

# Top 25 List

# IT Consulting Firms

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Metro-area IT consulting firms ranked by hours billed in 2010; ties broken by year founded

Research by Tom Smith

Rank	2010 rank	Name/Address/Phone	Hours billed <sup>1</sup>	Revenue <sup>2</sup> Employees <sup>3</sup> Year founded <sup>4</sup>	Services provided <sup>5</sup>	Major clients <sup>6</sup>	Top metro executive Executive e-mail Website
1	1	<b>Analysis International Corp.</b> 7700 France Ave. S., Suite 200 Edina, MN 55436 (952) 835-5900	1,832,671	\$106.7 million 245 1966	Technology staffing, managed teams and project-based solutions	IBM and other Fortune 500 companies	Brittany McKinney management@analysts.com analysts.com
2	3	<b>Teksystems<sup>7</sup></b> 7505 Metro Blvd., Suite 450 Edina, MN 55439 (952) 886-4800	1,066,000	\$63 million 72 1993	IT services focused on application development, infrastructure support and voice- and data-related services	U.S. Bancorp, 3M, UnitedHealth Group, Wells Fargo	Russ Orning roning@teksystems.com teksystems.com
3	2	<b>Avanade<sup>8</sup></b> 333 S. Seventh St., Seventh floor Minneapolis, MN 55402 (612) 808-0937	878,394	- NP 2004	Management consulting, cloud computing, enterprise app, collaboration, BI, infrastructure, Microsoft Dynamics, managed services	Fortune 1000 companies	Eric Miquelon eric.miquelon@avanade.com avanade.com
4	4	<b>Genesis10<sup>9</sup></b> 332 Minnesota St., Suite W2500 St. Paul, MN 55101 (651) 702-3300	816,597	NP 380 2001	Business consulting, technology staffing, delivery centers, permanent placement, G10 Associates Program	NP	Angie Brekke abrekke@genesis10.com genesis10.com
5	6	<b>Select Source International</b> 6311 Wayzata Blvd., Suite 150 St. Louis Park, MN 55416 (952) 546-3300	611,787	\$23.2 million NP 1999	IT staffing, project services, ERP application development, middleware, database management	Cargill, Target, Medtronic	Mandeep Singh Sodhi mandeeps@selectsourceintl.com selectsourceintl.com
6	5	<b>Alasa Technologies Inc.</b> 1710 Douglas Drive, Suite 212 Golden Valley, MN 55422 (763) 381-0899	497,770	\$34.7 million 67 1995	Full-system life-cycle resources for project management, business analysis, network administration, security analysis, PeopleSoft	Financial, health care and insurance	Anthony Williamson info@alasa.com alasa.com
7	10	<b>TAJ Technologies Inc.</b> 1168 Northland Drive Mendota Heights, MN 55120 (651) 688-2801	398,441	\$30.2 million 139 1987	Full life-cycle services in software development, IT staff augmentation and project-based services	Health care, biometrics, banking, medical-device mfg.	KC Sukumar kcs@tajtech.com tajtech.com
8	13	<b>Deloitte Consulting<sup>7</sup></b> 50 S. Sixth St., Suite 2800 Minneapolis, MN 55402 (612) 397-4000	346,773	NP 232 1913	Enterprise-applications consulting, technology integration, technology outsourcing, strategy and operations consulting	Global clients in many industries and the public sector	Jeff Cotton jcotton@deloitte.com deloitte.com
9	12	<b>Ambient Consulting</b> 5800 Wayzata Blvd., Suite 1250 Golden Valley, MN 55416 (763) 582-9000	338,517	NP 165 1984	Application development, management consulting, enterprise quality, strategic mobility, offshore delivery	UnitedHealth Group, Best Buy, AON Benfield	Andrew Grossman see footnote <sup>10</sup> ambientconsulting.com
10	14	<b>ITR Group</b> 2520 Lexington Ave. S., Suite 500 Mendota Heights, MN 55120 (651) 757-4500	330,000	\$20 million NP 1997	Management consulting, mobile strategy and architecture, cross-platform development, Agile, application development, social media	NP	Dan Rosedahl dan.rosedahl@gocorptech.com gocorptech.com
11	15	<b>Corporate Technologies</b> 6210 Buy Drive Eden Prairie, MN 55346 (952) 715-3500	259,512	\$41.7 million 65 1981	Managed IT services for SMB, cloud services, voice and data networking, systems integration, staffing, infrastructure	NP	James McCleary, John Scanlon info@logsolve.com logsolve.com
12	16	<b>Logisolve</b> 12866 Highway 55 Plymouth, MN 55441 (763) 383-1000	246,744	\$22.2 million 85 1999	Management and IT consulting services	Wells Fargo, Blue Cross Blue Shield, UnitedHealth Group	Paul Cmiel pcmiel@chber.com chber.com
13	NR	<b>Coherent Solutions Inc.</b> 1600 Utica Ave. S., Suite 120 St. Louis Park, MN 55416 (612) 279-6262	216,434	\$6.5 million 15 1995	Technology consulting and outsourcing services in Web application and mobile development; quality assurance; BI	Starkey Laboratories, Bluestem Brands, Uponor	Igor Epshteyn igor@coherentsolutions.com coherentsolutions.com
14	9	<b>Ciber Inc.<sup>3</sup></b> 4400 W. 76th St., Suite 100 Bloomington, MN 55438 (952) 591-6100	215,000	\$23 million 175 1988	Data warehousing, BI, IT and app. outsourcing, custom app. development, security assessments, managed services, architecture	Health care payers and providers, retail organizations	Paul Cmiel pcmiel@ciber.com ciber.com
15	11	<b>Magenic Technologies Inc.</b> 1600 Utica Ave. S., Suite 800 St. Louis Park, MN 55416 (763) 398-4800	180,000	\$19 million 160 1995	Custom app. development, user experience engineering, mobile, cloud, quality assurance and testing, support and maintenance	NP	Greg Frankentfield greg@magenic.com magenic.com
16	23	<b>Horizontal Integration</b> 9800 Brian Road E., Suite 450 Minnetonka, MN 55343 (612) 392-7580	164,000	\$11.3 million 171 2003	Web and IT strategy, e-commerce, creative design, mobile development, Web analytics, search-engine optimization, social strategy	UnitedHealth Group, Ameriprise, Xcel Energy	Sabin Eghem See footnote <sup>10</sup> horizontalintegration.com
17	24	<b>RBA Inc.</b> 100 W. Lake St. Wayzata, MN 55391 (952) 460-1578	163,939	\$19.4 million 110 2006	Consulting services around app. development, portals and collaboration, project mgmt., infrastructure, BI, managed services	NP	rick.born@rbaconsulting.com rbaconsulting.com
18	8	<b>McGladrey</b> 801 Nicollet Ave., Suite 1100 Minneapolis, MN 55402 (612) 573-8750	159,000	\$1.4 million 405 1946	ERP, CRM, SharePoint, BI, infrastructure, IT strategy, app. development, systems integration	NP	Christina Mack, Mike Nelson mcgladrey.com
19	21	<b>Tissentential</b> 301 Carlson Parkway, Suite 303 Minnetonka, MN 55305 (952) 595-7970	158,681	\$18.1 million 86 2003	Leadership and strategy, business and enterprise architecture, portfolio, program and project mgmt.; business analysis	Xcel Energy, Cargill, Target	Michael Vnje mvnje@tissentential.com tissentential.com
20	18	<b>Alliance of Computer Professionals Inc.</b> 2626 E. 82nd St., Suite 335 Bloomington, MN 55425 (952) 831-1100	158,502	\$11.6 million 89 1994	Computer consulting services for program management, business analysis and programmer development	UnitedHealth Group, Delta Air Lines	Michael Folken mfolken@acpros.com acpros.com
21	17	<b>Harbinger Partners Inc.</b> 855 Village Center Drive, Suite 356 St. Paul, MN 55127 (888) 504-8802	157,398	\$172 million 51 1999	Permanent placement and consulting; software development, program and project mgmt., business analysis, data warehousing	NP	Scott Grausnick See footnote <sup>11</sup> harbinger-partners.com
22	NR	<b>RCM Technologies<sup>2</sup> - Minneapolis</b> 11100 Wayzata Blvd., Suite 530 Minnetonka, MN 55305 (952) 229-9300	130,000	\$8 million 70 2000	Microsoft Mobile Application Development, Microsoft SharePoint, Microsoft Cloud, Microsoft Custom Development, PeopleSoft	3M, HealthPartners, Ecolab	John Varnelli john.varnelli@rcmt.com rcmt.com
23	20	<b>Solution Design Group Inc.</b> 10275 Wayzata Blvd., Suite 300 Minnetonka, MN 55305 (952) 278-2500	118,224	NP 100 1989	IT consulting and software app. development; from architecture design and custom app. development to project-delivery services	NP	Jeff Daniel jeff.daniel@solutiondesign.com solutiondesign.com
24	19	<b>Charter Solutions Inc.</b> 3033 Campus Drive, Suite N160 Plymouth, MN 55441 (763) 230-6100	105,000	NP 55 1997	Management consulting, BI and analytics with an emphasis on health care, app. development and strategic staffing	Hennepin County, National Marrow Donor Program	See footnote <sup>13</sup> chartersolutions.com
25	22	<b>Digineer</b> 505 N. Highway 169, Suite 750 Plymouth, MN 55441 (763) 210-2300	100,000	NP 70 1998	IT and management consulting	NP	Doug Reynolds dreynolds@digineer.com digineer.com

