

THE LIST

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JACK BADER | Q&A NETEFFECTS INC.

How is the recession affecting business?

We are actually projecting growth for this year, and we had the best year of our history in 2008. We are looking for about 10 percent growth. We would probably be shooting for 15 to 18 percent growth if the economy weren't in trouble.



Are clients cutting back?

Our clients are being asked to take a much closer look at the projects and prioritize them as to what is the biggest pay-back to the corporation, and those are the projects that are being funded. The budgets aren't necessarily being cut, they are being refocused. The projects that are getting cut are middle to low priority.

In what segment of IT is there potential for growth?

There is growth in anything that will lead to savings of infrastructure costs. There is a whole class of technologies where cost-savings can be seen.

What are some ways IT technology can save a client money?

One is elimination of paper. We can set up document imaging, where a document is imaged, and the paper can be destroyed or recycled. That image is then tagged in many different ways, so it can be searched and retrieved. Implementing image storage has a very good pay back. Also, there is a lot of growth in new electronic messaging architectures.

NOTES

Local is defined as St. Louis, St. Charles, Lincoln, Warren, Franklin and Jefferson counties and the city of St. Louis in Missouri; and Jersey, Madison, Clinton, St. Clair, Calhoun, Macoupin, Bond and Monroe counties in Illinois.

1. FTE stands for full-time equivalent
 2. Formally listed as EDS. EDS sold its PLM software division in May 2004 to three private equity firms who changed the name to UGS. Then, in May 2007, Siemens closed its acquisition of UGS and changed the name to Siemens PLM Software.
 NR — not ranked last year
 DD — declined to disclose

