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Presenting the MSPmentor 100
2008 Edition

Celebrating 100 of the World's
Most Progressive Managed Service Providers

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Executive Summary

The MSPmentor 100 is an annual survey conducted by MSPmentor and its owner, Nine Lives Media Inc. Instead of ranking MSPs merely by total revenue, we calculate an index measurement. This index approach ensures small, midsize and large MSPs from around the world are recognized on the MSPmentor 100.

Our index and associated ranking system considers such variables as:

- Total managed services revenue (in U.S. dollars, 2007)
- Managed services revenue growth (in U.S. dollars, 2007 vs. 2006)
- Managed services revenue growth (percentage, 2007 vs. 2006)
- Managed services revenue per employee (in U.S. dollars, 2007)
- Number of devices managed (2007)
- Other data points comparing fiscal 2007 to fiscal 2006.

In order to be considered for the MSPmentor 100, managed service providers had to complete a comprehensive online survey, which MSPmentor and Nine Lives Media Inc. conducted from October 2007 until December 28, 2007. We received 512 completed surveys from managed service providers across the globe.

About MSPmentor and Nine Lives Media Inc.

MSPmentor (www.mspmentor.net), owned by Nine Lives Media Inc. (www.ninelivesmediainc.com), is the independent voice of managed service providers. It delivers news analysis, timely insights, and how-to information for managed service providers that are seeking to maximize their recurring revenue. All of our content is editorially driven.

Nine Lives Media Inc. embraces the changing IT media landscape. In fact, we help to shape it. We focus on extreme IT niches, specialized content and lead generation services. Our initial editorial platforms are MSPmentor (www.mspmentor.net) and The VAR Guy (www.thevarguy.com).

Our areas of focus include:

- Traditional, corporate and custom blogs
- Community-based Web sites
- Event moderation and conference content development
- Market research
- And several other surprises that are under development



The Anatomy of our Survey

- **Call for Submissions:** The survey was promoted on MSPmentor.net and a range of Web 2.0 Internet sites, social networks, blogs and media aggregators. Nine Lives Media Inc. is not, however, disclosing the exact third-party URLs used in the promotion process. We consider our survey process and promotional efforts a proprietary competitive advantage.
- **Survey Timing:** The survey was launched in October 2007 and initial submissions were completed on December 28, 2007. Seventeen (17) managed service providers requested a deadline extension for the survey submission, and MSPmentor honored those requests. All research was compiled, completed and reviewed by January 21, 2008. The MSPmentor 100 results were first published on MSPmentor.net on January 28, 2008.
- **Survey Submissions:** Of the 512 surveys received, roughly 76 percent were from North America, 15 percent were from EMEA (Europe, the Middle East and Africa), 7 percent were from Australia and 2 percent were from Asia. As MSP platform providers and the overall managed services trend continues to expand globally, we expect future MSPmentor 100 reports to reflect even greater global diversity. Our online content (at www.mspmentor.net) will increasingly reflect these globalization trends as well.

Survey Results

This report includes much – but not all – of the survey data. In order to gather reliable financial data, Nine Lives Media Inc. agreed not to disclose specific annual revenue information (i.e., revenue dollars). We could, however, publish company growth rates based on the private revenue information.

Specific data covered in this report includes:

1. The MSPmentor 100, Ranked 1 to 100
2. The MSPmentor 100, Companies sorted A to Z
3. The Top 25, Ranked by annual managed services revenue (2007)
4. The Top 25, Ranked by MSP revenue dollar growth (2007 vs. 2006)
5. The Top 25, Ranked by MSP revenue percent growth (2007 vs. 2006)
6. The Top 25, Ranked by devices managed
7. Top managed services currently offered by MSPs



The MSPmentor 100: Ranked 1 Through 100

Overview: Our index is based on such metrics as annual managed services revenue (2007), annual managed services revenue dollar growth (2007 vs. 2006), annual managed services revenue percentage growth (2007 vs. 2006), devices managed, and several other data points. Through this index, we ensured that the MSPmentor 100 includes a mix of small, midsize and large MSPs worldwide.

