

Largest Area Technology Consulting Firms

ranked by 2010 local sales

Rank prior rank	Name address phone website	2010 local sales	Number of local employees/ offices	Top local executive(s)	Top areas of concentration	Year founded locally
1 *2	Signature Consultants 200 S. College St., Suite 1400, Charlotte, N.C. 28202 (888) 522-1020 sigconsult.com	\$60,587,000	545 1	Geoff Gray	IT staffing and consulting	1997
2 *2	Internetwork Engineering 13777 Ballantyne Corporate Place, Suite 305, Charlotte, N.C. 28277 (704) 540-5800 ineteng.com	\$59,000,000	54 1	Chuck Steiner	Network infrastructure, collaboration, data center and virtualization, managed services	1996
3 5	Strategic Staffing Solutions (S3) 128 S. Tryon St., Suite 1720, Charlotte, N.C. 28202 (704) 332-6655 strategicstaff.com	\$40,000,000	300 1	Cynthia Pasky Mark Skidmore	IT consulting, permanent placement, vendor-management services, project work	1993
4 6	North Highland Co. 200 S. Tryon St., Suite 1500, Charlotte, N.C. 28202 (704) 840-1800 northhighland.com	\$37,500,000	140 1	Jim Arnold	Customer experience, business strategy, IT management, change management	2001
5 9	Converged Network Services Group 11016 Rushmore Drive, Suite 180, Charlotte, N.C. 28277 (704) 315-2051 cmsg-usa.com	\$31,000,000	11 2	Matt Harty	Network infrastructure, voice/data services, IP telephony, colocation services, cloud services	2006
6 NR	Genesis10 201 S. Tryon St., Suite 1400, Charlotte, N.C. 28202 (704) 280-8260 genesis10.com	\$22,900,000	136 1	NA	IT staffing, business consulting, onshore outsourcing, permanent placement	2006
7 4	CIBER Inc. 101 S. Tryon St., Suite 2550, Charlotte, N.C. 28280 (704) 548-1010 ciber.com	\$20,000,000	350 2	Dan Russell	Application development, ERP implementation, IT outsourcing, business intelligence/data warehousing	1989
8 NR	AvidXchange Inc. 1111 Metropolitan Ave., Suite 650, Charlotte, N.C. 28204 (704) 971-8160 avidxchange.com	\$15,000,000	130 1	Michael Praeger	Bill payment for businesses	2000
9 11	HiSoft Technology International Ltd. ¹ 6100 Fairview Road, Suite 560, Charlotte, N.C. 28210 (704) 944-3155 hisoft.com	\$14,000,000	78 2	T.J. Eberle	Delivery management, organizational-change management, process excellence, systems integration	2003
10 1	Livingston & Haven P.O. Box 7207, 11529 Wilmar Blvd., Charlotte, N.C. 28241 (704) 588-3670 lhtech.com	\$12,148,000	125 2	Clifton Vann IV	Manufacturing solutions for hydraulics, automation and lubrication technologies; engineered systems	1947
11 10	CNP Technologies 806 Tyvola Road, Suite 102, Charlotte, N.C. 28217 (704) 927-6600 cnp.net	\$11,400,000	40 1	Wes Clark John Garrett	Unified communication with ShoreTel VoIP telephony, network integration/support services, IT strategy/consulting, hosting/managed data services	1996
*12 NR	Katalyst Network Group 200 1st Ave. N.W., Suite 613, Hickory, N.C. 28601 (828) 267-6450 katalystng.com	\$10,000,000	25 2	Christopher Christy Mark Johnson	Network infrastructure, data-center technologies, unified communications, managed IT infrastructure	2006
*12 NR	Technisource, a subsidiary of SFN 201 S. College St., Suite 2180, Charlotte, N.C. 28244 (704) 972-3760 technisource.com	\$10,000,000	148 1	Keith Giffney Steve Hurst	IT staffing, business intelligence, network infrastructure services, service-desk outsourcing	1991
