



CHANNELe2e
from entrepreneur to exit

TOP 100

VERTICAL
MARKET

MSPs™

2022 Edition

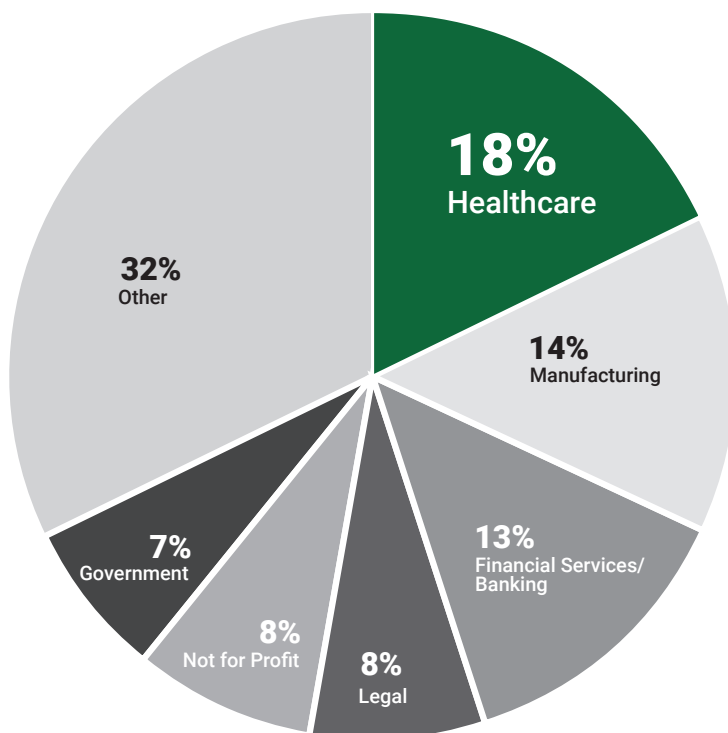


Welcome to the Top 100 Vertical Market MSPs™ 2022 Edition. The research and corresponding list are based on a worldwide survey of MSPs, conducted in Q4 2021 through January 2022. Rankings are based on annual recurring revenues in specific vertical markets for fiscal year 2021. This is our seventh-annual research report.

The results reveal that the best vertical market MSPs easily grew faster than overall U.S. small business IT spending in 2021. Among the comparative data points to note:

- U.S. SMB IT spending (including products and services) grew 7.6% in 2021 over 2020, according to Techaisle.
- U.S. SMB IT services spending (excluding one-time product sales) grew 8.6% – driven by managed services, data/platform integration, cloud orchestration, and business process automation, Techaisle found.
- In contrast, the Top 100 Vertical Market MSPs for 2022 increased their revenue 42% on average in 2021 vs. 2020, according to ChannelE2E. That growth (roughly 17 points higher than usual) reflects heavy M&A activity coupled with snap-back 2021 spending after the initial coronavirus-related business pressures in 2020.

Participating MSPs: Primary Vertical Market Focus Areas

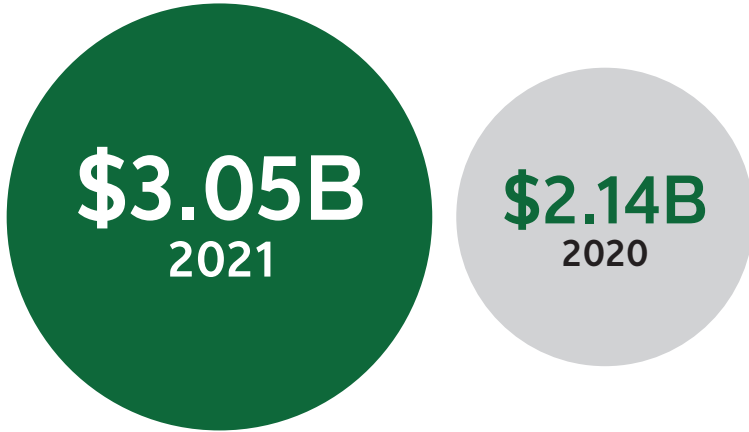


➊ Instead of consolidating into fewer vertical markets, MSPs diversified their vertical market focus in order to minimize risks from any one vertical sector. The biggest vertical market gainer was manufacturing (up 5 points). Among the likely reasons: MSPs are helping manufacturers to automate and safeguard supply chains. Healthcare dipped (down 7 points) as the initial pandemic-related IT boom eased a bit.