## COMPOUND NAMES IN I.T.

Peoplesoft Inc. was a company that provided ERP, CRM and other software solutions. In 2005, it was acquired by Oracle Corp., which now markets the Peoplesoft name and product line.

SharePoint is a Web-application platform developed by Microsoft Corp. It is typically associated with Web content management and document management systems.

## FOOTNOTES

**Abbreviations:**  
App. = Applications  
BI = Business Intelligence  
CRM = Customer-relationship management  
ERP = Enterprise resource planning  
IT = Information technology  
Mfg. = Manufacturing  
Mgmt. = Management  
NP = Not provided  
NR = Not ranked  
SMB = Small and medium-sized businesses

## Footnotes:

1. In 2010  
2. Firm most recently completed fiscal year  
3. In the metro area  
4. May be edited to fit  
5. Company headquarters: Baltimore  
6. Company headquarters: Seattle  
7. Company headquarters: New York  
8. andrew.grossman@ambitionconsulting.com  
9. Company headquarters: Greenwood Village, Colo.  
10. sephram@horizontalintegration.com  
11. segrausnick@harbinger-partners.com  
12. Company headquarters: Pennsylvania, N.J.  
13. Use Thirdavenue (use.thirdavenue@chartersolutions.com), Bill Leonard (bill.leonard@chartersolutions.com)

## Notes:

- Businesses headquartered outside the Twin Cities 13-county metro area reported revenue and hours billed for their metro-area operations only; businesses headquartered in the metro area reported revenue and hours billed for all operations.

- Bahama Consulting, Inner Grove Heights (bahama-consulting.com), the firm cited in the 2010 list, was not included in the 2011 list. It was founded in 2002.  
- Manpower Professional, No. 7 on the year's list, is an executive-search and temporary-employment agency, which doesn't fit within this category.  
- Accenture and Lufft Cos. Inc. would likely have made this list, but both companies declined to participate.

Sources: Company representatives and websites

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