Rank	Company	Location	Web
1	DirectPointe, Inc.	Lindon, Utah	www.directpointe.com
2	NetEnrich Inc	Milpitas, Calif.	www.netenrich.com
3	KnowledgeCentrix	Brea, Calif.	www.knowledgecentrix.com
4	Long View Systems	Calgary, Canada	www.lvs1.com
5	outsourcIT	LaPlata, Md.	www.outsourcITcorp.com
6	masterIT LLC	Bartlett, Tenn.	www.master-IT.com
7	Perimeter eSecurity	Milford, Conn.	www.perimeterusa.com
8	inhouseIT	Costa Mesa, Calif.	www.inhouseit.com
9	Do IT Smarter	San Diego, Calif.	www.doitsmarter.com
10	Cybera, Inc.	Franklin, Tenn.	www.cybera.com
11	NetworkDR	Englewood Cliffs, NJ	www.networkdr.net
12	Enterprise Integration	Jacksonville, Fla.	www.entint.com
13	Valley Network Solutions	Fresno, Calif.	www.vns.net
14	Ron Cook's Connecting Point	Las Vegas, Nev.	www.cpvegas.com
15	PMV Technologies	Troy, Mich.	www.pmvtech.com
16	Connecting Point - Greeley	Greeley, Colo.	www.cpgreeley.com
17	Advanced Network Products	Glenside, Penn.	www.anp.net
18	Technology on Premises	New York, N.Y.	www.topitservice.com
19	Computer Resource Center, Inc.	Alpharetta, Ga.	www.atlcrc.com
20	TechAssist LLC	Washington, D.C.	www.techassistllc.com
21	HEIT	Fort Collins, Colo.	www.goheit.com
22	Backup Technology Limited	Leeds, U.K.	www.backup-technology.co.uk
23	RM Technologies Group	Knoxville, Tenn.	www.rmtgroup.com
24	CommNet International, Inc.	Voorhees, N.J.	www.commnetinternational.com
25	Pointivity	San Diego, Calif.	www.pointivity.com

(Companies 26-50 on next page)



MSPmentor 100: Ranked 1 Through 100 (continued)

Rank	Company	Location	Web
26	LMS Technical Services, Inc.	Farmingdale, N.Y.	www.lmstech.com
26	NetStandard	Kansas City, Ks.	www.netstandard.com
28	React Solutions	Ersleville, Australia	www.react.net.au
29	Radical Support	Roswell, Ga.	www.radicalsupport.com
29	SLPowers	West Palm Beach, Fla.	www.SLPowers.com
31	Think Smart Inc.	Sacramento, Calif.	www.thinksmartinc.com
32	InfoPartners	San Carlos, Calif.	www.infopartners.com
32	LAN Doctors, Inc.	Mahwah, N.J.	www.landoctors.com
34	RIATA Technologies, Inc.	Austin, Texas	www.riata-tech.com
35	Xantrion	Oakland, Calif.	www.xantrion.com
36	MicroMenders	San Francisco, Calif.	www.micromenders.com
37	localLINUX, Inc.	Lubbock, Texas	www.locallinux.com
38	Swick Technologies	Milwaukee, Wis.	www.swicktech.com
39	Sagiss, LLC	Dallas, Texas	www.sagiss.com
40	Apex Technology Management	Redding, Calif.	www.apextmi.com
40	Corporate Network Services	Poolesville, Md.	www.cornetser.com
42	NE Communications, Inc.	Naperville, Ill.	www.necommunications.com
43	Next Level Cafe, Inc.	Burnsville, Minn.	www.nlcafe.com
44	Anexio, Inc.	Sarasota, Fla.	www.anexio.com
45	Compunite Computers Inc.	Pine Brook, N.J.	www.compunite.com
46	ABtech	Portland, Ore.	www.abtech-pdx.com
47	Sentry Networks	Australia	www.sentrynetworks.com.au
48	Clare Computer Solutions	San Ramon, Calif.	www.clarecomputer.com
49	Acropolis Technology Group	Wood River, Illinois	http://acropolistech.com/
50	PC Network Services, Inc.	Pittsburgh, Penn.	www.pcnsinc.com

(Companies 51-75 on next page)



MSPmentor 100: Ranked 1 Through 100 (continued)