Key Findings

Combined Vertical Market Recurring Revenues*

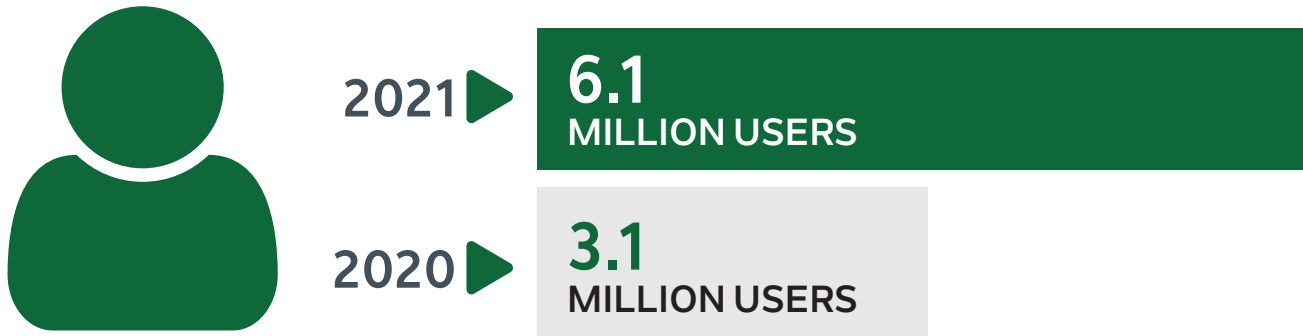


③ The 100 MSPs lifted combined revenues in their top verticals to \$3.05 billion, up roughly 42% from last year’s research. The larger-than-usual boost likely involved:

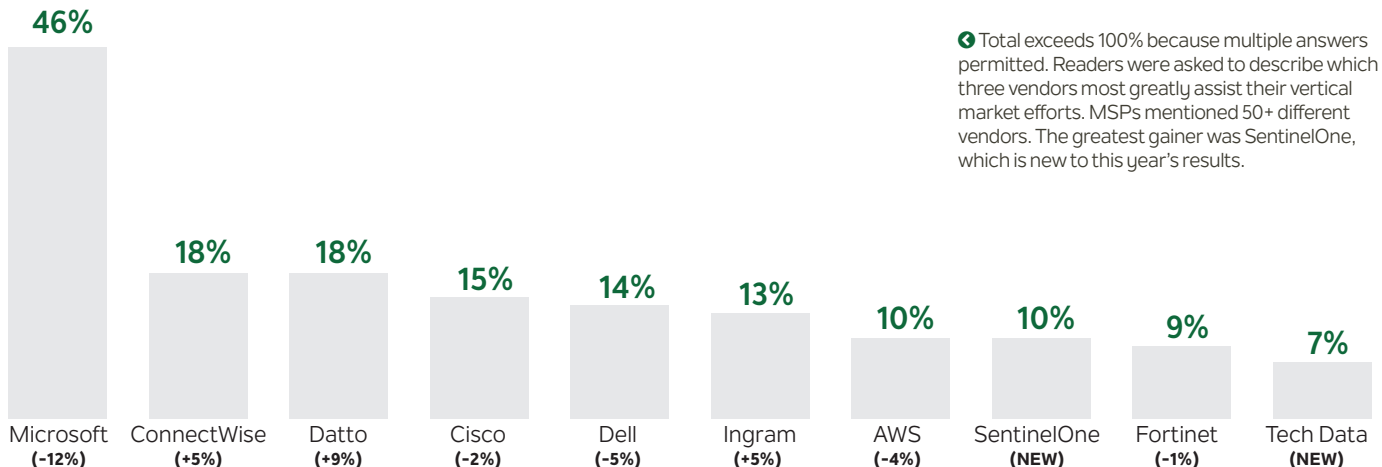
1. The U.S. economy, which witnessed accelerated IT spending in 2021 vs. 2020 as businesses adjusted to the “new extended normal” of COVID-19.
2. MSPs doubled down on the manufacturing vertical, where customers spent heavily to navigate supply chain and cybersecurity business pressures.
3. M&A deals, often backed by private equity firms, continued to unite several vertical market MSPs.

Forty-nine of this year’s Top 100 honorees also appeared on last year’s list. That is lower than last year’s repeat honoree count (59). The dip in repeat honorees reflects a larger base of MSPs participating in the survey, coupled with previous honorees that have been acquired.

