 2005 by a former Microsoft SQL Server division employee, credits some of its growth with expanding into midmarket application development on Microsoft platforms such as SQL Server.

Looking at the growth rates of Fast Growth companies serving different markets, the largest contrast we see is in the area of VoIP integration services. The average growth rate of Fast Growth companies in the VoIP integration business is 217 points higher than that of Fast Growth companies not in it. Forrester Research shows that VoIP adoption is increasing rapidly. Of IT or telecom decision makers at North American and European companies, 42 percent reported to Forrester this year that moving at least some of their voice traffic to an IP network was either a priority or a critical priority.

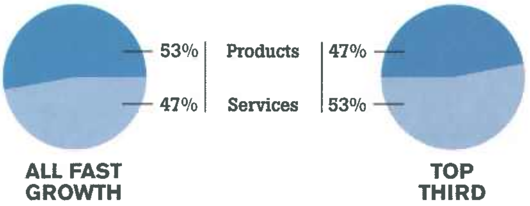
Other solution provider businesses that seem to carry a growth advantage are storage services and solutions, security services and solutions, end-to-end IT solutions, application integration and database solutions, and general business consulting. (See the chart, "Tech Services Fueling Growth," right.)

Judging by this year's group, the best growth industries to sell into these past two years have been engineering and science, government, manufacturing and financial services. Solution providers in these fields should continue to do well: Forrester reports that finance and insurance, manufacturing and the public sector will increase their 2007 IT spending by an even greater degree than they did in 2006.

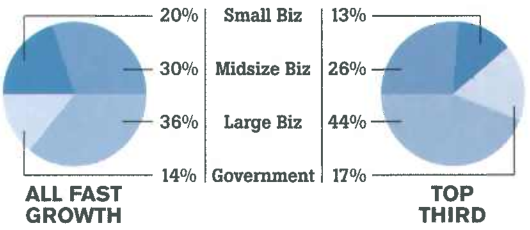
All other variables aside, the Fast Growth 100 as a rule recognize that their strength comes primarily from the quality of their employees, and they put their money where their mouths are. The average amount spent on training per technical employee per year by the Fast Growth 100 is $5,500, split on average 75/25 between the solution provider business and vendor partners. Furthermore, 73 percent of the Fast Growth 100 award bonuses to technical employees based on company performance while even more, 77 percent, of the top third do. ■

FAST GROWTH BY THE NUMBERS

Where The Revenue Comes From*



Key Customer Segments*



Tech Services Fueling Growth

1. Voice-Over-IP Integration Services
2. Storage Services/Solutions
3. Security Services/Solutions
4. End-to-end IT Solutions
5. Application Integration/Middleware/Database
6. General Business Consulting/Strategy/Professional Services
7. Network/Infrastructure Design and Implementation
8. Managed Service Provider
9. Disaster Recovery/Business Continuity
10. Development of Custom Proprietary Software

NOTE: THESE SERVICES ARE NOT MUTUALLY EXCLUSIVE. ANY GIVEN COMPANY MAY OFFER MORE THAN ONE.

Top 10 Vendor Partners

Number of times each vendor was listed as a Top 5 most strategic OEM partner by Fast Growth 100 companies

1	Microsoft	37
2	Cisco	29
3	HP	27
4	IBM	21
5	Symantec	15
6	Sun	13
7	EMC	12
8	VMware	11
9	Dell	9
10	Oracle	9

Top 10 Product Sources

Number of times each was listed as a Top 5 most important source by Fast Growth 100 companies

1	Ingram Micro	51
2	Tech Data	38
3	Synnex	21
4	Arrow	18
5	Avnet	17
6	Westcon	11
7	Alternative Tech.	9
8	Bell Micro	5
9	CDW	4
10	D&H	4

*AS A PERCENTAGE OF 2006 SALES
SOURCE: 2007 *CRN* FAST GROWTH 100 SURVEY

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CARAHSOFT TECHNOLOGY

BY CRAIG ZARLEY

Carahsoft Technology President Craig Abod has a simple formula for success: Work hard. Stay focused. Invest in the sales and marketing side of the business.

While that credo sounds simple and straightforward, Reston, Va.-based Carahsoft, a solution provider that focuses on federal, state and local governments, used that elixir to achieve a jaw-dropping two-year growth rate of 2,548 percent. "We do a ton of proactive sales and marketing into the government space. Last year, we did over 500 different marketing projects, including about 150 Webcasts and over 100 different on-site events," he said. "When you do as much marketing as we do, hopefully you will sell something."

And sell Carahsoft does. Founded in January 2004, the company did $3.6 million its first year, $36 million its second and more than $91 million in 2006.

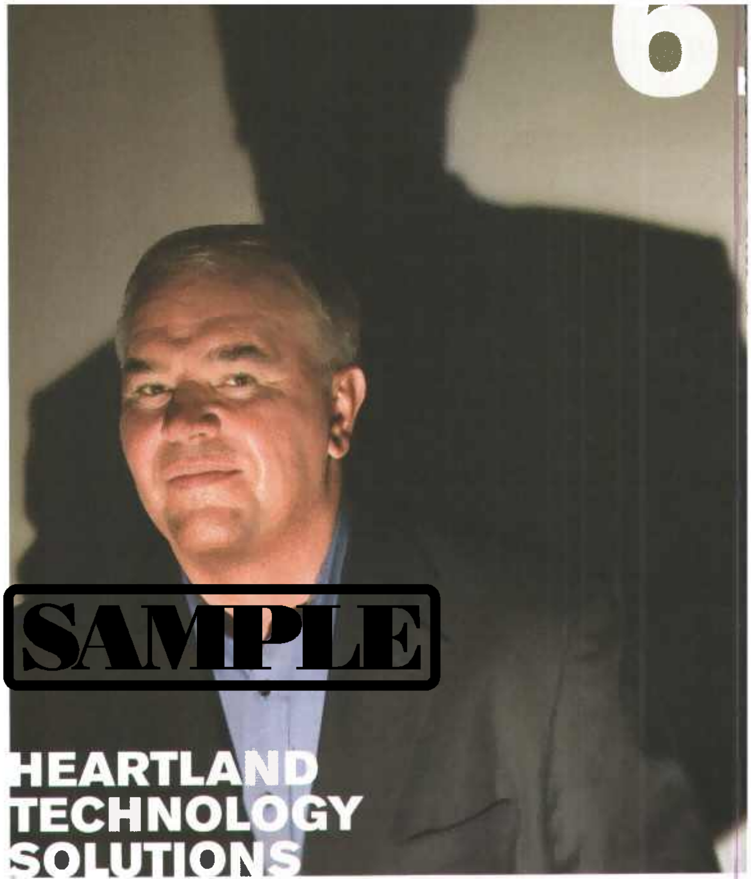
Growth Rate:
2,548%
Top Executive:
Craig Abod, President
Location:
Reston, Va.
2006 Net Sales:
$91.1M

Abod said Carahsoft's approximately 80 employees understand the company's business model and all have expertise in selling to the government market.

