



CHANNELe2e
from entrepreneur to exit

TOP 100

VERTICAL
MARKET

MSPs™

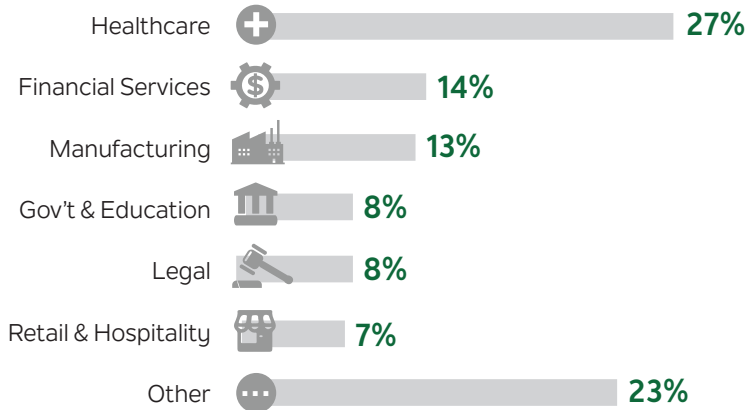
2016 Edition



Welcome & Methodology

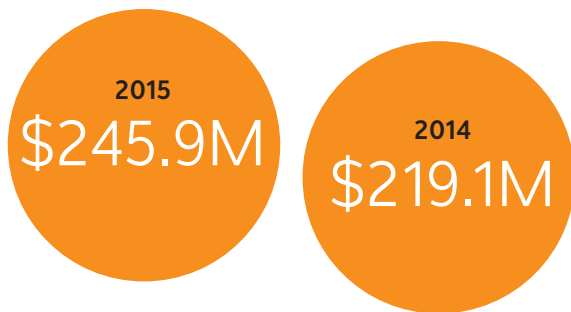
Welcome to the Top 100 Vertical Market MSPs™ 2016 Edition. The research and corresponding list are based on a ChannelE2E™ worldwide survey of MSPs, conducted in Q1 2016. Rankings are based on annual recurring revenues in specific vertical markets.

Participating MSPs: Focus Areas

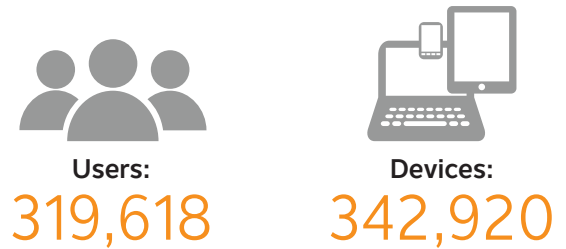


Source: ChannelE2E Top 100 Vertical Market MSPs, 2016 Edition

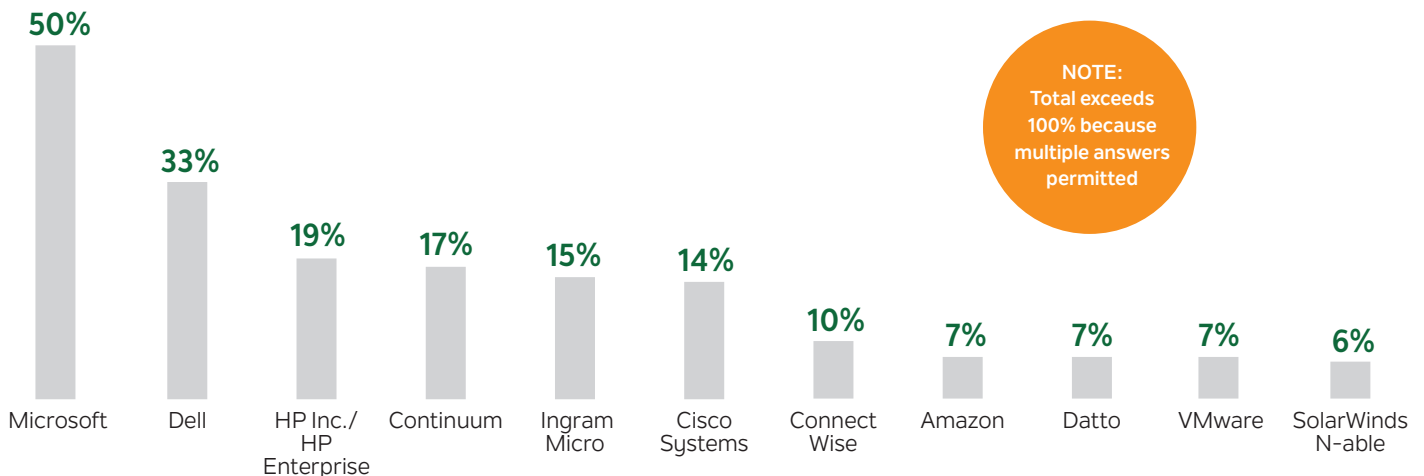
Combined Vertical Market Recurring Revenues