Source: the listed companies

Largest information technology consulting firms

Ranked by number of local FTE¹ consultants/designers

RANK / PRIOR	COMPANY ADDRESS PHONE WEB SITE	LOCAL FTE ¹ CONSULTANTS/ DESIGNERS	EMPLOYEES: LOCAL FTE ¹ TOTAL	2008 REVENUE FROM LOCAL CONSULTING	BUSINESS DESCRIPTION	TOP LOCAL EXECUTIVE(S)
1 2	Computer Sciences Corp. Three CityPlace Drive, Suite 290, St. Louis, Mo. 63141 (314) 692-3700 www.csc.com	527	552 91,000	DD	outsourcing, systems integration, business and IT strategy, custom system design and development	Alex Martignago
1 1	TEKsystems Inc. 12443 Olive Blvd., St. Louis, Mo. 63141 (314) 819-1115 www.teksystems.com	527	527 20,000	DD	IT and communications, staffing technology, deployment services, enterprise support services	Mark Deline
3 5	PDS Technical Services 1285 Fernridge Parkway, St. Louis, Mo. 63141 (800) 472-3737 www.pdstech.com	386	396 396	\$37,500,000	IT consulting, engineering and design	Kenneth Brownsher
4 6	Accenture 211 N. Broadway, St. Louis, Mo. 63102 (314) 345-3000 www.accenture.com	330	360 186,000	DD	global management consulting, technology services and outsourcing	Michael Gallagher
5 3	Siemens PLM Software² 13690 Riverport Drive, St. Louis, Mo. 63043 (314) 264-8800 www.siemens.com/plm	280	280 8,000	DD	global provider of product lifecycle management software	Jim Phelan
6 8	Daugherty Business Solutions Three CityPlace Drive, St. Louis, Mo. 63141 (314) 432-8200 www.daugherty.com	235	245 450	\$44,500,000	IT, business consulting, software development, business intelligence, mobile computing, system integration, Web development	Ron Daugherty
6 9	NetEffects Inc. 500 Chesterfield Center, Chesterfield, Mo. 63017 (636) 237-1000 www.neteffects.com	235	255 271	\$30,000,000	IT consulting, government contracting	Jack Bader
8 4	Northrop Grumman Corp. 11010 Market Street, St. Louis, Mo. 63101 (314) 436-1690 www.it.northropgrumman.com	226	310 120,000	DD	provider of information systems, products and IT support services to the government and commercial clients	Ken Genin
9 7	Kelly Mitchell Group Inc. 101 S. Hanley Road, St. Louis, Mo. 63105 (314) 727-1700 www.kellymitchell.com	207	222 426	DD	IT consulting and managed outsourcing	Cassandra Sanford
10 10	Bradford & Galt Inc. Four City Place Drive, St. Louis, Mo. 63141 (314) 997-4644 www.bradfordandgalt.com	171	190 230	\$23,200,000	IT consulting, project management outsourcing solutions	David Voloto
11 23	Strategic Staffing Solutions 14528 S. Outer Forty, Chesterfield, Mo. 63017 (314) 985-1100 www.strategicstaff.com	165	180 1,750	\$17,500,000	global, full-service IT consulting firm providing staffing, managed solutions and executive search	Jeffrey Poenitske Jr.
12 16, tied	Stockell Consulting 15400 S. Outer Forty, Chesterfield, Mo. 63017 (636) 537-9100 www.stockell.com	145	159 159	\$18,000,000	IT consulting and staffing	Chip Stockell
13 13	iBridge Solutions LLC Two CityPlace Drive, St. Louis, Mo. 63141 (314) 872-5644 www.ibrigesolutions.com	141	150 150	\$15,000,000	enterprise wide IT consulting	Craig Boren
14 NR	Volt Workforce Solutions 111 West Port Plaza, Maryland Heights, Mo. 63146 (314) 469-8966 www.volt.com	133	140 43,000	DD	staffing in administrative, finance, call center, engineering/ technical, IT, human resources, sales/marketing, life sciences	Thomas Etling
15 11	Sykes Enterprises Inc. 14515 N. Outer 40 Drive, Chesterfield, Mo. 63017 (314) 878-4443 www.sykes.com	132	148 33,000	DD	IT, staff augmentation, insourcing and outsourcing	Karen Schuman Garbacz
16 20	SyllogisTeks 16401 Swingley Ridge Road, Chesterfield, Mo. 63017 (636) 736-2100 www.syllogisteks.com	129	147 147	DD	IT staffing and software development	Marilyn Smith
17 16, tied	Solution Consultants Inc. 1350 Elbridge Payne Road, No. 100, Chesterfield, Mo. 63017 (636) 530-4515 www.solutionconsultants.com	128	143 143	\$13,800,000	IT consulting, supplemental staffing, project work	Michael Schmid
18 18	COMSYS 16253 Swingley Ridge Road, Chesterfield, Mo. 63017 (636) 532-6200 www.comsys.com	124	133 4,800	\$14,100,000	IT staffing and solutions	Alan Hay
18 24	Rose International 16401 Swingley Ridge Road, Chesterfield, Mo. 63017 (636) 812-4000 www.roseint.com	124	164 1,800	\$32,000,000	staffing, payroll processing, application development, operations support, project management	Erik Token
20 21	Envision LLC 11605 Studt Ave., St. Louis, Mo. 63141 (314) 878-4777 www.envision.com	120	140 170	DD	IT staffing, project provider, direct placement, Internet development	David Jaenke
20 22	Ferguson Consulting Inc. 1350 Timberlake Manor Parkway, Chesterfield, Mo. 63017 (636) 728-4401 fergusonconsultinginc.com	120	120 133	\$16,000,000	full-service IT consulting firm	Susan Ferguson
22 25	Quilogy Inc. 117 S. Main St., St. Charles, Mo. 63301 (636) 947-9393 www.quilogy.com	102	140 250	\$35,000,000	Microsoft systems integrator, technology solutions	Randy Schilling
23 15	NextGen Information Services Inc. 906 Olive St., St. Louis, Mo. 63101 (314) 588-1212 www.nextgen-is.com	100	120 350	\$32,000,000	IT consulting, temporary business staffing, outsourcing services support, direct hire, hardware/software reselling	Maria Del Carmen Jacob
23 NR	Object Computing Inc. 12140 Woodcrest Executive Drive, St. Louis, Mo. 63141 (314) 579-0066 www.ocweb.com	100	100 110	DD	software engineering firm	Ebrahim Moshiri
25 NR	Analysts International Corp. 1066 Executive Parkway, St. Louis, Mo. 63141 (314) 523-1805 www.analysts.com	94	101 2,200	DD	technology integration services, advisory services for IT investments, outsourcing services, staffing services	Kenneth Koboldt