Carahsoft is organized into four areas: Department of Defense, federal civilian agencies, the intelligence community, and state and local government. Each group generates about an equal amount of revenue, Abod said, but it's important to have people well-versed in each specific area in order to be successful. "There are different nuances between [the Defense Department] and the intelligence community. And when selling to state governments, you might as well be dealing with 50 different countries."

In addition to having sales teams focused on specific government segments, Abod said he also has sales and marketing teams build around specific vendors and technology.

Another important part of Carahsoft's strategy is that it refrains from going after huge government contracts. Abod said staying hungry is what fuels his company's growth. "We do lots of government orders with lots of government customers. It's not like we have a backlog. We get an order for some stuff, and we ship and deliver it that month. Next month, we better go get some more orders."



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HEARTLAND TECHNOLOGY SOLUTIONS

BY ELIZABETH DOLSKI

Arlin Sorensen, founder and CEO of Heartland Technology Solutions, started his practice from the ground up—literally.

"I was a farmer and got the computer bug, and I was doing my own accounting on Apple Plus computers in 1982. So I just started helping area farmers buy computers and set up their accounting systems," Sorensen said. "I finally decided if I was going to spend my time doing it, I might as well get paid for it."

And that was what led to Heartland Technology Solutions (HTS), founded in 1985 on Sorensen's farm in Harlan, Iowa, where its headquarters still reside today. The company boasts a staff of 80 employees in five Midwestern states.

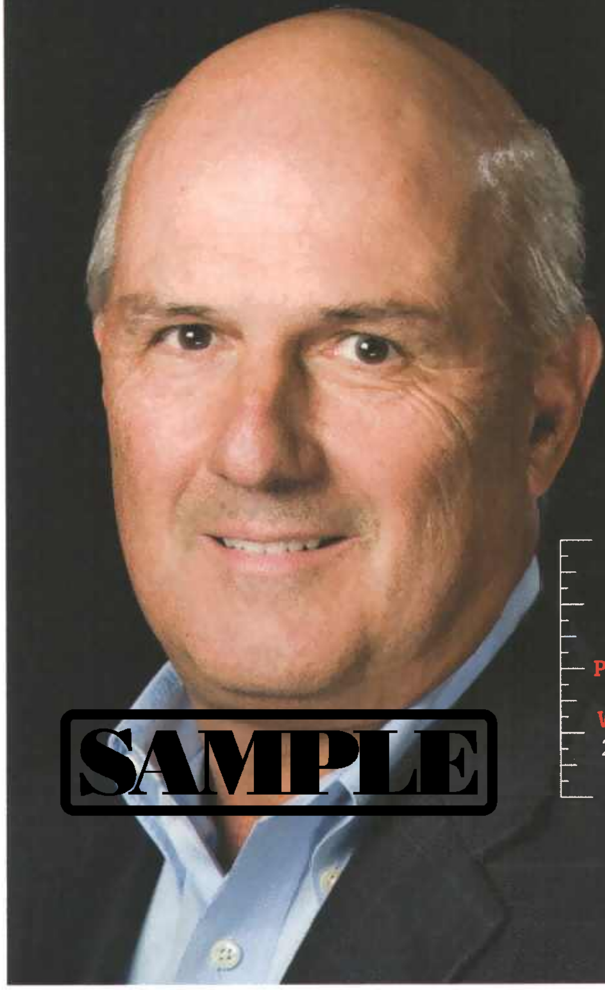
HTS reported a 2006 revenue of more than $11.5 million, which represents a growth of almost 82 percent over the two years covered by the Fast Growth survey. Sorenson credits the solution provider's recent rash of mergers and acquisitions and their accompanying "quality management team of veteran players" as one of the largest contributors to this growth. This strong managment team, each with different areas of expertise from the various companies they've run, has been key, he said.

Growth Rate:
82%
Top Executive:
Arlin Sorensen, CEO
Location:
Harlan, Iowa
2006 Net Sales:
$11.5M

Another component of HTS' prosperity lies in its relationships with its vendor partners. Each year, HTS hosts a strategic planning event with its four vendor and one distributor partner—Microsoft, Hewlett-Packard, SonicWall, 3Com and Ingram Micro—to lay out a joint marketing and sales strategy for the year. "I'm tired of trying to run campaigns for one vendor, so whenever we run an event, it's multivendor and solution-focused. We get all of them on the same page at the same time."

HTS serves several niche markets, has an aggressive marketing approach toward business and is primarily SMB focused—but it is pushing into the midmarket as it geographically expands, Sorensen said.

Photography by Kim Kulish/*CRN*



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NWN

BY CRAIG ZARLEY

Mont Phelps is careful when describing his recipe for success.

"We are definitely not a rollup," said the president and CEO of NWN, the Waltham, Mass.-based solution provider whose net sales for the years 2004 to 2006 soared more than 2,282 percent in large part due to a series of solution provider acquisitions.

Rather than simply buying companies at random to gain top-line revenue, Phelps looks for strategic acquisitions. NWN focuses on project-based professional services, managed services that involve the ongoing care and feeding of IT networks, and professional IT staffing. Within those areas, Phelps cites "four technical pillars"—unified communications, information security, data storage and disaster recovery, and enterprise computing.

"We also align with Cisco, HP, EMC and Microsoft," he said. "We are looking for companies that are strong in one of our areas of focus and have at least some involvement in others."

Once NWN acquires a solution provider, it then sells products and services built around other vendor relationships or technical expertise. He said companies tend to buy the gamut of products and services NWN offers and the company simply goes deeper into the acquired company's existing accounts. Now that Phelps feels he has the recipe for growth perfected, he sees nothing but upside. "We are a solid organization that grew $100 million last year, and I expect to grow $100 million this year. Once you get the recipe right, all you have to do is add water and stir," he said.