What The Top 100 Manages*



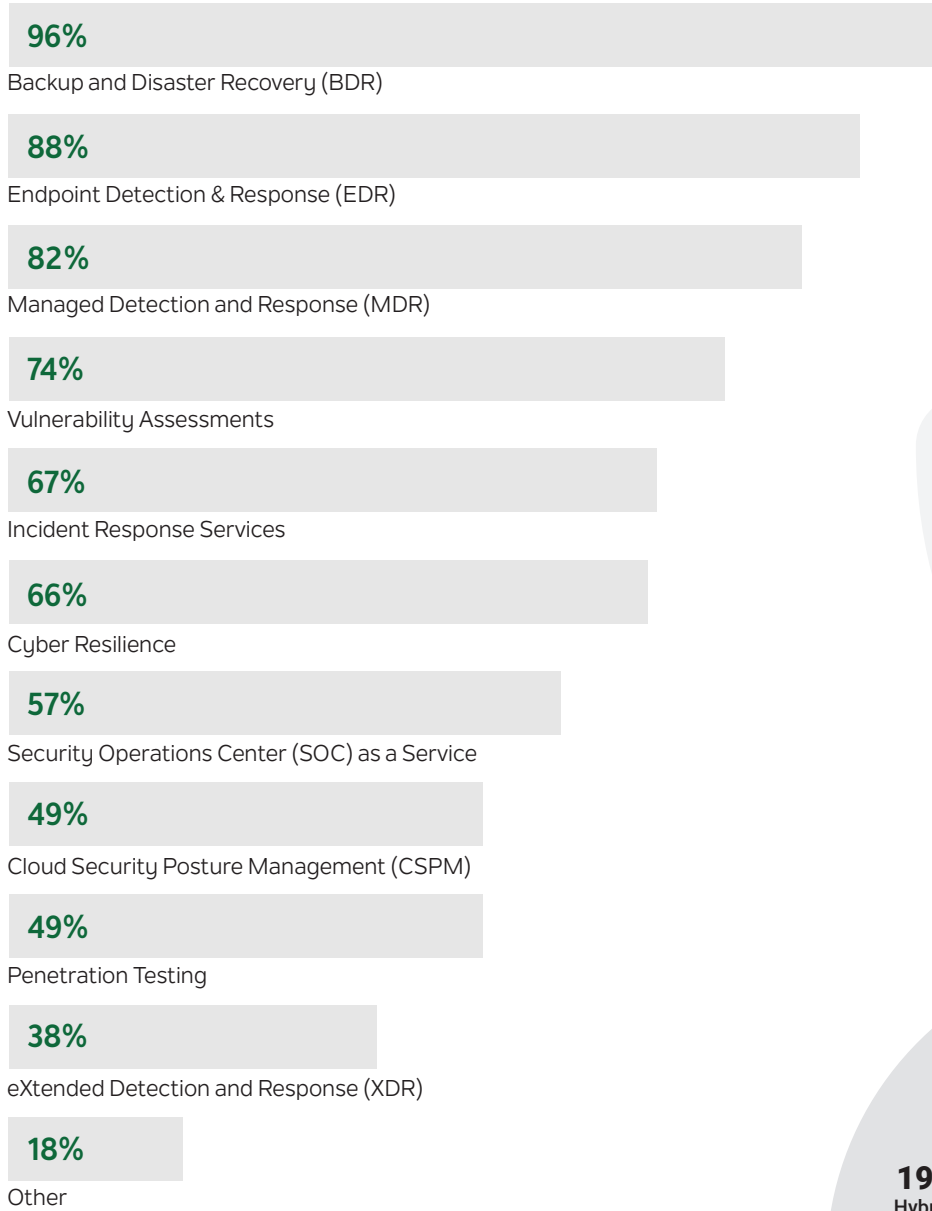
Top Vendors Empowering Vertical Market MSPs*



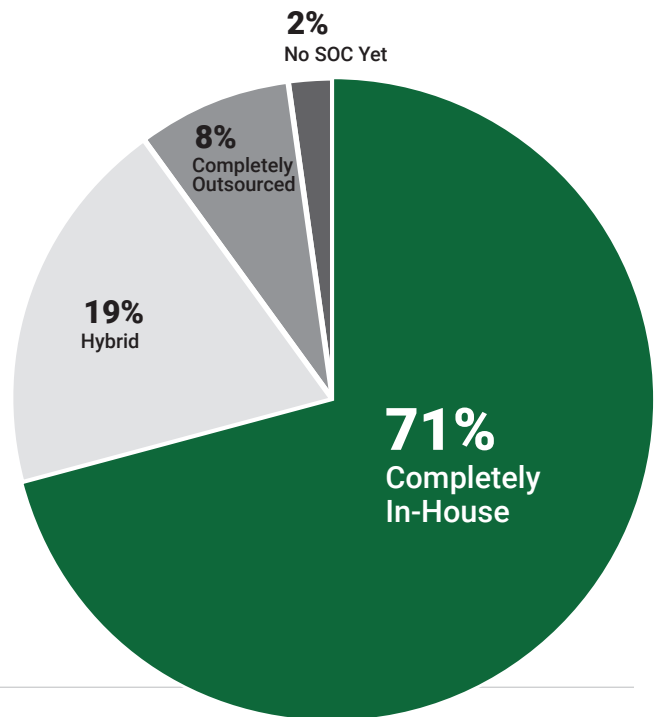
③ Total exceeds 100% because multiple answers permitted. Readers were asked to describe which three vendors most greatly assist their vertical market efforts. MSPs mentioned 50+ different vendors. The greatest gainer was SentinelOne, which is new to this year’s results.