14 21	Principle Solutions Group 201 S. Tryon St., Suite 1150, Charlotte, N.C. 28202 (704) 247-9200 principlesolutions.com	\$7,867,000	131 1	Todd Butler Joe Ventura	IT staffing, IT consulting, custom software development, IT executive placement	2008
15 NR	Zenmonics Inc. 125 Floyd Smith Drive, Suite 220, Charlotte, N.C. 28262 (704) 971-7315 zenmonics.com	\$7,400,000	50 1	John Kelly Riaz Syed	IT consulting, custom financial software, mobile banking, mobile payment	2007
16 18	CCCI 5970 Fairview Road, Suite 412, Charlotte, N.C. 28210 (704) 556-0330 cccitpeople.com	\$6,003,000	76 1	J. Daniel Fields Charleen McBrayer	ERP, business intelligence, application development, security/infrastructure consulting	1991
17 NR	The Comdyn Group 205 Regency Executive Park Drive, Suite 210, Charlotte, N.C. 28217 (704) 501-4500 comdyn.com	\$6,000,000	50 1	Chuck Morris	Custom software development, IT staffing, project management	1995
*18 8	Dimension Data Americas 11006 Rushmore Drive, Suite 300, Charlotte, N.C. 28277 (704) 973-2027 dimensiondata.com/na	\$5,000,000	150 2	Brian Phillips Bruce Shaw	Provision and management of specialist IT infrastructure services	2000
*18 19	Queen Associates Inc. 129 W. Trade St., Suite 1615, Charlotte, N.C. 28202 (704) 331-0003 queenassociates.com	\$5,000,000	42 1	Robin Pugh	IT and project management staffing for contract, contract-to-hire and direct positions	2000
20 12	XZact Technologies Inc. 9800-I Southern Pine Blvd., Charlotte, N.C. 28273 (704) 527-1515 xtcorp.com	\$4,900,000	37 1	Scott Stull	Structured cabling, data center planning and design, ShoreTel VoIP, APC power and cooling	2006
21 14	Sogeti USA 13850 Ballantyne Corporate Place, Suite 500, Charlotte, N.C. 28277 (704) 887-3445 us.sogeti.com	\$4,500,000	30 1	Brian Hammond	Systems integration, QA/testing, project/program management, IT architecture, Microsoft technologies, global delivery	2008
22 16	InterDyn 8100 Tower Point Drive, Charlotte, N.C. 28227 (704) 846-6750 interdynartis.com	\$4,300,000	19 2	Gary Artis	CRM and financial software implementation and support	1989
23 NR	Logical Advantage LLC 4421 Stuart Andrew Blvd., Suite 600, Charlotte, N.C. 28217 (704) 377-5066 logicaladvantage.com	\$3,900,000	NA 1	John Fread	Application outsourcing, strategic consulting services	2003
24 20	PIVOD Technologies LLC 11535 Carmel Commons Blvd., Suite 102, Charlotte, N.C. 28226 (704) 716-8330 pivod.net	\$3,254,000	8 1	Wesley Medford Kenneth Medford	IP-based control systems for audio visual and environmental controls	2004
25 NR	Kavaliro Staffing Services 9140 Arrowpoint Blvd., Suite 260, Charlotte, N.C. 28273 (704) 525-3457 kavaliro.com	\$2,550,000	49 1	Bill Pepler John Mahony	IT staffing, network development/security staffing, engineering staffing, project management	2005

JUST MISSED THE LIST

*26. **Carolina Computer Partners** (\$2.5 million in local sales in 2010)

*26. **Waypoint Solutions Group** (\$2.5 million)

28. **Professional Computer Resources Inc.** (\$2.48 million)

29. **William Ives Consulting Inc.** (\$2.3 million)

30. **Team Technology Inc.** (\$1.8 million)

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: Carolina IT Professionals, No. 7, Practical Software Solutions Inc., tied for No. 13, DBSysCon Inc., No. 24, and BrammerIS and Netsafe Technologies, tied for No. 25.

1 HiSoft Technology International Ltd. acquired NouvEON Technology Partners Inc. in June. 2010 sales figures are for NouvEON.

* indicates a tie

NA - not available or applicable

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