Growth Rate:
2,282%
Top Executive:
Mont Phelps, President & CEO
Location:
Waltham, Mass.
2006 Net Sales:
$119.1M

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NORTHWEST COMPUTER SUPPORT

BY JEANETTE BOYNE

After about 25 years of ups and downs, break/fix and warranty repair shop Northwest Computer Support reached a nadir in 2001 when it lost 40 percent of sales and was budgeting for revenue of only $1.8 million that year. Wanting to get out of the business, the owner persuaded the current president and vice president of sales to come back to the company and help him make it a more attractive acquisition target. Now, 24 consecutive quarters of growth later, it's a $9 billion-plus business expanding into new practice areas.

To achieve this, Northwest didn't need to replace existing employees, quit any practices or change its name. It just needed to open the purse strings a bit and focus more on the top line.

When CEO James Watson and COO Leslie Watson bought the company in 2005, they replaced an owner who had focused too narrowly on cost containment. They have invested in the company's expansion, which helped it continue to grow by 90 percent in the 2004 to 2006 period alone.

Under its new direction, the company hired additional talent, put infrastructure in place to support growth, worked with vendors as early adopters of new technology and launched additional practice areas. The company also is looking at growth through acquisition. The changes "allowed our staff to see that we could be a $10 million company and eventually a $20 million to $50 million company. There is that much opportunity," said Northwest President Tom Rash.

Northwest's willingness to "put skin in the game" by doing testing and early deployments of new products, as well as its ability to fill a room with loyal clients for Microsoft or HP marketing events, earns them a lot of great client referrals from vendors as well.

Growth Rate:
91%
Top Executive:
James Watson, CEO
Location:
Tukwila, Wash.
2006 Net Sales:
$9.2M

Photography by James Leynse

GROUPWARE TECHNOLOGY

1

BY JOSEPH F. KOVAR

Groupware, which last year was the fastest-growing solution provider in *CRN*'s Fast Growth survey, managed to repeat that feat this year with another spectacular growth in business between 2004 and 2006 of nearly 3,200 percent, just shy of its 3,900 percent growth from 2003 to 2005.

Growth Rate:
3,192%
Top Executive:
Mike Thompson, President & CEO
Location:
Campbell, Calif.
2006 Net Sales:
$58.9M

In last year's survey, Groupware was cited for growing revenue in 2005 to $31 million from just $767,000 in 2003, thanks to a rebuilding process it went through after outside investors acquired the ailing solution provider and started mining its customer list for prospective customers, said Groupware President Mike Thompson.

That rebuilding process also led revenue to grow to $59 million in 2006, up from $1.8 million in 2004, he said.

However, revenue growth from 2005 to 2006 was a more stately 90 percent as the solution provider matured. Thompson said he never expected that early growth to go on forever. "I don't see that growth rate happening again," he said.

But even more important, at least for future growth, is Groupware's expanded investment in developing new vendor partners, including Cisco Systems, Oracle and Network Appliance, to complement its platform focus on Sun Microsystems, Thompson said.

"We had them on our line card but hadn't put a lot of resources behind them," he said. "Now we still lead with Sun but get cross-solution sets. Or we can lead with another vendor and bring Sun in."

For instance, Groupware recently became a Cisco-certified partner with advanced security specialization and unified communications specialization, focusing on VoIP opportunities.

The solution provider also recently became one of Oracle's three All Partner Territory program partners on the West Coast. "Oracle has a sales force dedicated to bringing opportunities only through the channel," Thompson said. "It's Oracle's way to engage with the channel and leverage channel relationships. So we have built out our Oracle services capability."

Groupware also has built up a storage practice based on its relationship with NetApp and became a Platinum partner of the vendor within only six months, Thompson said. The solution provider has also just taken on Hitachi Data Systems as a partner, but that relationship is too new to have generated any revenue yet, he said.

"All the vendor relationships work together," Thompson said. "Depending on the customer, we can talk [about] different vendors. This is opening the door to a lot of cross-sales opportunities."

EBRILLIANCE

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BY TIMOTHY LONG

An increased focus on partnerships helped eBrilliance move up nine slots on the Fast Growth 100 this year. The Conshohocken, Pa.-based solution provider, which debuted at No. 24 on the list last year, garnered the No. 15 spot this year in large part by leveraging strategic relationships with software partners and burnishing its trusted adviser status with customers, said Mike Axelrod, president of eBrilliance.

"We've definitely focused on partnerships more than we have in the past," he said.

It's certainly working: Net sales jumped 270 percent over the two-year period covered by the Fast Growth survey, to $5.3 million in 2006.

Founded in 2001, eBrilliance is a 50-person firm whose goal is to be a full-service consultancy to its customers, mostly financial services firms in the Fortune 1000.

The company is focused 100 percent on services, Axelrod said, and has tight relationships with software partners such as SOA Software, Composite Software and IBM Global Services. A typical engagement will see eBrilliance's partner get the software sales while the solution provider gets the integration and implementation work, he said.

Growth Rate:
270%
Top Executive:
Anthony Schweiger, Chairman
Location:
Conshohocken, Pa.
2006 Net Sales:
$5.3M

Clients trust you more if you're willing to turn down work that's out of your area of expertise, said Chairman Anthony Schweiger. "You have to have a willingness to say 'No, that's not what we do,' and make a referral," he said.

As Axelrod puts it: "It just doesn't work trying to be all things to everybody."

J2EE and .Net application development have always been a strong suit of eBrilliance's, Schweiger said, but the firm has forged tighter bonds with its customers by also developing strong chops in business analysis. When eBrilliance puts together a team for a client, members are selected specifically for that client, Axelrod said, explaining that financial services firms need IT consultants who are conversant with issues like wealth management, tax policies and procedures and accounting methods.

"It's not about getting hooks into the client," Axelrod said. "We're making sure that the people we're bringing to that client really are a great fit."

Photography by Kim Kulish/*CRN*

UNBOUNDED SOLUTIONS

8

BY JENNIFER LAWINSKI

In 2000, after a two-year stint in application integration consulting for PricewaterhouseCoopers, then 23-year-old Vik Thadani decided to strike out on his own. With a partner, he founded Unbounded Solutions.

Seven years later, Thadani is president and CEO of a $5 million enterprise content management solution provider and consulting firm, and Unbounded Solutions has earned itself the No. 8 spot on *CRN*'s Fast Growth 2007 list.

In 2006, Unbounded posted revenue nearing $5 million, an increase of almost 400 percent over its 2004 numbers, and Thadani attributes that to finding niche areas rather than trying to become a jack-of-all-trades.