Rank	Company	Location	<u>Web</u>
51	Oncore IT Ltd	London, U.K.	www.oncoreit.com
52	Paradigm Computer Consulting	Bedford, N.H.	www.paradigmcomputer.com
53	Deverill Ltd	Poole, U.K.	www.deverill.co.uk
53	Resource One, Inc.	Hillsboro, Ore.	www.roinc.com
55	Integration Technologies, Inc.	Honolulu, Hawaii	www.intech-hawaii.com
56	Webistix, Inc	Holbrook, N.Y.	www.webistix.com
57	IT Authorities Inc.	Tampa, Fla.	www.itauthorities.com
58	Intercity Networks	Coral Springs, Fla.	www.intercity.net
59	United Computer Sales and Service	Cherry Hill, N.J.	www.ucss.com
60	Remote Techs	Pasadena, Calif.	www.remotetechs.net
61	I.T. Works	Bellaire, Texas	www.itworksite.com
62	Evolve Technologies	Fairfax, Va.	www.evolveit.com
63	HTS	Harlan, Iowa	www.heartlandtechnologies.com
64	Missing Link Managed Services	Lexington, Ky.	www.missinglinklex.com
65	PC Solutions	Minneapolis, Minn.	www.pcstechnology.com
66	PacketDrivers IT Outsourcing	Seattle, Wash.	www.packetdrivers.com
67	Business Vitals	Columbia, S.C.	www.businessvitals.com
68	Expert Computers	Griffin, Ga.	www.expertcomp.com
69	RightHand I.T.	Lafayette, Colo.	www.righthandit.com
70	AS Consulting/ASC Networks	Hackensack, N.J.	www.ascnetworks.net
71	CSI Networks	Sarasota, Fla.	www.csinetworks.com
72	Waypoint Solutions Group	Charlotte, N.C.	www.waypointsg.com
73	Jenaly Technology Group, Inc.	Portsmouth, N.H.	www.jenaly.com/
74	Integral Networks, Inc.	Rocklin, Calif.	www.inetinc.net
75	Network Depot, LLC	Reston, Va.	www.networkdepot.com

(Companies 76-100 on next page)



MSPmentor 100: Ranked 1 Through 100 (Final Page)

Rank	Company	Location	Web
76	Bizco Technologies	Lincoln, Neb.	www.bizco.com
77	FCS Inc.	Tampa, Fla.	www.fcsfl.com
78	Polar Systems, Inc	Portland, Ore.	www.polarsystems.com
79	ThinkTech Computers, INc	New Bedford, Mass.	www.thinktechonline.com
80	Forget Computers, Ltd.	Chicago, Ill.	www.forgetcomputers.com
81	Reliable Computer Services, Inc.	Plano, Illinois	www.reliable-computers.com
82	LANtrust B.V.	Netherlands	www.LANtrust.nl
83	Master Mind Productions Inc.	Sammamish, Wash.	www.mastermindpro.com
84	Carceron Systems Group	Kennesaw, Georgia	www.carceron.net
85	Emerge Managed Solutions	Erlanger, Ky.	www.emerge-ms.com
86	eMonarch	Tulsa, Oklahoma	www.emonarch.net
87	Network Management Group, Inc.	Hutchinson, Ks.	www.nmgi.com
88	Computronix, LLC	Stamford, Conn.	www.computronixusa.com
89	Clear Focus, inc.	Wenatchee, Wash.	www.clearfocus.net
90	GearyTech Inc.	Ontario, Canada	www.gearytech.com
91	The PC Support Group	Liverpool, U.K.	www.pcsupportgroup.com
92	NetTech	Columbia, Tenn.	www.get-covered.com
93	VISN-IT	Staten Island, N.Y.	WWW.VISN-IT.com
93	KPEnterprises Business Consulting	Sacramento, Calif.	www.kpenterprises.com
95	Easo Informatica	Bilboa, Spain	www.easoinformatica.com
96	Connected Platforms, Inc.	Vancouver, Wash.	www.connectedplatforms.com
97	Space Age Technologies	South Africa	www.sat.co.za
98	SyTec Business Solutions	Raleigh, N.C.	www.sytec1.com
99	Thinking Beyond, LLC	Vienna, Virginia	www.thinkingbeyondit.com
100	CCNS	Auckland, New Zealand	www.ccns.co.nz



MSPmentor 100: Companies Sorted Alphabetically (A-F)