Top Cybersecurity Services Offered



⚡ Total exceeds 100% because multiple answers permitted. Essentially all of the MSP survey participants offer some form of data protection and/or cybersecurity services.



Security Operations Centers

How do you run and manage your security operations center?

⚡ The SOC information is culled from our Top 250 MSSPs research of 2021. That particular report highlights how MSPs and MSSPs continue to mix and match in-house and outsourced SOC capabilities. See the completed Top 250 MSSPs report here: www.MSSPalert.com/top250



Top 5 Financial Services MSPs

VERTICAL RANK	2022 RANK	2021 RANK	2020 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	9	3	7	ECI	https://www.eci.com/	Boston, MA	David Andrade, CEO
2	11	7	8	Thrive	https://thrivenextgen.com/	Foxborough, MA	Rob Stephenson, CEO
3	12	6	5	Abacus Group	https://www.abacus-groupllc.com/	New York, NY	Chris Grandi, CEO
4	20	12	95	Coretelligent	https://coretelligent.com/	Needham, MA	Kevin Routhier, Founder, President & CEO
5	26			TiG Data Intelligence	https://www.tig.co.uk/	London, UK	Des Lekerman, CEO

Market Snapshot

Global enterprise IT spending in the banking and investment services market grew 7.1% to \$596 billion in 2021 vs. 2020, Garner found. IT spending is expected to generate a 6.5% compound annual growth rate (CAGR) through 2025, Gartner forecast. The five biggest IT trends in banking remain mobile, cloud, AI/ machine learning, blockchain and overall CX (customer experience), according to Bernard Marr & Co. Still, U.S. commercial banks could suffer up to \$254 billion of net loan losses from 2020 through the end of 2022, Deloitte predicts. Amid that backdrop, the banking industry will blend cost reduction strategies and business growth initiatives, Deloitte asserts. The other major unknown, as of this writing, involves Russia's invasion of Ukraine – and the associated financial market implications worldwide.



Leading MSPs in Financial Services

Average Annual Recurring Revenue in Vertical:

\$16.7 million

GET TO KNOW

- **Association for Financial Technology**
<http://aftweb.com>
- **The American Blockchain and Cryptocurrency Association**
<https://abcaonline.org/>
- **FinTech Professionals Association**
<http://fintechpros.org/>
- **Financial Institution Security Association**
<https://www.fisanet.com/>
- **Independent Community Bankers of America**
<https://www.icba.org/>





Top 5 Healthcare MSPs

VERTICAL RANK	2021 RANK	2020 RANK	2019 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	3			Hanu	https://hanu.com/	Princeton, NJ	Dave Sasson, Chief Strategy Officer
2	4	10	10	C Spire Business	https://www.cspire.com/business/	Ridgeland, MS	Suzy Hays, General Manager
3	10			Ntirety	http://ntirety.com/	Austin, TX	Emil Sayegh, CEO
4	13	8	8	Konica Minolta Business Solutions U.S.A.	https://kmbs.konicaminolta.us/	Ramsey, NJ	Patrick Banno, President and CEO
5	14	9	11	Medicus IT LLC	https://medicusit.com/	Alpharetta, GA	Chris Jann, CEO

Market Snapshot

The Digital Health Market is expected to reach \$430.52 billion by 2028, generating a Compound Annual Growth Rate (CAGR) of 16.9% during the forecast period, according to Vantage Market Research. Meanwhile, healthcare IT spending grew 7.3% in 2021 to reach \$124 billion, Gartner said. Healthcare providers remain focused on digital transformation leading to investments in software and IT services associated with cybersecurity, data analytics and virtual care, Gartner added.



Leading MSPs in Healthcare

Average Annual Recurring Revenue in Vertical:

\$9.8 million

GET TO KNOW

-  **AHIMA**
www.ahima.org
-  **HIMSS**
www.himss.org





Top 5 Manufacturing MSPs

VERTICAL RANK	2021 RANK	2020 RANK	2019 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	7			Net at Work	https://www.netat-work.com/	New York, NY	Alex and Edward Solomon, Co Presidents
2	19	18		DYOPATH	https://dyopath.com/	Houston, TX	Rob Koch, CEO
3	27	17	17	Valid Managed Services BV	https://www.valid.nl/	Eindhoven, The Netherlands	Eric Hogenboom, CEO
4	38			Integris	https://integrisit.com/	Cranbury, NJ	Rashaad Bajwa, CEO
5	55	45	52	SWK Technologies Inc	https://www.swktech.com/	East Hanover, NJ	Mark Meller, CEO

Marketing Snapshot



Spending on digital transformation in the manufacturing market will reach \$767.82 billion by 2026, which represents a 19.5% CAGR from 2021, Modor Intelligence forecasts. Focus areas for increased spending span Robotics, the Internet of Things, 3D Printing, Additive Manufacturing and Cybersecurity. Major technology partners include Cisco, Microsoft, Intel, IBM and Siemens AG, the Modor study found.