"We've aligned ourselves with a few successful software companies that are selling a lot of software and we provide services," Thadani said. "By aligning ourselves with these software vendors, we're able to build a team that knows how to execute and deliver projects around these technologies."

Unbounded specializes in enterprise content management, particularly in deploying EMC's Documentum software, and in Microsoft SharePoint and Seibel CRM software deployments. The Atlanta-based solution provider also does IBM WebSphere and Tibco application integration projects.

Unbounded is looking into expanding its role to provide IT staffers to customers and plans to expand internationally with offices in Europe and Asia. Youth and flexibility are key selling points, according to Thadani. "We're a very young company; we have a very young workforce," he said. "We have a pretty agile consulting workforce. For each project they relocate to the customers' work site.

"Once we get into a customer site and they get to see the quality of the consultants we are providing, they generally keep on buying services from us. We're able to retain the existing customer base and to move into new areas with them as well," he said.

Growth Rate:
396%
Top Executive:
Vik Thadani, President & CEO
Location:
Atlanta
2006 Net Sales:
$5M

ZSL

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BY HEATHER CLANCY

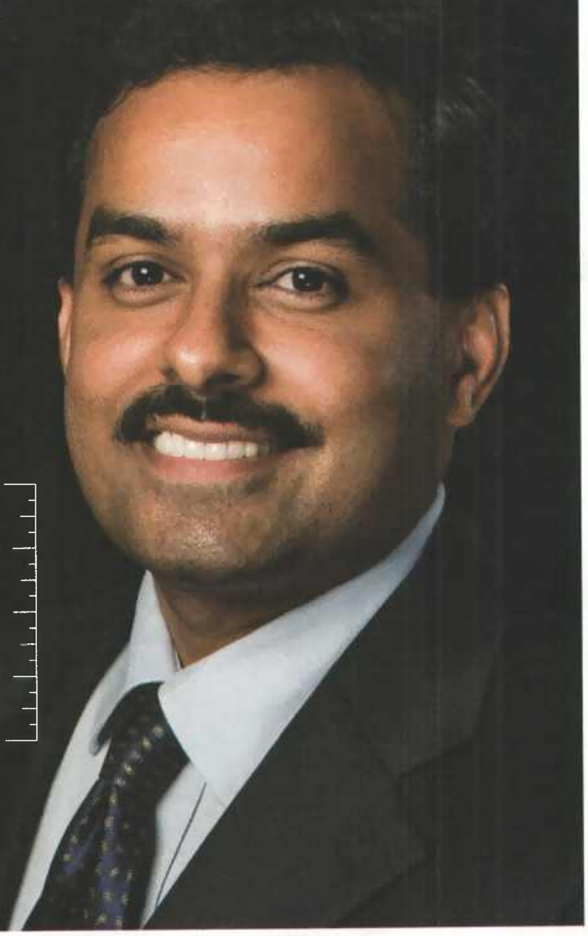
ZSL Executive Vice President Shiv Kumar credits much of his company's revenue growth over the past two years to synergistic partnerships with other solution providers.

This "Get IT Together" ecosystem of about 16 partners in the U.S. and 50 globally has helped the software integrator extend its reach into verticals including telecommunications, health care, insurance and retail. "We are collaborating and adding value to each other's expertise," Kumar said.

ZSL, founded in 1995, describes its core competency as application development and management, but it also has logged significant experience in developing mobile and wireless computing solutions. Over the past two years, ZSL logged a cumulative growth rate of 129.4 percent, ending 2006 with $78 million in revenue.

Aside from new verticals, partnering with other solution providers has helped ZSL and its partners build their presence in midmarket companies, Kumar said. This, in turn, has exposed it to new application solutions areas. Thus, the company's ongoing investment in its IDEA (Innovative Development of Enterprise Applications) Lab. This R&D investment has brought ZSL closer to certain key vendors, since it is seen as an evangelist among customers and, to some extent, other solution providers. "Until 2005 and even part of 2006, we were very conscious of positioning ourselves as a vendor-neutral applications provider," Kumar said. "But now we position ourselves, aligning ourselves with a specific vendor or vendors so that they can help us speed up the education process and co-selling."

Growth Rate:
129%
Top Executive:
Shiv Kumar, Executive VP
Location:
Edison, N.J.
2006 Net Sales:
$78M



Photography by James Leynse

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INCENTRA SOLUTIONS

BY ELIZABETH DOLSKI

Incentra Solutions, an IT services and storage management provider, began as an incarnation of its predecessor, Managed-Storage International, and has evolved into a $66 million Fast Growth success.

Along with a name change and being led by Chairman and CEO Thomas Sweeney, the Boulder, Colo.-based solution provider boasts a number of reasons for its growth. But primarily, it's the expansion of Incentra's managed services and product offerings, which encompass the sale, monitoring and managing of a solution, Sweeney said.

"We've been broadening our product and service capabilities, [and] we're getting a greater share of [what] our customers spend than we were in the past," he said.

Growth Rate:
671%
Top Executive:
Tom Sweeney, Chairman & CEO
Location:
Boulder, Colo.
2006 Net Sales:
$66.6M

Concentrating its operations on Chicago and westward, Sweeney said Incentra has implemented newly created packaged assessments that it uses as its go-to-market strategy. These standardized assessments cover a wide variety of storage operations, but also cover service capabilities for the company's expanded line of products and assets that it manages for its customers.

This, Sweeney said, creates a broader service capability that can be replicated on a daily basis in offices all over the world. Case in point: Previously, Incentra offered first-call support for Sun products only. Today, it also offers that same hands-on support for Hewlett-Packard, Symantec and Network Appliance products. Expanding the number of product lines it covers has led to a higher, more advanced level of services, as well as revenue.

In addition to services growth, another big chunk, according to Sweeney, can be attributed to the acquisition spree the MSP has been on over the past few years. "Our product business, organically, has been growing at 33 percent a year—of course [it has] been growing faster than that because of acquisitions. ... That's what really fueled the heavy growth," Sweeney said.

ITERATION2

5

BY JENNIFER LAWINSKI

For iteration2, success has come from picking the biggest horse and hitching its wagon to it without looking back—a pretty good strategy if your horse is named Microsoft.

Since its start in 2004, iteration2 has made selling Microsoft Dynamics software a multimillion-dollar business, raking in $22 million in 2006, up more than 500 percent since its inception. And next year should be even better. The company expects to bring it at least $30 million in 2007.