Company	Location	Web
ABtech	Portland, Ore.	www.abtech-pdx.com
Acropolis Technology Group	Wood River, Illinois	http://acropolistech.com/
Advanced Network Products, Inc.	Glenside, Penn.	www.anp.net
Anexio, Inc.	Sarasota, Fla.	www.anexio.com
Apex Technology Management, Inc.	Redding, Calif.	www.apextmi.com
AS Consulting/ASC Networks	Hackensack, N.J.	www.ascnetworks.net
Backup Technology Limited	Leeds, U.K.	www.backup-technology.co.uk
Bizco Technologies	Lincoln, Neb.	www.bizco.com
Business Vitals	Columbia, S.C.	www.businessvitals.com
Carceron Systems Group	Kennesaw, Georgia	www.carceron.net
CCNS	New Zealand	www.ccns.co.nz
Clare Computer Solutions	San Ramon, Calif.	www.clarecomputer.com
Clear Focus, inc.	Wenatchee, Wash.	www.clearfocus.net
CommNet International, Inc.	Voorhees, N.J.	www.commnetinternational.com
Compunite Computers Inc.	Pine Brook, N.J.	www.compunite.com
Computer Resource Center, Inc.	Alpharetta, Ga.	www.atlcrc.com
Computronix, LLC	Stamford, Conn.	www.computronixusa.com
Connected Platforms, Inc.	Vancouver, Wash.	www.connectedplatforms.com
Connecting Point - Greeley	Greeley, Colo.	www.cpgreeley.com
Corporate Network Services, Inc.	Poolesville, Md.	www.cornetser.com
CSI Networks	Sarasota, Fla.	www.csinetworks.com
Cybera, Inc.	Franklin, Tenn.	www.cybera.com
Deverill Ltd	Poole, U.K.	www.deverill.co.uk
DirectPointe, Inc.	Lindon, Utah	www.directpointe.com
Do IT Smarter	San Diego, Calif.	www.doitsmarter.com
Easo Informatica	Bilboa, Spain	WWW.easoinformatica.com
Emerge Managed Solutions	Erlanger, Ky.	www.emerge-ms.com
eMonarch	Tulsa, Oklahoma	www.emonarch.net
Enterprise Integration	Jacksonville, Fla.	www.entint.com
Evolve Technologies	Fairfax, Va.	www.evolve-tech.com
Expert Computers	Griffin, Ga.	www.expertcomp.com
FCS Inc.	Tampa, Fla.	www.fcsfl.com
Forget Computers, Ltd.	Chicago, Ill.	www.forgetcomputers.com

(Companies G through O on next page)



MSPmentor 100: Companies Sorted Alphabetically (G-O)

Company	Location	<u>Web</u>
GearyTech Inc.	Ontario, Canada	www.gearytech.com
HEIT	Fort Collins, Colo.	www.goheit.com
HTS	Harlan, Iowa	www.heartlandtechnologies.com
I.T. Works	Bellaire, Texas	www.itworksites.com
InfoPartners	San Carlos, Calif.	www.infopartners.com
inhouseIT	Costa Mesa, Calif.	www.inhouseit.com
Integral Networks, Inc.	Rocklin, Calif.	www.inetinc.net
Integration Technologies, Inc.	Honolulu, Hawaii	www.intech-hawaii.com
Intercity Networks	Coral Springs, Fla.	www.intercity.net
IT Authorities Inc.	Tampa, Fla.	www.itauthorities.com
Jenaly Technology Group, Inc.	Portsmouth, N.H.	www.jenaly.com/
KnowledgeCentrix	Brea, Calif.	www.knowledgecentrix.com
KPEnterprises Business Consulting	Sacramento, Calif.	www.kpenterprises.com
LAN Doctors, Inc.	Mahwah, N.J.	www.landoctors.com
LANtrust B.V.	Netherlands	www.LANtrust.nl
LMS Technical Services, Inc.	Farmingdale, N.Y.	www.lmstech.com
localLINUX, Inc.	Lubbock, Texas	www.locallinux.com
Long View Systems	Calgary, Canada	www.lvs1.com
Master Mind Productions Inc.	Sammamish, Wash.	www.mastermindpro.com
masterIT LLC	Bartlett, Tenn.	www.master-IT.com
MicroMenders	San Francisco, Calif.	www.micromenders.com
Missing Link Managed Services,	Lexington, Ky.	www.missinglinklex.com
NE Communications, Inc.	Naperville, Ill.	www.necommunications.com
NetEnrich Inc	Milpitas, Calif.	www.netenrich.com
NetStandard	Kansas City, Ks.	www.netstandard.com
NetTech	Columbia, Tenn.	www.get-covered.com
Network Depot, LLC	Reston, Va.	www.networkdepot.com
Network Management Group, Inc.	Hutchinson, Ks.	www.nmgi.com
NetworkDR	Englewood Cliffs, N.J.	www.networkdr.net
Next Level Cafe, Inc.	Burnsville, Minn.	www.nlcafe.com
Oncore IT Ltd	London, N.Y.	www.oncoreit.com
outsourceIT	LaPlata, Md.	www.outsourceitcorp.com

