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CHANNELWEB NETWORK:

The Fastest-Growing VARBusiness 500 Companies

Whether it was organic or acquired growth, these VARs blossomed in '03

By **Robert Wright**, *VARBusiness* Thu. Jun. 10, 2004 From the June 14, 2004 *VARBusiness*

Major acquisitions. Emerging technologies. Hot product lines. Lucrative vertical practices. New and improved vendor partnerships. And, perhaps most of all, superior management. All contributed to the success of these 50 solution providers, which grew their revenue between 36 percent and 812 percent in the past year. Their path to growth? Simple: More than half of the solution providers on the Fast 50 have a sizeable federal-government business, including companies such as GovPlace VB442, which skyrocketed more than 100 percent last year. High-growth technologies, such as storage and security, also propelled VARBusiness 500 companies, such as Networked Information Systems VB222, to new heights. Amazingly, 2003 was for some solution providers, such as Sequel Data Systems VB437, their best year ever.

1- National Network Services, No. 499

Revenue: \$15.7M Growth: 812%
NNSI made a historic change in 2003, buying back assets of Encompass Network Services West from Encompass Services in Texas to help continue its strong growth rate. The network solution provider also purchased a new, larger headquarters property in Centennial, Colo., last year.

2- FusionStorm, No. 297*

Revenue: \$60.0M Growth: 285%
After a landmark 2003, the San Francisco-based FusionStorm merged with managed-services provider StormWatch Services to continue expanding its network-services operations.

3- Madison Research, No. 269

Revenue: \$69.5M Growth: 231%
Helmed by NFL Hall of Fame wide receiver John Stallworth, Madison Research, based in Huntsville, Ala., won a major U.S. Navy contract last year and also achieved SEI CMM Level 5 software certification.

4- Bason Computer, No.485

Revenue: \$19.0M Growth: 217%
The nearly 20-year-old company started out as a supplier of hard-drive controllers and evolved into a full-blown e-commerce power, offering notebooks, PCs, components and peripherals.

5- PFSweb, No. 124

Revenue: \$282.4M Growth: 203%

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Revenue: \$50.0M Growth: 67%

Founded in 1997, Addison, Texas-based InterNetwork Experts began as an SMB and enterprise-networking solution provider, but morphed into a top Cisco partner, serving government and commercial customers with emerging technologies, such as IP telephony.

27- Booz Allen Hamilton, No. 33

Revenue: \$2,200.0M Growth: 67%

Booz Allen Hamilton, McClean, Va., continued to expand as an international consulting firm in 2003, driven by a growing enterprise business and major government contracts.

28- Paaridian Technologies, No. 425*

Revenue: \$30.5M Growth: 65%

Based in Alpharetta, Ga., Paaridian does most of its business around IBM as a Premier Business Partner and focuses on verticals such as health care, telecom, manufacturing and financial services.

29- MicroSystem Enterprises, No. 206*

Revenue: \$104.0M Growth: 63%

The solution provider, headquartered in Houston, was founded in 1986 and has achieved 16 years of positive growth with strong practices in the government, education and health-care verticals.

30- Cognizant Technology, No. 102

Revenue: \$368.0M Growth: 61%

Cognizant has been one of the most successful U.S. solution providers in the offshore outsourcing market, using its overseas development centers in India and Ireland to propel the company to remarkable growth. Recently, the company, based in Teaneck, N.J., upped the ante by acquiring an India-based consulting operation that specializes in SAP software services.

31- ePlus, No. 130

Revenue: \$249.1M Growth: 60%

The Herndon, Va.-based software company watched its enterprise cost-management solutions business return in 2003 to levels seen prior to the recession. The company has also acquired assets of Digital Paper.

32- Multimax, No. 320*

Revenue: \$54.5M Growth: 60%

Founded in Maryland in 1988, the solution provider has expanded to numerous locations across the country behind a strong state, local and federal-government practice, with network services and a strong systems-builder business.

33- iGov, No. 207

Revenue: \$103.1M Growth: 58%

Despite its stature as a small business, this national government integrator has risen high in the ranks of the top GSA Schedule money-makers, thanks to multiple federal contract vehicles and storage, networking and security solutions.

34- Megapath Networks, No. 270*

Revenue: \$68.5M Growth: 55%

Located in Pleasanton, Calif., this networking VAR has emerged as one of the fastest-growing solution providers in its market, with strong sales and the acquisition last year of Tmanage, a managed-network services company.

35- World Wide Technology, No. 51

Revenue: \$1,100.0M Growth: 54%

One of the largest companies on the Fast 50, WWT celebrated a historic 2003 by crossing the \$1 billion-a-year mark in sales and expanding into three new regional markets.

36- Spectrum Systems, No. 444*

Revenue: \$25.8M Growth: 54%

The Fairfax, Va.-based solution provider built out its enterprise application-development and management services in 2003 for both government and commercial clients.

37- Emtec, No. 204