What The Top 100 Manages



Top Vendors Empowering Vertical Market MSPs





Top 5 Healthcare MSPs

VERTICAL RANK	TOP 100 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	2	TekLinks Inc.	www.TekLinks.com	Birmingham, AL	Jim Akerhielm, CEO
2	4	Onepath	www.1path.com	Smyrna, GA	Ben Balsley, CEO
3	5	ETS – Erbs Technology Solutions	www.etsconnect.com	Cedar Rapids, IO	Jim Koch, CEO
4	10	Lumen21	www.Lumen21.com	Orange, CA	Eduardo Don, President & CEO
5	12	The Electronic Office	www.electronicoffice.net	Asheville, NC	Kemper Brown, President & CEO



UPSIDE

Roughly 40% of healthcare providers say budgets are still growing for 2016, but only 25% of providers with growing budgets attribute the growth to electronic health records (EHR), according to IDC. Translation: The post-EHR era is upon us as providers turn to optimizing the business for accountable care, adding analytics and care management, and away from massive enterprise EHR projects, IDC says.

DOWNSIDE

Healthcare providers will face more HIPAA (Health Insurance Portability and Accountability Act) audits, though IT service providers can help clientele achieve compliance.

GET TO KNOW
HIMSS (www.HIMSS.org)



STANDS FOR
Healthcare Information and Management Systems Society

Leading MSPs in Healthcare

Average Annual Recurring in Vertical:

\$3.48 million



Top 5 Financial Services MSPs

VERTICAL RANK	TOP 100 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	1	All Covered	www.allcovered.com	Mount Laurel, NJ	Todd Croteau, President
2	3	Agio	www.agio.com/	New York, NY	Bart McDonough, CEO
3	14	netConsult Ltd	www.netconsult.co.uk/	London, England	Richard McDonald, CEO
4	19	West Monroe Partners	www.westmonroepartners.com	Chicago, IL	Kevin McCarty, CEO
5	20	Proactive Technologies	www.proactivetech.net	New York, NY	Dave Cava, Owner



UPSIDE

Financial services IT spending will reach almost \$480 billion worldwide in 2016 with a five-year compound annual growth rate (CAGR) of 4.2%, IDC predicts, with major focus areas including cloud, mobile and big data/analytics.

DOWNSIDE

FinTech startups continue to disrupt more traditional financial services firms, especially in the wealth management and online lending sectors.

GET TO KNOW

Association for Financial Technology
(<http://aftweb.com>)

Wall Street Technology Associations
(www.wsta.org)

Leading MSPs in Financial Services

Average Annual Recurring in Vertical:

\$3.27 million



Top 5 Manufacturing MSPs

VERTICAL RANK	TOP 100 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	24	SWC Technology Partners	www.swc.com	Oak Brook, IL	Bob Knott, President
2	34	MotherG, LLC	www.mothersg.com	Itasca, IL	David Davenport, CEO
3	42	Bryley Systems Inc.	www.Bryley.com	Hudson, MA	Gavin Livingstone, President
4	45	Pics Itech	www.PICS-ITECH.com	Mt. Holly, NJ	Terrence Rossi, Owner
5	48	California Computer Options, Inc.	www.computeroptions.net	Redlands, CA	Bob Marcynyzyn, CEO



UPSIDE

By the end of 2017, 50% of manufacturers will coordinate cloud, mobility, and advanced analytics to create more efficiencies on their shop floors, IDC predicts. Plus, the proliferation of sensors and better communication infrastructure is leading to greater a volume, velocity and variety of data gathering.

DOWNSIDE

Few MSPs have mastered big data management techniques that sensor-driven networks require.