(Companies P through Z on next page)



MSPmentor 100: Companies Sorted Alphabetically (P-Z)

Company	Location	Web
PacketDrivers IT Outsourcing	Seattle, Wash.	www.packetdrivers.com
Paradigm Computer Consulting, Inc.	Bedford, N.H.	www.paradigmcomputer.com
PC Network Services, Inc.	Pittsburgh, Penn.	www.pcnsinc.com
PC Solutions	Minneapolis, Minn.	www.pctechnology.com
Perimeter eSecurity	Milford, Conn.	www.perimeterusa.com
PMV Technologies	Troy, Mich.	www.pmvtech.com
Pointivity	San Diego, Calif.	www.pointivity.com
Polar Systems, Inc	Portland, Ore.	www.polarsystems.com
Radical Support	Roswell, Ga.	www.radicalsupport.com
React Solutions	Ersleville, Australia	www.react.net.au
Reliable Computer Services, Inc.	Plano, Illinois	www.reliable-computers.com
Remote Techs	Pasadena, Calif.	www.remotetechs.net
Resource One, Inc.	Hillsboro, Ore.	www.roinc.com
RIATA Technologies, Inc.	Austin, Texas	www.riata-tech.com
RightHand I.T.	Lafayette, Colo.	www.righthandit.com
RM Technologies Group	Knoxville, Tenn.	www.rmtgroup.com
Ron Cook's Connecting Point	Las Vegas, Nev.	www.cpvegas.com
Sagiss, LLC	Dallas, Texas	www.sagiss.com
Sentry Networks	Australia	www.sentrynetworks.com.au
SLPowers	West Palm Beach, Fla.	www.SLPowers.com
Space Age Technologies	Stellenbosch, South Africa	www.sat.co.za
Swick Technologies	Milwaukee, Wis.	www.swicktech.com
SyTec Business Solutions	Raleigh, N.C.	www.sytec1.com
TechAssist LLC	Washington, D.C.	www.techassistllc.com
Technology on Premises	New York, N.Y.	www.topitservice.com
The PC Support Group	Liverpool, U.K.	www.pcsupportgroup.com
Think Smart Inc.	Sacramento, Calif.	www.thinksmartinc.com
Thinking Beyond, LLC	Vienna, Virginia	www.thinkingbeyondit.com
ThinkTech Computers, INc	New Bedford, Mass.	www.thinktechonline.com
United Computer Sales and Service	Cherry Hill, N.J.	www.ucss.com
Valley Network Solutions	Fresno, Calif.	www.vns.net
VISN-IT	Staten Island, N.Y.	www.visn-it.com
Waypoint Solutions Group	Charlotte, N.C.	www.waypointsg.com
Webistix, Inc	Holbrook, N.Y.	www.webistix.com
Xantrion	Oakland, Calif.	www.xantrion.com



MSPmentor 100: Top 25 Ranked By Revenue (2007)

Overview: This portion of the MSPmentor 100 is based purely on 2007 managed services revenue. Actual revenue figures are not displayed because we promised survey participants dollar-figure confidentiality.

Please note that several dozen larger MSPs did not qualify for this list and our MSPmentor 100 ranking because of other financial metrics, such as flat annual growth or low revenue per employee. In other words, companies first had to qualify for the overall MSPmentor 100 before they could land on this Top 25 ranking by revenue.