"We started the business to become Microsoft's best partner," said Mike Gillis, CEO of the Irvine, Calif.-based solution provider. With partners Gary Peterson and Greg Carter, Gillis came out of retirement to start the company.

"We really saw a vacant hole in the marketplace. We had come from SAP and Oracle backgrounds, and we believed that Microsoft was the only vendor in the world who could integrate all the stack products—all the products we were familiar with—and in the end make it easier, cheaper, less complicated [to deploy them]," he said.

Growth Rate:
567%
Top Executive:
Mike Gillis, CEO
Location:
Irvine, Calif.
2006 Net Sales:
$22M

From there, after drawing up a meticulous business plan and setting up shop with a helping hand from Microsoft, all it took was a leap of faith. "It was almost like religion for us. We know what we wanted our lives to be like. We knew what we wanted the value to be that we were able to give to our customers," Gillis said.

The company specializes in Microsoft Dynamics AX and Microsoft stack software deployments, and Gillis said he thinks the software will continue to be more relevant to growing businesses as Vista deployments gain momentum in businesses, in turn driving growth for iteration2.

On the flip side, Gillis said the company's biggest obstacle to growth is its ability to recruit enough qualified employees to maintain its upward trajectory. The company courts potential hires, visiting them at home and wooing them over, sometimes even before they're ready to take the plunge and join the iteration2 team, to make a favorable impression. "We look at recruiting in the same way that a top college sports coach would. Recruiting is the No. 1 thing in our company. We have to recruit the top professionals in our industry in order to have a best-in-class program," Gillis said.

Photography by Patricia Barry Levy

Fast Growth100

DATA BANK 2007

1-25

SAMPLE

RANK	COMPANY	GROWTH RATE	2006 NET SALES	TOP EXECUTIVE	YEAR FOUNDED	EMPLOYEES	Networking	Telecom/IP Tel.	Security	Storage	Wireless	Hardware	Software	AppDev	Other	MAIN VENDOR PARTNERS
1	**Groupware Technology,** Campbell, Calif., www.groupwaretechnology.com	3192%	$58.9M	**Mike Thompson,** President, CEO	1992	28	*			*		*	*			BEA, Cisco, Network Appliance, Oracle, Sun
2	**Carahsoft Technology,** Reston, Va., www.carahsoft.com	2548%	$91.1M	**Craig Abod,** President	2003	55			*	*			*			Adobe, Opsware, Red Hat, Symantec, VMware
3	**NWN,** Waltham, Mass., www.nwnit.com	2282%	$118.1M	**Mont Phelps,** President, CEO	1986	300	*	*	*	*		*	*			Cisco, EMC, HP, Microsoft
4	**Incentra Solutions,** Boulder, Colo., www.incentrasolutions.com	671%	$66.6M	**Thomas Sweeney,** Chairman, CEO	2000	200	*			*		*	*			Cisco, Hitachi Data Systems, Network Appliance, Sun, Symantec
5	**Iteration2,** Irvine, Calif., www.iteration2.com	567%	$22M	**Mike Gillis,** CEO	2003	105							*			Microsoft Dynamics, Q4Bis
6	**Calsoft Systems,** Torrance, Calif., www.calsoft.com	440%	$6.8M	**Nem Bajra,** President	1994	45	*		*	*		*	*	*		IronPort, McAfee, Microsoft, SonicWall, Veritas
7	**Sword & Shield Enterprise Security,** Knoxville, Tenn., www.sses.net	411%	$38.7M	**Will Henderson,** CEO	1997	25			*			*	*			Check Point, ISS/IBM, Juniper, RSA/EMC, Websense
8	**Unbounded Solutions,** Atlanta, www.theunbounded.com	396%	$5M	**Vik Thadani,** President, CEO	2000	56			*				*	*		EMC, Novell, SAP, Siebel, TIBCO
9	**Artech Information Systems,** Cedar Knolls, N.J., www.artechinfo.com	375%	$111.4M	**Ranjini Poddar,** President	1992	2,000	*						*	*		The Hartford, IBM, Liberty Mutual, SBC, TI
10	**Neudesic,** Irvine, Calif., www.neudesic.com	372%	$15.7M	**Parsa Rohani,** CEO	2001	150				*			*	*		Agile360, Knowledge Centrix, K2 (SourceCode), Microsoft
11	**Pace Harmon,** Vienna, Va., www.paceharmon.com	349%	$17.9M	**Steve Martin & Barry Rosenberg,** Partners	2003	34	*	*			*			*		NA
12	**Single Path,** Crestwood, Ill., www.singlepath.com	315%	$4.5M	**Robert Koch,** Managing Partner	2003	35	*	*	*		*	*	*			Cisco, HP, IBM
13	**Presidio Networked Solutions,** Greenbelt, Md., www.presidio.com	286%	$695M	**Joel Schleicher,** Chairman, CEO	1986	532	*	*	*	*	*	*	*			Cisco Systems, EMC, IBM, Nortel Networks, Sun
14	**Apptix,** Herndon, Va., www.apptix.com	272%	$20.8M	**Amir Hudda,** CEO	1997	201	*	*			*					Global Relay, Microsoft, RIM
15	**e-brilliance,** Conshohocken, Pa., www.e-brilliance.com	270%	$5.3M	**Anthony Schweiger,** Chairman	2001	50								*	*	Composite Software, IBM, SOA Software, SpikeSource
16	**Comport Consulting,** Ramsey, N.J., www.comport.com	265%	$32.5M	**Jack Margossian,** President	1982	28	*		*	*		*	*			Cisco, Hewlett Packard, Microsoft
17	**Ascentium,** Bellevue, Wash., www.ascentium.com	236%	$30.9M	**Jim Beebe,** President	2001	350							*	*		Microsoft
18	**Axispoint,** New York, www.axispoint.com	230%	$17.2M	**Daniel DiSano,** President, CEO	1994	90	*	*			*	*		*		Cisco, IBM, Lombardi, Microsoft, Vocera
19	**FusionStorm,** San Francisco, www.fusionstorm.com	228%	$256M	**John Varel,** CEO	1995	140	*	*		*		*				Cisco, EMC, Hitachi Data Systems, Sun, VMware
20	**WidePoint,** Oakbrook Terrace, Ill., www.widepoint.com	224%	$18M	**Steve Komar,** CEO	1997	61			*							RSA Security, Wave Systems, Tumbleweed Communications, XTec
21	**Ventera,** McLean, Va., www.ventera.com	224%	$30.7M	**Robert Acosta,** CEO	1996	84								*		BEA, IBM, Microsoft, Oracle, Sun
22	**Trofholz Technologies,** Rocklin, Calif., www.tti-tech.com	223%	$18.2M	**Yvonne Glenn,** President, CEO	2001	91	*		*			*			*	APC, Cisco, Dell, Pelco, SMART Technologies
23	**InScope Solutions,** Reston, Va., www.inscopesolutions.com	207%	$24.2M	**Mike Bruce,** President	1997	75									*	HP, Lockheed-Martin, Microsoft, SRA, STG, Symantec
24	**ProV International,** Tampa, Fla., www.provintl.com	201%	$14.7M	**Ajit Nair,** CEO	2003	300	*	*	*	*	*	*	*	*		Cognos, Microsoft, Oracle
25	**DYONYX,** Houston, www.dyonyx.com	197%	$27.3M	**Chuck Orrico,** President	1996	56	*		*			*	*			Cisco, Dell, HP, Microsoft, Novell