Leading MSPs in Manufacturing

Average Annual Recurring Revenue in Vertical:

\$4.3 million

GET TO KNOW

- Association for Manufacturing Technology
www.amtonlineonline.org
- Association of Equipment Manufacturers
www.aem.org
- UK Manufacturing Technologies Association
www.mta.org.uk





Top 5 Legal MSPs

VERTICAL RANK	2021 RANK	2020 RANK	2019 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	8			Frontline Managed Services	https://frontlinems.com/	St. Louis, MO	Seelin Naidoo, CEO
2	21	15		Ricoh USA Inc.	https://www.ricoh-usa.com/en	Exton, PA	Carsten Bruhn, President & CEO
3	35			Afinety	https://afinety.com/	St. Cloud, MN	Ed Grubb, VP of Legal Services
4	60	44	65	BMC Networks	https://www.bmcnetworks.ca/	Vancouver, BC Canada	Brian Mauch, CEO
5	65	53	90	LAN Infotech	https://www.laninfotech.com/	Fort Lauderdale, FL	Michael Goldstein, President

Market Snapshot



Law firms increased their technology spend by 7.1% during the 12-month period through November 2021, according to Thomson Reuters. In particular, legal firms spent more rigorously on IT systems that can manage and automate timekeeping, billings and collections. Also, spending on knowledge management and library services rose 4.6%, the survey found. Roughly 86% of lawyers now want to work remotely at least one day per week – which is double the figure from pre-pandemic levels.

Leading MSPs in Legal

Average Annual Recurring Revenue in Vertical:

\$10.5 million

GET TO KNOW

- ▶ **International Legal Technology Association**
<https://www.iltanet.org/>
- ▶ **ABA Legal Technology Resource Center**
https://www.americanbar.org/groups/departments_offices/legal_technology_resources/
- ▶ **Association of Legal Technologists**
<https://www.altnets.org/>





Top 5 Government & Education MSPs

VERTICAL RANK	2021 RANK	2020 RANK	2019 RANK	COMPANY	WEB	LOCATION	TOP EXEC
1	1	1	1	ECS	https://ecstech.com/	Fairfax, VA	John Heneghan, President
2	16			Systems Service Enterprises Inc.	https://www.sseinc.com/	Saint Louis, MO	Elizabeth Niedringhaus, President & CEO
3	40			Network Outsource	https://www.net-workoutsource.com/	New Hyde Park, NY	Adam Mahoney, President
4	57			General Informatics	https://geninf.com/	Baton Rouge, LA	Donald Monistere, CEO & President
5	63	51	64	Apex Technology Management	https://apex.com/	Redding, CA	Scott Putnam, President

Market Snapshot

Worldwide government IT spending will likely reach \$557.3 billion in 2022, up 6.5% from 2021, Gartner predicts. Spending on software (up 12%) and IT services (up 8.4%) will lead the market forward. Some of the growth involves the American Rescue Plan Act of March 2021 and NextGenEU – both of which will fuel IT funding on sustainable growth, social programs, education, cybersecurity, and digital inclusion, Gartner found.



GET TO KNOW

- ▶ **Educause**
<http://www.educause.edu>
- ▶ **National Association of State Technology Directors**
<http://www.nastd.org>
- ▶ **Association for Federal Information Resources Management, AFFIRM**
<http://affirm.org>



Leading MSPs in Government and Education

Average Annual Recurring Revenue in Vertical:

\$70 million



Top 100 Vertical Market MSPs

COMPANIES RANKED 1-20

2022 RANK	2021 RANK	2020 RANK	COMPANY	WEB	LOCATION	TOP EXEC	KEY VERTICAL
1	1	1	ECS	https://ecstech.com/	Fairfax, VA	John Heneghan, President	Government (federal, state, local)
2	2	2	DoiT International	https://www.doit-intl.com/	Santa Clara, CA	Yoav Toussia Cohen, CEO	Technology
3			Hanu	https://hanu.com/	Princeton, NJ	Dave Sasson, Chief Strategy Officer	Healthcare
4	10	10	C Spire Business	https://www.cspire.com/business/	Ridgeland, MS	Suzy Hays, General Manager	Healthcare
5	4	4	AllCloud	https://allcloud.io/	Denver, CO	Eran Gil, CEO	Technology
6			eCloudvalley Digital Technology Co.	https://www.ecloudvalley.com/	Sanchong Dist., New Taipei City, Taiwan	MP Tsai, CEO	Technology
7			Net at Work	https://www.netatwork.com/	New York, NY	Alex and Edward Solomon, Co Presidents	Manufacturing
8			Frontline Managed Services	https://frontlinems.com/	St. Louis, MO	Seelin Naidoo, CEO	Legal
9	3	7	ECI	https://www.eci.com/	Boston, MA	David Andrade, CEO	Financial Services/ Banking
10			Ntirety	http://ntirety.com/	Austin, TX	Emil Sayegh, CEO	Healthcare
11	7	8	Thrive	https://thrivenextgen.com/	Foxborough, MA	Rob Stephenson, CEO	Financial Services/ Banking
12	6	5	Abacus Group	https://www.abacus-groupllc.com/	New York, NY	Chris Grandi, CEO	Financial Services/ Banking
13	8	8	Konica Minolta Business Solutions U.S.A.	https://kmbs.konicaminolta.us/	Ramsey, NJ	Patrick Banno, President and CEO	Healthcare
14	9	11	Medicus IT LLC	https://medicusit.com/	Alpharetta, GA	Chris Jann, CEO	Healthcare
15			Anatomy_IT	https://www.anatomy-it.com/	White Plains, NY	Thomas Telesca, CEO	Healthcare
16			Systems Service Enterprises Inc.	https://www.sseinc.com/	Saint Louis, MO	Elizabeth Niedringhaus, President & CEO	Government (federal, state, local)
17	14	43	ZAG Technical Services	https://www.zagtech.com/	San Jose, CA	Greg Gatzke, President & CEO	Food & Beverage
18	30	35	IT Authorities	https://www.itauthorities.com/	Tampa, FL	Jason Caras, CEO	Food & Beverage
19	18		DYOPATH	https://dyopath.com/	Houston, TX	Rob Koch, CEO	Manufacturing
20	12	95	Coretelligent	https://coretelligent.com/	Needham, MA	Kevin J. Routhier, Founder, President & CEO	Financial Services/ Banking



Top 100 Vertical Market MSPs

COMPANIES RANKED 21-40

2022 RANK	2021 RANK	2020 RANK	COMPANY	WEB	LOCATION	TOP EXEC	KEY VERTICAL
21	15		Ricoh USA Inc.	https://www.ricoh-usa.com/en	Exton, PA	Carsten Bruhn, President & CEO	Legal
22	19	19	Fully Managed	https://www.fullymanaged.com/	Ottawa, Ontario Canada	Mark Scott, CEO	Healthcare
23	21	26	Focal Point Solutions Group, LLC	https://focalpointsg.com/	Saint Augustine, FL	Ronald Venzin, CEO	Retail
24			Network Coverage LLC	https://www.netcov.com/	Danvers, MA	Terry Ledger, CEO/President	AEC (Architecture/Engineering/Construction)
25			CISSDM	https://cisssdm.com/	San Clemente, CA	Matt Miller, President & Co-Founder	Retail
26			TiG Data Intelligence	https://www.tig.co.uk/	London, UK	Des Lekerman, CEO	Financial Services/Banking
27	17	17	Valid Managed Services BV	https://www.valid.nl/	Eindhoven, The Netherlands	Eric Hogenboom, CEO	Manufacturing
28	22	23	Creative Technology Solutions	https://www.creative-tech.com/	Skokie, IL	Eli Webster, CEO	Healthcare
29			Synoptek	https://synoptek.com/	Irvine, CA	Tim Britt, CEO	Healthcare
30			IT By Design	https://itbd.net/	Marlboro, NJ	Sunny Kaila, CEO	Technology
31	26	39	Security Validation SecValMSP	https://www.security-val.com/	Fairfield, NJ	David Durko, CEO	Hospitality (hotels, etc.)
32	61		Convergence Networks	https://convergence-networks.com/	Portland, OR	Mathew Lafrance, CEO	Not for profit
33	32	28	eMazzanti Technologies	https://www.emazzanti.net/	Hoboken, NJ	Jennifer Mazzanti, CEO	Retail
34	36		blueAPACHE	https://www.blueapache.com/	Abbotsford, Victoria Australia	Chris Marshall, Founder & Managing Director	Not for profit
35			Afinety	https://afinety.com/	St. Cloud, MN	Ed Grubb, VP of Legal Services	Legal
36	20	21	CalTech	https://www.caltech.com/	San Angelo, TX	Will Welch, CEO	Financial Services/Banking
37	40		Ascend Technologies LLC	https://teamascend.com/	Chicago, IL	Wayne Kiphart, CEO	Financial Services/Banking
38			Integriss	https://integriss.com/	Cranbury, NJ	Rashaad Bajwa, CEO	Manufacturing
39			The AME Group	https://www.theame-group.com/	Vincennes, IN	Mark Gerkin, CEO	Healthcare
40			Network Outsource	https://www.network-outsource.com/	New Hyde Park, NY	Adam Mahoney, President	Education (K-12, colleges, universities)