Rank	Company	Location	URL
1	Perimeter eSecurity	Milford, Conn.	www.perimeterusa.com
2	Cybera, Inc.	Franklin, Tenn.	www.cybera.com
3	NetEnrich Inc	Milpitas, Calif.	www.netenrich.com
4	DirectPointe, Inc.	Lindon, Utah	www.directpointe.com
5	Long View Systems	Calgary, Canada	www.lvs1.com
6	inhouseIT	Costa Mesa, Calif.	www.inhouseit.com
7	Enterprise Integration	Jacksonville, Fla.	www.entint.com
8	Swick Technologies	Milwaukee, Wis.	www.swicktech.com
9	MicroMenders	San Francisco, CA	www.micromenders.com
10	Pointivity	San Diego, Calif.	www.pointivity.com
11	Advanced Network Products, Inc.	Glenside, Penn.	www.anp.net
11	CommNet International, Inc.	Voorhees, N.J.	www.commnetinternational.com
13	Computer Resource Center, Inc.	Alpharetta, Ga.	www.atlcrc.com
14	Business Vitals	Columbia, S.C.	www.businessvitals.com
15	TechAssist LLC	Washington, D.C.	www.techassistllc.com
16	KnowledgeCentrix	Brea, Calif.	www.knowledgecentrix.com
17	Backup Technology Limited	Leeds, U.K.	www.backup-technology.co.uk
18	outsourceIT	LaPlata, Md.	www.outsourceitcorp.com
18	Do IT Smarter	San Diego, Calif.	www.doitsmarter.com
18	Sagiss, LLC	Dallas, Texas	www.sagiss.com
18	Oncore IT Ltd	London, N.Y.	www.oncoreit.com
22	Radical Support	Roswell, Ga.	www.radicalsupport.com
23	SLPowers	W. Palm Bch, Fla.	www.SLPowers.com
23	Clare Computer Solutions	San Ramon, Calif.	www.clarecomputer.com
25	Acropolis Technology Group	Wood River, Ill.	http://acropolistech.com/



MSPmentor 100: Top 25 Ranked By Dollar Growth (2007 vs. 2006)

Overview: Here, we recognize the 25 companies that increased their managed services revenue (in terms of dollars) the most in 2007 compared to 2006. Actual revenue growth figures are not displayed because we promised survey participants dollar-figure confidentiality. Also, growth rankings are based on managed services revenue rather than overall company revenue.

Rank	Company	Location	URL
1	Perimeter eSecurity	Milford, Conn.	www.perimeterusa.com
2	NetEnrich Inc	Milpitas, Calif.	www.netenrich.com
3	DirectPointe, Inc.	Lindon, Utah	www.directpointe.com
4	Cybera, Inc.	Franklin, Tenn.	www.cybera.com
5	Long View Systems	Calgary, Canada	www.lvs1.com
6	inhouseIT	Costa Mesa, Calif.	www.inhouseit.com
7	KnowledgeCentrix	Brea, Calif.	www.knowledgecentrix.com
7	MicroMenders	San Francisco, CA	www.micromenders.com
9	Backup Technology Limited	Leeds, U.K.	www.backup-technology.co.uk
10	outsourcIT	LaPlata, Md.	www.outsourcITcorp.com
10	Swick Technologies	Milwaukee, Wis.	www.swicktech.com
12	Enterprise Integration	Jacksonville, Fla.	www.entint.com
13	Advanced Network Products	Glenside, Penn.	www.anp.net
14	Do IT Smarter	San Diego, Calif.	www.doitsmarter.com
15	Connecting Point - Greeley	Greeley, Colo.	www.cpgreeley.com
16	masterIT LLC	Bartlett, Tenn.	www.master-IT.com
16	NetworkDR	Englewood Cliffs, NJ	www.networkdr.net
16	Computer Resource Center, Inc.	Alpharetta, Ga.	www.atlcrc.com
16	TechAssist LLC	Washington, D.C.	www.techassistllc.com
16	CommNet International, Inc.	Voorhees, N.J.	www.commnetinternational.com
21	Think Smart Inc.	Sacramento, Calif.	www.thinksmartinc.com
22	Ron Cook's Connecting Point	Las Vegas, Nev.	www.cpvegas.com
22	Pointivity	San Diego, Calif.	www.pointivity.com
24	Technology on Premises	New York, N.Y.	www.topitservice.com
25	PMV Technologies	Troy, Mich.	www.pmvtech.com



MSPmentor 100: Top 25 Ranked By Percentage Growth (2007 vs. 2006)

Overview: This portion of our list is based on each company's percentage growth for managed services revenue in 2007 compared to 2006. Companies with minimal or no managed services revenue in 2006 were not eligible for this portion of the report, since their percentage growth for 2007 would have been astronomical or impossible to calculate. Also, the following list reflects managed services revenue data — and not overall revenue data.