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RANK	COMPANY	GROWTH RATE	2006 NET SALES	TOP EXECUTIVE	YEAR FOUNDED	EMPLOYEES	TECHNOLOGY VERTICALS Networking	Telecom/IP Tel.	Security	Storage	Wireless	Hardware	Software	AppDev	Other	MAIN VENDOR PARTNERS
26	**Regan Technologies,** Wallingford, Conn., www.regantech.com	184%	$46.9M	**Christopher Regan,** CEO	1997	25				*		*				F5, Hitachi Data Systems, Sun, Symantec, VMWare
27	**High Performance Technologies,** Charlotte, N.C., www.highperftech.com	181%	$23.4M	**Victor Smith,** CEO	2002	15				*		*	*			Arrow ECS, BEA, HP, Ingram Micro, Synnex
28	**VeriStor Systems,** Duluth, Ga., www.veristor.com	181%	$158M	**Ashby Lincoln,** CEO	2001	15				*						BakBone, FalconStor, QLogic, SpectraLogic, 3Par
29	**Agile360,** Irvine, Calif., www.agile360.com	179%	$12.5M	**Omar Yakar,** CEO	2001	31	*		*	*		*	*			Cisco, Citrix, HP, Microsoft, VMWare
30	**Eaton and Associates,** San Francisco, www.eatonassoc.com	175%	$16.1M	**John Eaton,** President	1989	32	*		*	*	*	*	*			Cisco, Dell, EMC, HP, Microsoft
31	**Perficient,** Austin, Texas, www.perficient.com	173%	$160.9M	**Jack McDonald,** Chairman, CEO	1997	1,100							*	*		EMC Documentum, IBM, Microsoft, Oracle-Siebel, TIBCO
32	**Group Mobile,** Tempe, Ariz., www.groupmobile.com	167%	$6.2M	**Richard Lawson,** President	2002	6					*	*	*			@Road, Cortex, Ecutel, GPS Pilot, Mobile Frame, Senforce
33	**CallTower,** San Francisco, www.calltower.com	166%	$7.4M	**John Trimmer,** Chairman, CEO	2002	68	*	*								Cisco, Dell, Level 3, Microsoft, SBC, Siebel
34	**Sigma Solutions,** San Antonio, www.sigmasolinc.com	161%	$87.3M	**Scott Gruendler,** President	1998	80				*		*				Cisco, EMC, Hitachi Data Systems, Sun, Symantec
35	**Nothing But NET (PLJ Information Systems),** Tempe, Ariz., www.nbnaz.com	158%	$3.9M	**Bob Cox,** President	2002	10	*	*	*	*	*	*	*			Cisco, HP, Microsoft
36	**Broadcast International,** Salt Lake City, www.brin.com	158%	$13.9M	**Rod Tiede,** President, CEO	1984	NA	*						*		*	BT, Helius, Microsoft, Microspace, NEC
37	**The I.T. Pros,** El Cajon, Calif., www.theitpros.net	155%	$2.6M	**Doug Ford,** President, CEO	2001	17	*		*	*		*	*			Dell, Network Appliance, SonicWall, Symantec, Webroot
38	**Data Recovery Services,** Youngstown, Ohio, www.drsllc.net	154%	$7.8M	**Michael Meloy,** CEO	2000	30	*	*	*	*	*	*				Cisco, Citrix, HP, Microsoft, Novell
39	**EPAM Systems,** Lawrenceville, N.J., www.epam.com	143%	$70M	**Arkadiy Dobkin,** President, CEO	1993	2,720							*	*		BEA, IBM, Microsoft, Novell, Oracle, SAP, Sun
40	**Cognizant Technology Solutions,** Teaneck, N.J., www.cognizant.com	143%	$1.4B	**Francisco D'Souza,** Director, President, CEO	1994	NA							*	*	*	IBM, Microsoft, Oracle, Salesforce.com, SAP, Siebel, Verio
41	**ITP Consulting (dba IT Partners),** Phoenix, www.itpconsulting.com	142%	$21.2M	**Gary Johnston,** President	2003	26				*		*				HP, Microsoft, VMware
42	**IPLogic,** Latham, N.Y., www.iplogic.com	140%	$40M	**Kenneth Yanneck,** President	2001	105	*	*	*		*	*				Cisco, Microsoft, NEC, Polycom
43	**ICF International,** Fairfax, Va., www.icfi.com	138%	$331.3M	**Sudhakar Kesavan,** Pres., Chairman, CEO	1999	1,600									*	NA
44	**Nexum,** Chicago, www.nexuminc.com	130%	$19.7M	**Todd Gabel,** Executive VP, Sales & Marketing	2002	50	*		*			*	*			Blue Coat, Check Point, F5 Networks, Juniper, RSA
45	**ZSL,** Edison, N.J., www.zslinc.com	129%	$78M	**Shiv Kumar,** Executive Vice President	1995	725	*		*		*	*	*	*		Business Objects, Gigaspaces, IBM, Microsoft, Oracle
46	**Alexander Open Systems,** Overland Park, Kan., www.aos5.com	129%	$87M	**Gary Alexander,** CEO	1992	160	*	*	*	*		*			*	Cisco, Citrix, EMC, HP, Microsoft
47	**Acuity Solutions,** Tampa, Fla., www.acuitysolutions.com	129%	$13M	**Dave Gilden,** Partner	2002	17	*		*	*	*	*	*			Check Point, F5, Juniper, Symantec, Trend Micro
48	**Project Leadership Associates,** Chicago, www.projectleadership.net	127%	$25.9M	**Daniel Porcaro,** President, CEO	1998	165	*							*		Citrix, EMC, Interwoven, Microsoft, Riverbed
49	**Technologent,** Lake Forest, Calif., www.technologent.com	124%	$67.1M	**Lezlie Gallaway,** CEO	2002	98		*		*		*	*			BEA, Qlogic, Sun, Symantec, VMware
50	**Pinnacle Data Systems,** Groveport, Ohio, www.pinnacle.com	121%	$75.9M	**Michael Sayre,** Director, President, CEO	1989	NA	*	*						*	*	Adax, AMD, ATR, HP, Intel, Sun