GET TO KNOW

Association for Manufacturing Technology
(www.amtonline.org)



Leading MSPs in Manufacturing

Average Annual Recurring in Vertical:

\$900,000



Top 5 Government & Education MSPs

VERTICAL RANK	TOP 100 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	31	Colorado Computer Support	www.coloradosupport.com	Colorado Springs, CO	Blake Schwank, President & CEO
2	44	Island Tech Services	www.itsg.us.com	Ronkonkoma, NY	Robert Gronenthal, CEO
3	46	Heritage Technology Solutions	www.htspc.net	Crestwood, IL	Ray Gold, President
4	53	Information Systems Integration, LLC	http://isicg.com	Yoakum, TX	Kenneth Holley, Founder & CEO
5	56	Ash Creek Enterprises, Inc.	http://ashcreek.com	Stratford, CT	Mark Calzone, President



GOVERNMENT UPSIDE

Cloud spending now represents about 8.5% of all IT spending by the federal government for fiscal year 2016 (FY16), up from 5% in 2015, according to IDC. By 2018, 50% of federal government spending will involve cloud, IDC predicts. MSPs that can meet FIPS, FISMA, and other FedRAMP standards are ideally positioned.

GOVERNMENT DOWNSIDE

The U.S. government has been fighting a losing battle on the cybersecurity front. State CIOs are urging the federal government to finalize a cyberattack response plan. A draft plan delivered to the White House in the fall of 2009 — and later released as an interim draft, in March 2010 — has yet to be approved by the administration, The Wall Street Journal says.

EDUCATION UPSIDE

United States colleges and universities spent \$6.6 billion on IT in 2015, while K-12 schools spent about \$4.7 billion. Most IT spending in education occurs in California (\$2.3 billion), Texas (\$1.2 billion) and New York (\$1.1 billion), IDC says.

EDUCATION DOWNSIDE

Overall teacher training and tech support budgets dropped slightly from 2014 to 2015, according to EdNet Insight. Much of the spending is shifting toward online testing and common core support projects.

GET TO KNOW

Educause (www.educause.edu)

National Association of State Technology Directors (www.nastd.org)

Association for Federal Information Resources Management, AFFIRM (<http://affirm.org>)

Leading MSPs in Government and Education

Average Annual Recurring in Vertical:

\$848,000



Top 5 Legal MSPs

VERTICAL RANK	TOP 100 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	11	WAMS Inc.	www.wamsinc.com	Brea, CA	Kevin Haight, General Manager
2	27	Western Digitech	www.westerndigitech.com	Miami, FL	Josh Kotler, CEO
3	36	Information Tech. Professionals	www.itprosusa.com	Madison, WI	Paul Hager, CEO
4	37	C.A.S.S. Inc.	www.cass-tech.com	Farmington Hills, MI	Robert Stants, President & CEO
5	40	LogicForce Consulting	www.logicforce.com	Nashville, TN	John Sweeney, President & CEO



UPSIDE

Generally speaking, security is the top IT priority within law firms — with encryption, intrusion detection and intrusion prevention taking center stage, according to the International Legal Technology Association.

DOWNSIDE

The number of U.S. law firm combinations reached the highest point in 2015 as consolidation continued to sweep the legal industry, according to a report by consulting firm Altman Weil. Mergers and acquisitions (M&A) is expected to continue as legal firms roll up. Integration projects should be plentiful, but MSPs will need to scale to support the larger legal combinations.

GET TO KNOW

International Legal Technology Association (www.iltanet.org)



Leading MSPs in Legal

Average Annual Recurring in Vertical:

\$1.7 million





Top 5 Retail & Hospitality MSPs

VERTICAL RANK	TOP 100 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	15	eMazzanti Technologies	www.emazzanti.net	Hoboken, NJ	Carl Mazzanti, CEO
2	21	Blue Fox Group	www.bfoxg.com	Tempe, AZ	Eric Wood, Owner
3	33	Snap Technology Inc.	www.snaptechit.com	Cumming, GA	Daniel Shaffer, COB
4	66	Xonicwave	www.xonicwave.com	San Diego, CA	Chad Moore, CEO
5	79	Bryley Systems Inc.	www.Bryley.com	Hudson, MA	Gavin Livingstone, President



RETAIL & HOSPITALITY UPSIDE

Global retail IT spending will exceed \$111 billion by 2020, representing a compound annual growth rate (CAGR) of 4% from 2016, according to TechNavio. The biggest trends will involve the emergence of facial recognition software; Internet of Things (IoT) sensors; social media marketing; and location-based services.

RETAIL & HOSPITALITY DOWNSIDE

Major retail store operators continue to struggle vs. online retailers. The latest example involves Sports Authority shuttering 320 retail locations amid that company's bankruptcy in mid-2016.