Top 100 Vertical Market MSPs

COMPANIES RANKED 41-60

2022 RANK	2021 RANK	2020 RANK	COMPANY	WEB	LOCATION	TOP EXEC	KEY VERTICAL
41	37	38	Dataprise	https://www.dataprise.com/	Rockville, MD	Stephen Lewis, Chief Executive Officer	Not for profit
42			Charter Technology Solutions	https://charterts.com/	Brooklyn, NY	Sachin Gujral, Founder and CEO	Govt/Education
43	49	27	Cloudticity	https://www.cloudticity.com/home	Seattle, WA	Gerry Miller, Founder and CEO	Healthcare
44	41	37	Computer Resources of America	https://www.consult-cra.com/	New York, NY	Chico Ramnarayan, President and CEO	Financial Services/Banking
45			3Cloud	https://3cloudsolutions.com/	Downers Grove, IL	Mike Rocco, CEO	Financial Services/Banking
46			NENS Inc.	https://www.nens.com/	Lowell, MA	Michael Kourkoulakos, CEO	Life Sciences
47			TDARX Inc. (dba NOCDOC)	https://www.nocdoc.com/	Winston Salem, NC	Staale Swift, CEO	MSP
48			Xantrion Inc.	https://www.xantrion.com/	Oakland, CA	Anne Bisagno, President	Not for profit
49			Nucleus Networks Inc.	https://yournucleus.ca/	Vancouver, British Columbia, Canada	Martin DesRosiers, CEO	AEC (Architecture/Engineering/Construction)
50			Accent Computer Solutions Inc.	https://www.accenton-it.com/	Rancho Cucamonga, CA	Marty Kaufman, CEO	Healthcare
51			Uprise Partners	https://uprisepartners.com/	Portland, ME	Malinda Gagnon, CEO	Energy (oil, gas, emerging, etc.)
52	25		CloudHesive	https://www.cloudhesive.com/	Fort Lauderdale, FL	Jim Walker, CEO	Transportation
53			CMIT Solutions	https://cmitsolutions.com/	Austin, TX	Bugra Gumus, CEO	Financial Services/Banking
54			Netgain Technology LLC	https://netgaincloud.com/	St. Cloud, MN	Sumeet Sabharwal, CEO	Professional Services
55	45	52	SWK Technologies Inc	https://www.swktech.com/	East Hanover, NJ	Mark Meller, CEO	Manufacturing
56			The Brookfield Group	https://thebrookfieldgroup.com/	Carmel, CA	Fadi Abdallah, CEO	Manufacturing
57			General Informatics	https://geninf.com/	Baton Rouge, LA	Donald Monistere, CEO & President	Government (federal, state, local)
58			iVedha Inc.	https://ivedha.com/	North York, Ontario Canada	Kumar Ratnam, CEO	Insurance
59			Vistem Solutions Inc.	https://www.vistem.com/	Irvine, CA	Rodney Shook, President	Transportation
60	44	65	BMC Networks	https://www.bmcnetworks.ca/	Vancouver, British Columbia, Canada	Brian Mauch, CEO	Legal