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RANK	COMPANY	GROWTH RATE	2006 NET SALES	TOP EXECUTIVE	YEAR FOUNDED	EMPLOYEES	TECHNOLOGY VERTICALS									MAIN VENDOR PARTNERS
							Networking	Telecom/IP Tel.	Security	Storage	Wireless	Hardware	Software	AppDev	Other	
51	**Infocrossing,** Leonia, N.J., www.infocrossing.com	118%	$229M	**Zach Lonstein,** Chairman, CEO	1987	800									*	Assurity, Decisus, Ensync, Novell, Zix
52	**Open Systems Technologies (OST),** Grand Rapids, Mich., www.ostusa.com	118%	$22.9M	**Dan Behm,** President	1997	29				*		*	*			Arrow, BMC, HP, IBM, Symantec
53	**Enterprise Business Solutions,** Lenexa, Kan., www.theebsgroup.com	117%	$6.3M	**Scott Jenkins,** CEO	2001	31			*	*			*	*		Avnet, NetApp, NetSuite, Oracle, Siebel
54	**Park Place International,** Chagrin Falls, Ohio, www.parkplaceintl.com	108%	$29M	**Ed Kenty,** CEO	1991	130	*		*	*		*				EMC, IBM
55	**ImageSource,** Olympia, Wash., www.imagesourceinc.com	107%	$21.2M	**Terry Sutherland,** CEO	1995	55				*		*	*	*		Captovation, Cardiff, Fujitsu, Kofax Image Products, Oracle USA
56	**CentraComm Communications,** Findlay, Ohio, www.centracomm.net	107%	$3.2M	**John Haughawout,** President	2001	14	*	*	*			*	*			Avaya, Extreme, Juniper, Kaspersky, Surf Control
57	**Advanced Technical Solutions,** Scott Depot, W.V., www.atsnetworking.com	107%	$5M	**Gary Sims,** President	1999	25	*	*	*			*				Cisco, Equallogic, HP, Microsoft
58	**Sysix Technologies,** Downers Grove, Ill., www.sysix.com	100%	$80.7M	**John Sheaffer,** President, CEO	1988	59	*		*	*		*	*			EMC, IBM, Juniper, Sun, Unisys
59	**Bluewolf,** New York, www.bluewolf.com	99%	$17M	**Eric Berridge,** CEO, Principal	1999	175	*			*		*	*	*		Apex, Oracle Financials, SAP
60	**Data Technique,** Pittsburg, Kan., www.datatechnique.com	96%	$4.3M	**Terry Calloway,** President	1986	22	*		*					*		Level Platforms, Microsoft, Novell, SonicWall, Symantec
61	**Perimeter eSecurity,** Milford, Conn., www.perimeterusa.com	95%	$31.1M	**Brad Miller,** CEO	1997	180			*							Cisco, Fortinet, Mirapoint, Trend Micro
62	**ACS Services,** Easton, Mass., www.acs.com	95%	$2.8M	**William Adams,** CEO	1985	21	*		*	*	*	*	*			Adtran, Dell, HP, Juniper, Microsoft
63	**SLPowers (A/G Technologies),** West Palm Beach, Fla., www.slpowers.com	93%	$4.6M	**Rory Sanchez,** CEO	1985	27	*	*	*	*	*	*	*			Cisco, HP, Microsoft, Symantec, WatchGuard
64	**Northwest Computer Support,** Tukwila, Wash., www.nwcsupport.com	91%	$9.2M	**James Watson,** CEO	1977	45	*		*			*	*			Cisco, HP, Microsoft, Symantec, WatchGuard
65	**PCPC Direct,** Houston, www.pcpcdirect.com	85%	$64.1M	**Cornelia Vaught,** President, CEO	2001	44	*			*		*	*			Cisco, HP, IBM, Lenovo, Sun
66	**IES, Internet eBusiness Solutions,** Weston, Fla., www.iesgp.com	84%	$2.4M	**Saeid Marzban,** Manager	2001	28							*	*		Ingram Micro, Microsoft
67	**Heartland Technology Solutions,** Harlan, Iowa, www.heartlandtechnologies.com	82%	$11.5M	**Arlin Sorensen,** CEO	1985	75	*					*	*			Ag Leader, HP, Microsoft, Sonicwall, 3Com
68	**Docutek Imaging Solutions,** Deerfield Beach, Fla., www.docuteksolutions.com	79%	$14M	**Steve Staller,** President	2001	100	*			*		*				Dell, Docuware, Ecopy, Microsoft, Tech Data
69	**SiteStar,** Lynchburg, Va., www.sitestar.com	79%	$5.6M	**Frank Erhartic,** President, CEO, Director	1992	29	*	*			*				*	NA
70	**Novacoast,** Santa Barbara, Calif., www.novacoast.com	78%	$10.2M	**Paul Anderson,** President, CEO	1996	80	*	*	*	*			*	*		Compellent, Messaging Architects, NetVision, Novell, Symantec
71	**Zumasys,** Lake Forest, Calif., www.zumasys.com	70%	$9.9M	**Paul Giobbi,** President	2000	23	*		*	*	*	*	*	*		HP, IBM, Microsoft, Raining Data (PICK), Symbol
72	**Hagerman & Co.,** Mount Zion, Ill., www.hagerman.com	68%	$16.5M	**Dennis Hagerman,** CEO	1985	65							*			Autodesk, Cyco, Pathtrace, Premio, Stratasys
73	**Beacon Application Services,** Framingham, Mass., www.beaconservices.com	68%	$11.1M	**Dan Maude,** President, CEO	1990	75								*		Oracle
74	**Mobius Partners Enterprise Solutions,** San Antonio, www.mobiuspartners.com	67%	$20.2M	**Jay Uribe,** President, Co-founder	2000	18						*				Clearwell, F5, HP, Sun, VMware
75	**Computer Service Partners,** Raleigh, N.C., www.cspinc.com	67%	$12.1M	**William Riddick,** President	1995	50	*	*	*	*	*	*	*			Cisco, IBM, Lenovo, Microsoft, Symantec