GET TO KNOW

National Retail Federation
(www.nrg.com)

Hospitality Financial and Technology Professionals (www.hftp.org)



Leading MSPs in Hospitality and Retail

Average Annual Recurring in Vertical:

\$1.8 million



Top 100 Vertical Market MSPs

COMPANIES RANKED 1-20

RANK	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
1	All Covered	www.allcovered.com	Mount Laurel New Jersey	Todd Croteau President	Financial Services/ Banking
2	TekLinks Inc.	www.TekLinks.com	Birmingham Alabama	Jim Akerhielm, CEO	Healthcare
3	Agio	www.agio.com	New York, New York	Bart McDonough CEO	Financial Services/ Banking
4	Onepath	www.1path.com	Smyrna, Georgia	Ben Balsley, CEO	Healthcare
5	ETS – Erbs Technology Solutions	www.etsconnect.com	Cedar Rapids, Iowa	Jim Koch, CEO	Healthcare
6	American Technology Services, Inc.	www.networkats.com	Fairfax, Virginia	Jeff Chandler, CEO	Not for Profit
7	Synergics	www.synergics.be	Brussel, Belgium	Jochen Maertens CEO	Technology
8	Winxnet	www.winxnet.com	Portland, Maine	Chris Claudio, CEO	Not for Profit
9	IT-Serve.com	www.it-serve.com	Dubai, Dubai	Jens Lund, CEO & Managing Director	Media
10	Lumen21	www.Lumen21.com	Orange, California	Eduardo Don President & CEO	Healthcare
11	WAMS Inc.	www.wamsinc.com	Brea, California	Kevin Haight General Manager	Legal
12	The Electronic Office	www.electronicoffice.net	Asheville North Carolina	Kemper Brown President & CEO	Healthcare
13	Medicus Solutions	www.msinc.com	Alpharetta, Georgia	Chris Jann President & CEO	Healthcare
14	netConsult Ltd	www.netconsult.co.uk	London, England	Richard McDonald CEO	Financial Services/ Banking
15	eMazzanti Technologies	www.emazzanti.net	Hoboken New Jersey	Carl Mazzanti, CEO	Retail
16	Vistem Solutions, Inc.	www.vistem.com	Irvine, California	Keith Nelson VP of Technology	Transportation
17	Aldridge Health	http://health.aldridge.com	Houston, Texas	David Schafran President	Healthcare
18	Information Strategy Design	www.isdesign.com	Mesa, Arizona	Steven Losefsky CEO	Healthcare
19	West Monroe Partners	www.westmonroepartners.com	Chicago, Illinois	Kevin McCarty, CEO	Financial Services/ Banking
20	Proactive Technologies	www.proactivetech.net	New York, New York	Dave Cava, Owner	Financial Services/ Banking



Top 100 Vertical Market MSPs

COMPANIES RANKED 21-40

RANK	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
21	Blue Fox Group	www.bfoxg.com	Tempe, Arizona	Eric Wood, Owner	Retail
22	ChinaNetCloud	www.ChinaNetCloud.com	Shanghai, China	Steve Mushero, CEO	Technology
23	PriorityOne Group	www.p1cgroup.com	Rutherford New Jersey	Nelson Gomes President & CEO	Healthcare
24	SWC Technology Partners	www.swc.com	Oak Brook, Illinois	Bob Knott, President	Manufacturing
25	Hestia	www.hestia-it.be	Edegem, Antwerp	Nicolas Geudens CEO	Healthcare
26	Managed Solution	www.managedsolution.com	San Diego, California	Sean Ferrel, CEO	Not for Profit
27	Western Digitech	www.westerndigitech.com	Miami, Florida	Josh Kotler, CEO	Legal
28	Center for Computer Resources	www.ccr1.com	Sterling Heights Michigan	Curtis Hicks, II CEO	Service Providers
29	Nucleus Networks Inc.	www.yournucleus.ca	Vancouver British Columbia	Gary Baerg President	Construction
30	Tier3MD	www.tier3md.com	Chamblee, Georgia	Sheryl Cherico, CEO	Healthcare
31	Colorado Computer Support	www.coloradosupport.com	Colorado Springs Colorado	Blake Schwank President & CEO	Education
32	Five Nines Technology Group	www.gonines.com	Lincoln, Nebraska	Nick Bock, CEO	Healthcare
33	Snap Technology Inc.	www.snaptechit.com	Cumming, Georgia	Daniel Shaffer, COB	Retail
34	MotherG, LLC	www.mothersg.com	Itasca, Illinois	David Davenport CEO	Manufacturing
35	JMARK Business Solutions, Inc.	www.jmark.com	Springfield, Missouri	Thomas Douglas President	Financial Services/ Banking
36	Information Technology Professionals	www.itprosusa.com	Madison, Wisconsin	Paul Hager, CEO	Legal
37	C.A.S.S. Inc.	www.cass-tech.com	Farmington Hills Michigan	Robert Stants President & CEO	Legal
38	Full Service Networking	www.fullservice.net	Cincinnati, Ohio	Rick Maxwell President & CEO	Professional Services
39	IT Solutions Consulting, Inc.	www.itsolutions-inc.com	Fort Washington Pennsylvania	Ted Swanson Founder	Healthcare
40	LogicForce Consulting	www.logicforce.com	Nashville, Tennessee	John Sweeney President & COO	Legal



