

A DIFFERENT VIEW

Just missed the list

- 26. Pro Systems Inc.**
(\$800,000 in local sales in 2009)
- 27. Converge Communication Technologies**
(\$750,000)
- 28. WorkSmart**
(\$700,000)

Largest Area Technology Consulting Firms

ranked by 2009 local sales

Rank prior rank	Company address	Phone website	2009 local sales	Number of local employees/offices	Top local executive(s)	Top areas of concentration	Year founded locally
1 2	Livingston & Haven P.O. Box 7207, 11529 Wilmar Blvd. Charlotte, N.C. 28241	(704) 588-3670 lhtech.com	\$51,309,000	143 2	Clifton Vann IV	Automation, hydraulics, pneumatics, mechanical linear, connectors and lubrication for manufacturing	1947
*2 *4	Internetwork Engineering 13777 Ballantyne Corporate Place, Suite 305 Charlotte, N.C. 28277	(704) 540-5800 ineteng.com	40,000,000	47 1	Chuck Steiner Todd Royals Sean Rollman Chris Applegate	Network/Microsoft consulting, advanced routing and switching, data center networking, data storage, customer interactive solutions, network security	1996
*2 *4	Signature Consultants 200 S. College St., Suite 1400 Charlotte, N.C. 28202	(888) 522-1020 sigconsult.com	40,000,000	370 1	Geoff Gray	IT staffing and consulting	1997
4 7	CIBER Inc. 201 S. College St., Suite 1450 Charlotte, N.C. 28244	(704) 548-1010 ciber.com	29,000,000	220 2	Dan Russell	Application development, ERP implementation, information technology outsourcing, business intelligence/data warehousing	1989
5 9	Strategic Staffing Solutions (S3) 128 S. Tryon St., Suite 1720 Charlotte, N.C. 28202	(704) 332-6655 strategicstaff.com	28,000,000	300 1	Cynthia Pasky Mark Skidmore	IT consulting, permanent placement, vendor management services, project work	1993
6 8	North Highland Co. 200 S. Tryon St., Suite 1500 Charlotte, N.C. 28202	(704) 840-1800 northhighland.com	25,000,000	140 1	Jim Arnold	Industry strategy, business analysis, IT management, change management	2001
7 10	Carolina IT Professionals Inc. 243 W. Catawba Ave. Mount Holly, N.C. 28120	(704) 827-8102 citpinc.com	23,000,000	220 1	Phyllis Friday McConnell	Information technology consulting, staff augmentation, project management, outsourcing and help desk services	2001
8 1	Dimension Data Americas 11006 Rushmore Drive, Suite 300 Charlotte, N.C. 28277	(704) 973-2027 dimensiondata.com/na	20,000,000	150 5	Brian Phillips	Specialist IT services and solutions integrator	2000
9 12	Converged Network Services Group 11006 Rushmore Drive, Suite 100 Charlotte, N.C. 28277	(704) 315-2051 cmsg-usa.com	15,000,000	10 3	Matt Harty Ryan Will	Network infrastructure, voice/data services, IP telephony, colocation services	2006
10 NR	CNP Technologies 806 Tyvola Road, Suite 102 Charlotte, N.C. 28217	(704) 927-6600 cnp.net	8,400,000	36 1	Wes Clark John Garrett	Unified communication with ShoreTel VoIP telephony, network integration services, IT strategy/consulting, hosting/managed data services	2000
11 21	NouvEON 6100 Fairview Road, Suite 560 Charlotte, N.C. 28210	(704) 944-3155 nouveon.com	8,000,000	78 2	T.J. Eberle	Delivery management, organizational change management, process excellence, systems integration	2003
12 15	XZact Technologies Inc. 9731-A Southern Pine Blvd. Charlotte, N.C. 28273	(704) 527-1515 xtcorp.com	5,500,000	49 1	Scott Stull	Structured cabling, data center planning and design, ShoreTel VoIP, APC power and cooling	2006
*13 20	Practical Software Solutions Inc. 452 Penny Lane N.E. Concord, N.C. 28025	(704) 721-6800 practicalsoftwaresolutions.com	4,500,000	21 1	Bobby Fowler Vince Stamey	Software sales, implementation services, custom programming, Web development	1993
*13 NR	Sogeti USA 13850 Ballantyne Corporate Place, Suite 500 Charlotte, N.C. 28277	(704) 887-3445 us.sogeti.com	4,500,000	40 1	David Knox	Systems integration, QA/testing, project/program Management, IT architecture, Microsoft technologies, global delivery	2008