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RANK	COMPANY	GROWTH RATE	2006 NET SALES	TOP EXECUTIVE	YEAR FOUNDED	EMPLOYEES	TECHNOLOGY VERTICALS: Networking	Telecom/IP Tel.	Security	Storage	Wireless	Hardware	Software	AppDev	Other	MAIN VENDOR PARTNERS
76	**Consultedge,** Whippany, N.J., www.consultedge.com	66%	$19.5M	**Neal Stanton,** CEO, President & Founder	2001	72	*	*	*		*	*	*			Aruba Wireless Networks, Avaya, Cisco, Extreme, Juniper
77	**Attain Technologies,** Englewood, Colo., www.attaintech.com	66%	$6.7M	**Jim Freeman,** Principal	2001	25	*	*				*	*	*		CA, Enterasys, HP, Microsoft, ShoreTel
78	**The Planet,** Houston, www.theplanet.com	66%	$106M	**Douglas Erwin,** Chairman and CEO	1998	500									*	AMD, Cisco, Dell, Intel, Network Appliance
79	**Enterprise Systems,** Golden, Colo., www.entsystems.com	66%	$3.4M	**Robert Piwowarczyk,** President	1995	12	*		*	*		*	*			Cisco, Citrix, Hitachi, Secure Computing, VMware
80	**Enabling Technologies,** Glen Arm, Md., www.enablingtechcorp.com	63%	$6.8M	**Bill Vollerthum,** President	1992	40	*	*			*		*			Avaya, AVST, Captaris, Microsoft, Nuance
81	**Sterling Computers,** Norfolk, Neb., www.sterlingcomputers.com	63%	$61.5M	**Maggi Jones,** President	1996	73	*	*	*	*	*	*	*			Dell, HP, IBM, Microsoft, Sun
82	**Net@Work,** New York, www.netatwork.com	63%	$13.1M	**Alex Solomon & Edward Solomon,** Co-founders	1996	89	*		*	*	*	*	*	*	*	Cisco, Citrix, HP, Sage Software
83	**CompuNet Consulting Group,** Alpharetta, Ga., www.ccgi.net	60%	$2.3M	**Graham McGehee,** President	1996	9	*	*	*	*		*	*			Cisco, HP, Microsoft, Samsung, Symantec
84	**Ness Technologies,** Hackensack, N.J., www.ness.com	56%	$474.3M	**Sachi Gerlitz,** President, CEO	1999	7,515								*		BEA, EMC, IBM, Microsoft, SAP
85	**Magenic,** Minneapolis, www.magenic.com	56%	$35.1M	**Greg Frankenfield,** CEO; **Paul Fridman,** President	1995	245							*	*		Certeon, Microsoft
86	**Infinity Info Systems,** New York, www.infinityinfo.com	55%	$14.3M	**Yacov Wrocherinsky,** President, CEO	1987	65	*	*	*	*	*	*	*	*		IBM, Microsoft, Research In Motion, Sage
87	**Knowledge Information Solutions,** Virginia Beach, Va., www.kisinc.net	54%	$30.1M	**Catherine Giordano,** President,CEO	1983	72	*		*			*	*			Dell, HP, IBM, Lenovo, Xerox
88	**Atrion Networking,** Warwick, R.I., www.atrion.net	52%	$26.2M	**Tim Hebert,** CEO	1987	110	*		*						*	APC, Cisco, Citrix, Ironport, Microsoft, RSA, Silverback, Symantec
89	**Force 3,** Crofton, Md., www.force3.com	51%	$253.7M	**Rocky Cintron,** President, CEO	1991	295	*		*		*				*	Calence, Cisco, Dell, Hitachi, HP, Sony, 3Com
90	**IT Solutions Consulting,** Philadelphia, www.pickits.com	50%	$4.5M	**Ted Swanson,** President, CEO	1994	35	*		*	*		*		*		Apple, Cisco, Compaq, HP, IBM, Microsoft
91	**Atrilogy Solutions Group,** Irvine, Calif., www.atrilogy.com	48%	$16.3M	**David Charest,** CEO	1998	21							*			NA
92	**International Integrated Solutions,** Plainview, N.Y., www.iisl.com	48%	$59.3M	**John Iacone,** President, CEO	1990	40				*		*	*			HP, Riverbed, Sun, Veritas, VMWare
93	**MTI Technology,** Irvine, Calif., www.mti.com	43%	$172.1M	**Thomas Raimondi,** Chairman, President, CEO	1981	388				*		*	*		*	Cisco, EMC, Quantum/ADIC, Symantec/Veritas, VMware
94	**Impact Networking,** Waukegan, Ill., www.impactnetworking.com	42%	$13.8M	**Frank Cucco,** President, CEO	1999	94	*	*			*	*				Avaya, KIP, Kyocera, Sharp, VOS Wavescan
95	**Praxis Computing,** Marina Del Rey, Calif., www.praxis.com	42%	$2M	**Jeff Roback,** President	1986	NA	*		*		*				*	Cisco, Compaq, Microsoft
96	**InfoSystems,** Chattanooga, Tenn., www.infosystems.biz	42%	$26.9M	**Clay Hales,** President	1994	47	*			*		*				IBM, Microsoft SonicWall, VMWare
97	**Beacon Technologies,** Nashville, Tenn., www.beacontech.net	39%	$18.9M	**Bill Hapner,** CEO	1998	120	*	*	*							Accutech, ADI, GE, Graybar, Pelco
98	**Future Tech Enterprise,** Holbrook, N.Y., www.ftei.com	30%	$65.5M	**Bob Venero,** CEO and President	1996	130	*		*		*	*				APC, Apple, Cisco, Dell, HP, Hitachi, IBM, Microsoft, Philips, Xerox
99	**Technical Support International,** Foxboro, Mass., www.tsisupport.com	29%	$2.2M	**Gerard Louise,** CEO	1989	14	*		*		*				*	CA, Check Point, Microsoft, Novell, SurfControl, SonicWall, 3Com
100	**Webistix,** Holbrook, N.Y., www.webistix.com	28%	$2.1M	**Vinny DiSpigno,** CEO	2003	4	*		*	*		*	*			Apple, HP, Ricoh, SonicWall, Xerox