Top 100 Vertical Market MSPs

COMPANIES RANKED 41-60

RANK	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
41	BlackInk IT	www.blackinkit.com	Indianapolis, Indiana	Doug Allgood President & CEO	Professional Services
42	Bryley Systems Inc.	www.Bryley.com	Hudson Massachusetts	Gavin Livingstone President	Manufacturing
43	Atiwa Computing, Inc	www.atiwa.com	Houston, Texas	Wayne Springer President and CEO	Healthcare
44	Island Tech Services	www.itsg.us.com	Ronkonkoma New York	Robert Gronenthal CEO	Government
45	Pics Itech	www.PICS-ITECH.com	Mt. Holly New Jersey	Terrence Rossi Owner	Manufacturing
46	Heritage Technology Solutions	www.htspc.net	Crestwood, Illinois	Ray Gold, President	Government
47	StoneHill Technical Solutions, Inc.	www.stonehilltech.com	Laguna Hills California	David Bryden, CEO	Legal
48	California Computer Options, Inc.	www.computeroptions.net	Redlands, California	Bob Marczynzyn CEO	Manufacturing
49	Biz Technology Solutions, Inc.	www.biztechnology.com	Mooreville North Carolina	Mahmoud Chouffani President & CEO	Healthcare
50	Pulse Business Solutions, LLC	www.pulsebiz.com	Fort Myers, Florida	James Ritter CEO & Founder	Real Estate
51	ComTec Solutions, LLC.	www.comtec.com	Rochester, New York	Rob Moyer President	Manufacturing
52	Doberman Technologies LLC	www.doberman.com	Mason, Michigan	Ian Richardson, CEO	Healthcare
53	Information Systems Integration, LLC	http://www.isicg.com	Yoakum, Texas	Kenneth Holley Founder & CEO	Government
54	Kinetics Group	www.kinetics.co.nz	Auckland New Zealand	Andrew Hunt, CEO	Professional Services
55	Compex Inc.	www.compextech.com	Silverton, Oregon	Matthew Middlestetter President	Healthcare
56	Ash Creek Enterprises, Inc.	http://www.ashcreek.com	Stratford Connecticut	Mark Calzone President	Education
57	Netstar UK Ltd	https://www.netstar.co.uk/	London, England	Mit Patel Managing Director	Financial Services/ Banking
58	IT Freedom Inc.	www.itfreedom.com	Austin, Texas	Carey Jung President	Technology
59	Brainlink International, Inc.	www.Brainlink.com	Queens, New York	Raj Goel, CTO	Financial Services/ Banking
60	Vertical Solutions	www.verticalsol.com	Bridgeville Pennsylvania	Bruce Nelson President	Healthcare