Top 100 Vertical Market MSPs

COMPANIES RANKED 61-80

2022 RANK	2021 RANK	2020 RANK	COMPANY	WEB	LOCATION	TOP EXEC	KEY VERTICAL
61	52	84	ComTec Solutions LLC	https://www.comtec-solutions.com/	Rochester, NY	Rob Moyer, President	Manufacturing
62	42		Network Doctor	https://www.networkdr.com/	Englewood Cliffs, NJ	Paul Hilbert, Partner	Healthcare
63	51	64	Apex Technology Management	https://apex.com/	Redding, CA	Scott Putnam, President	Government (federal, state, local)
64			IBSRE (Integrated Business Systems)	https://ibsre.com/	Totowa, NJ	Michael Mullin, President/CEO	Real Estate
65	53	90	LAN Infotech	https://www.laninfotech.com/	Fort Lauderdale, FL	Michael Goldstein, President	Legal
66	62	71	ACE IT Solutions	https://aceits.net/	Elmwood Park, NJ	Warren Finkel, Managing Partner	Financial Services/ Banking
67	58	62	JMARK	https://www.jmark.com/	Springfield, MO	Tom Douglas, CEO	Financial Services/ Banking
68			Vertilocity	https://vertilocity.com/	Bridgeville, PA	Bruce Nelson, President	Healthcare
69	68	80	GO Concepts Inc	https://www.itfordd.com/	Lebanon, OH	John Gambill Jr, CEO	Government (federal, state, local)
70	65	91	Acumen Technology	https://www.acumen-technology.com/	Nashville, TN	Sonny Clark, CEO	Financial Services/ Banking
71			BetterWorld Technology	https://www.better-worldtechnology.com/	Reston, VA	James Kenefick, Chairman / CEO	Not for profit
72	35	32	Blazeclan Technologies	https://www.blazeclan.com/	Pune, India	Varoon Rajani, CEO	Financial Services/ Banking
73	63	69	Skynet Innovations	https://www.skynetinnovations.com/	Batavia, OH	Dana Bowling, CEO	Manufacturing
74			Island Tech Services	http://itsg.us.com/	Ronkonkoma, NY	ROBERT GRONENTHAL, CEO	Government (federal, state, local)
75			Sky.One Solutions	https://www.skyone.solutions/	Sao Paulo, Brazil	RICARDO BRANDAO, CEO	Retail
76			Millennium IT DBA Cass Tech	https://www.cass-tech.com/	Farmington Hills, MI	Rob Stants, Executive IT Director	Legal
77			CSP Networks	https://www.cspnetworks.com/	Irvine, CA	Michael Chen, President/COO	Manufacturing
78			Valeo Networks	https://www.valeonetworks.com/	Rockledge, FL	Travis Mack, CEO	Manufacturing
79			Ascendant Technologies Inc.	https://ascendantusa.com/	Somerset, NJ	Michael Franzysheh, President	Technology
80	92		Cortrucent Technologies	https://www.cortrucent.com/	Gibbsboro, NJ	Shane Henszey, Principal	Healthcare



Top 100 Vertical Market MSPs

COMPANIES RANKED 81-100

2022 RANK	2021 RANK	2020 RANK	COMPANY	WEB	LOCATION	TOP EXEC	KEY VERTICAL
81	80		Numata Business IT	https://www.numata.co/	Johannesburg, Gauteng, South Africa	Jakobus Koorts, Chief Executive Officer	Financial Services/ Banking
82	46	72	ProServeIT Corp	https://www.proserveit.com/	Mississauga, Ontario, Canada	Eric Sugar, CEO	Manufacturing
83			Network Builders IT	https://nbit.com/	Modesto, CA	Bill Bunnell, CEO	Manufacturing
84			PICS-ITech	https://www.pics-itech.com/	Mt. Holly, NJ	Terrence Rossi, Owner	Manufacturing
85			Centaris	https://www.centaris.com/	Sterling Heights, MI	Curtis Hicks II, President & CEO	Healthcare
86			Valuementor Infosec	https://valuementor.com/	Manchester, UK	Binoy Koonammavu, CEO	Insurance
87	83	87	DP Solutions	https://www.dpsolutions.com/	Columbia, MD	Karyn Schell, President	Not for profit
88	84	104	SpliceNet Consulting	https://www.splice.net/	Cincinnati, OH	Jim Gast, President	Legal
89			US itek	https://www.usitek.com/	Tonawanda, NY	David Stinner, President	Manufacturing
90			Intelligent Technical Solutions	https://www.itsasap.com/	Las Vegas, NV	Tom Andruleis, CEO	Not for profit
91	39	57	Texas Systems Group	https://www.txsg.com/	Austin, TX	David Doran, CEO	Healthcare
92			Alcon DTS	https://alcondts.com/	Austin, TX	EDUARDO CONTRERAS, CEO	Healthcare
93	90	114	Cornerstone.IT	https://www.cornerstone.it/	New York, NY	Jim Moreo, Principal	Legal
94			DCG Technical Solutions LLC	https://www.dcgl.com/	La Canada, CA	Brent Whitfield, President	Manufacturing
95			360 SOC	https://360soc.com/	Phoenix, AZ	Chris Ichelson, CEO	Financial Services/ Banking
96	31	14	Global Data Systems	https://www.getgds.com/	Lafayette, LA	Chris Vincent, President	Healthcare
97			Anchor Technologies Inc.	https://www.anchor-technologies.com/	Columbia, MD	Peter Dietrich, President & CEO	Not for profit
98	89	116	Computer Transition Services Inc.	https://www.ctsinet.com/	Lubbock, TX	Michael Vaught, Senior Vice President	Government (federal, state, local)
99			ExcalTech	https://excaltech.com/	Lake Barrington, IL	Matthew McCann, Chief Operating Officer	Government
100	74	81	Fortify 24x7	https://www.fortify24x7.com/	Point Roberts, WA	Jeremy Murtishaw, CEO and CTO	Healthcare



CHANNELe2e
from entrepreneur to exit

Engaging with ChannelE2E

ChannelE2E, a CyberRisk Alliance resource, guides IT service providers from entrepreneur to exit. The goal: Mitigate MSP risk while maximizing profits.



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