15 NR	Professional Computer Resources Inc. 1500 South Blvd., Suite 201B Charlotte, N.C. 28203	(704) 332-7226 pcr.net	4,200,000	29 2	Christiaan Militello	Full-service consulting and recruitment solutions in the areas of information technology and professional sales	1995
16 25	InterDyn 8100 Tower Point Drive Charlotte, N.C. 28227	(704) 846-6750 interdynartis.com	4,100,000	22 2	Gary Artis	CRM and financial software implementation and support	1989
17 NR	ClickCom Inc. 5605 Carnegie Blvd., Suite 150 Charlotte, N.C. 28209	(704) 365-9970 clickcom.com	4,000,000	14 1	John DiCristo Jon Syzmanski	Website development, search engine optimization, social media consulting and development, website hosting	1997
18 23	CCCI 5970 Fairview Road, Suite 412 Charlotte, N.C. 28210	(704) 556-0330 cccipeople.com	3,935,000	60 1	J. Daniel Fields Charleen McBrayer	ERP, business intelligence, application development, security/infrastructure consulting	1991
19 NR	Queen Associates Inc. 129 W. Trade St., Suite 1615 Charlotte, N.C. 28202	(704) 331-0003 QAi3.com	3,000,000	35 1	Frances Queen	Project management, business analysis, software development, QA testing	2000
20 NR	Pivod Technologies 11535 Carmel Commons Blvd., Suite 102 Charlotte, N.C. 28226	(704) 716-8330 pivod.com	2,300,000	8 1	Kenneth Medford Wesley Medford	Audiovisual software, IP-based control systems, audiovisual consulting/design, IP-based digital signage solutions	2004
21 NR	Principle Solutions Group 201 S. Tryon St., Suite 1150 Charlotte, N.C. 28202	(704) 247-9200 principlesolutions.com	2,258,000	69 1	Todd Butler	IT staffing, consulting and executive placement, custom software development	2008
22 NR	William Ives Consulting Inc. 320 S. Tryon St., Suite 213 Charlotte, N.C. 28202	(704) 376-5600 wicusa.com	2,100,000	9 1	Bill Ives	Network infrastructure installation and support, server virtualization, legal technology solutions, document management/imaging	1983
23 NR	Team Technology Inc. P.O. Box 3614 Matthews, N.C. 28106	(704) 849-0266 teamt.com	2,000,000	10 1	Cindy Colonna	IT staffing, custom software development, reseller of Microsoft Dynamics NAV, consulting services	1997
24 NR	DBSysCon Inc. 1130 Iverleigh Trail Charlotte, N.C. 28270	(704) 708-4992 —	1,500,000	1 1	Robert Bunting	Oracle applications, database administration consulting	NA
*25 NR	BrammerIS 7900-D Stevens Mill Road Matthew, N.C. 28104	(704) 578-7646 brammeris.com	1,000,000	NA NA	Frank Brammer	Oracle database administration, business intelligence solutions, J.D. Edwards administration	2003
*25 NR	Netsafe Technologies 2120 Crown Centre Drive, Suite 200 Charlotte, N.C. 28227	(704) 333-0404 netsafe.us	1,000,000	6 1	George Hayner Derek Schott	Proactive IT support, network infrastructure, AVAYA telephone systems	2003

NOTES

Information was compiled from survey questionnaires and telephone interviews with company representatives. Only companies that responded to the survey and provided local sales figures are included on the list. Local information includes the following counties: Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lancaster (S.C.), Lincoln, Mecklenburg, Rowan, Stanly, Union and York (S.C.).

For the purpose of this list, "consulting firm" is defined as a company that derives at least 75% of its revenue from technology consulting.

The following companies, ranked on last year's list, did not respond: Titan Technology Partners, No. 3, Consultedge, No. 6, Comsys IT Partners, No. 11, FireFold and Matrix Resources Inc., tied for No. 13, Business Control Systems and The Comdyn Group, tied for No. 16, Varrow Inc., No. 18, Stalwart Systems Group, No. 19, NWN Corp, No. 22 and Walling Data Systems, No. 24.

*indicates a tie

NA - not available or applicable

Researched by Amy Shapiro
ashapiro@bizjournals.com

REPRINTS

Details about commemorative plaques, reprints of the list or Web permissions can be obtained from Scoop ReprintSource at (800) 767-3263 or scoopreprintsource.com. No other companies offering similar services are affiliated with American City Business Journals.