Top 100 Vertical Market MSPs

COMPANIES RANKED 61-80

RANK	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
61	FPA Technology Services, Inc.	www.fpainc.com	Encino, California	Craig Pollack CEO & Founder	Financial Services/ Banking
62	3nom	www.3nom.com	Teaneck, New Jersey	Abraham Sasson CEO	Financial Services/ Banking
63	NET Xperts LLC	www.thenetxperts.com	Pittsburgh Pennsylvania	Marc Sachs President	Not for Profit
64	On-Site Technology	www.on-site technology.com	Bloomfield New Jersey	Luis Garcia, CIO	Manufacturing
65	Right Hand Technology Group	www.righthandtech nologygroup.com	Pittsburgh Pennsylvania	Jason Vanzin, CEO	Manufacturing
66	Xonicwave	www.xonicwave.com	San Diego, California	Chad Moore, CEO	Retail
67	GeekTek IT Services	www.geektek.com	Sherman Oaks California	Eric Schlissel, CEO	Manufacturing
67	PACE Technical Services Inc.	www.pacetechnical .com	Richmond Hill Ontario	Shael Risman, CEO	Not for Profit
69	Blueclone Networks	www.blueclone.com	Princeton New Jersey	Milan Baria President & CEO	Healthcare
70	Blue Technologies Smart Solutions	www.btohio.com	Cleveland, Ohio	Paul Sems, GM	Education
71	Neoscope	www.neoscopeit .com	Portsmouth New Hampshire	Timothy Martin President & CEO	Education
72	RMON Networks, Inc	www.rmonnetworks .com	Plaistow New Hampshire	Timothy Howard President	Government
73	ALCON DTS	www.alcondts.com	Austin, Texas	Eduardo Contreras CEO	Healthcare
74	Managed IT Systems, Inc.	www.managedit systems.com	Athens, Georgia	Scott Meeler, CEO	Healthcare
75	LevelCloud - A Forum Info-Tech Brand	www.levelcloud.net	Corona, California	Biren Shukla, CEO	Legal
76	Red Level Networks	www.redlevel networks.com	Novi, Michigan	David King, CEO	Manufacturing
77	Klos Consulting, Inc	www.klosconsulting .com	Parkland, Florida	Keenan Klos President	Construction
78	Digital Boardwalk	www.digitalboard walk.com	Pensacola, Florida	Tim Shoop, CEO	Healthcare
79	Bryley Systems Inc.	www.Bryley.com	Hudson Massachusetts	Gavin Livingstone President	Hospitality
80	iSolutions Ltd.	www.isolutions.hu	Budaors, Hungary	Attila Papp, CEO	Manufacturing



Top 100 Vertical Market MSPs

COMPANIES RANKED 81-100

RANK	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
81	RMHT Solutions, LLC	www.rmhtsolutions.com	Hopkinton New Hampshire	Michael Lewis Owner	Healthcare
82	SmartPath Technologies, LLC	www.smartpathtech.com	Calvert City Kentucky	Willie Kerns President	Healthcare
83	CMIT Solutions of Wall Street & Grand Central	www.cmitsolutions.com	Long Island City New York	Evan Stein, President	Financial Services/ Banking
84	InfoStream, Inc.	www.infostream.cc	West Palm Beach Florida	Alan Crowetz, CEO	Financial Services/ Banking
85	Aegis Business Technologies	www.aegisbiztech.com	Tallahassee, Florida	Blake Dowling Chief Business Development Officer	Insurance
86	BoomTech, Inc.	www.titleagencyit.com	Boca Raton, Florida	Philipp Baumann CEO	Real Estate
87	Clarity Technology Solutions	www.clarityts.com	Marysville, Ohio	Jason Comstock President	Manufacturing
88	Netforce Ltd	www.netforce.ie	Dublin, Ireland	Larry Doyle Technical Director	Legal
89	RESULTS Technology	www.results-technology.com	Lenexa, Kansas	John French, CEO	Financial Services/ Banking
90	Blue Layer	www.bluelayerit.com	Lubbock, Texas	Michael Strong, COO	Financial Services/ Banking
91	Retail Technology Services, LLC	www.RetailTechServices.com	Seattle, Washington	Randy Roe Founder & President	Retail
92	Harbor Computer Services	www.harborcomputerservices.net	Royal Oak, Michigan	Amy Babinchak President	Manufacturing
93	Xcentric	www.xcentric.com	Alpharetta, Georgia	Trey James CEO & Co-founder	Financial Services/ Banking
94	Innovative Network Computer Solutions, Inc.	www.incsNOW.com	Charlotte North Carolina	Chris Humphries President	Healthcare
95	Blue Line Technologies, Inc	www.bluelti.com	Charlotte North Carolina	Jeff Sagraves President	Education
96	Numata	www.numata.co.za	Johannesburg South Africa	Jakobus Koorts, CEO	Financial Services/ Banking
97	HITECH Computer Solutions, Inc.	www.hitechcomputersolutions.com	Maple Grove Minnesota	Jordon Darling President & CEO	Financial Services/ Banking
98	TUC Managed IT Solutions	www.tucmanaged.com	Ottawa, Ontario	Mark Scott, CEO	Healthcare
99	Skynet Innovations	www.skynetinnovations.com	Cincinnati, Ohio	Shaun Sexton, CEO	Healthcare
100	TechNet Computing	www.technetcomputing.com	Haddam Connecticut	Rob Lloyd, Partner	Legal



CHANNELe2e
from entrepreneur to exit

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