Rank	Company	Location	% Growth
1	RightHand I.T.	Lafayette, Colo.	2900.00%
2	LAN Doctors, Inc.	Mahwah, N.J.	1900.00%
2	Webistix, Inc	Holbrook, N.Y.	1900.00%
4	Connecting Point - Greeley	Greeley, Colo.	1500.00%
5	Paradigm Computer Consulting	Bedford, N.H.	900.00%
6	HEIT	Fort Collins, Colo.	650.00%
7	React Solutions	Ersineville, Australia	530.00%
8	masterIT LLC	Bartlett, Tenn.	500.00%
8	Ron Cook's Connecting Point	Las Vegas, Nev.	500.00%
10	Valley Network Solutions	Fresno, Calif.	401.00%
11	ThinkTech Computers, Inc.	New Bedford, Mass.	400.00%
12	RM Technologies Group	Knoxville, Tenn.	300.00%
12	LANtrust B.V.	Netherlands	300.00%
14	Corporate Network Services, Inc.	Poolesville, Md.	288.00%
15	Integral Networks, Inc.	Rocklin, Calif.	275.00%
16	Backup Technology Limited	Leeds, U.K.	264.00%
17	localLINUX, Inc.	Lubbock, Texas	260.00%
18	KnowledgeCentrix	Brea, Calif.	250.00%
19	IT Authorities Inc.	Tampa, Fla.	233.00%
19	Missing Link Managed Services	Lexington, Ky.	233.00%
21	Expert Computers	Griffin, Ga.	231.00%
22	GearyTech Inc.	Ontario, Canada	220.00%
23	outsourcIT	LaPlata, Md.	200.00%
23	NetworkDR	Englewood Cliffs, N.J.	200.00%
23	Apex Technology Management	Redding, Calif.	200.00%



MSPmentor 100: Devices Managed

Overview: Here, we identify managed service providers that oversee the largest number of devices/seats/nodes on the MSPmentor 100. The total number managed by each company can include customer seats, PCs, servers, switches, routers, firewalls and other network nodes. We realize this ranking is not an exact science. Many solutions providers gave us rough estimates for devices managed. Other solutions providers managing 100,000 or more devices did not qualify for the overall MSPmentor 100 because of other factors, such as flat revenue results from 2006 to 2007.

Rank	Company	URL	Devices
1	localLINUX, Inc.	www.locallinux.com	22000
2	Enterprise Integration	www.entint.com	20000
3	Long View Systems	www.lvs1.com	12000
4	Computer Resource Center, Inc.	www.atlcrc.com	11000
5	Do IT Smarter	www.doitsmarter.com	7700
6	DirectPointe, Inc.	www.directpointe.com	6898
7	Pointivity	www.pointivity.com	6500
8	inhouseIT	www.inhouseit.com	6000
8	Cybera, Inc.	www.cybera.com	6000
10	Perimeter eSecurity	www.perimeterusa.com	5500
11	CommNet International, Inc.	www.commnetinternational.com	4460
12	Advanced Network Products	www.anp.net	4000
13	Valley Network Solutions	www.vns.net	3500
14	LMS Technical Services, Inc.	www.lmstech.com	3425
15	masterIT LLC	www.master-IT.com	3300
16	TechAssist LLC	www.techassistllc.com	3000
16	RIATA Technologies, Inc.	www.riata-tech.com	3000
16	Sagiss, LLC	www.sagiss.com	3000
16	Acropolis Technology Group	http://acropolistech.com/	3000
16	Deverill Ltd	www.deverill.co.uk	3000
22	PMV Technologies	www.pmvtech.com	2600
22	Radical Support	www.radicalsupport.com	2600
23	KnowledgeCentrix	www.knowledgecentrix.com	2500
23	outsourceIT	www.outsourceitcorp.com	2500
23	NetStandard	www.netstandard.com	2500
23	NE Communications, Inc.	www.necommunications.com	2500
23	PC Network Services, Inc.	www.pcnsinc.com	2500



MSPmentor 100: Current Services Offered

Overview: When we launched the MSPmentor 100 survey, we expected most survey respondents to offer managed storage, security, remote administration and other mainstream online services. We were surprised, however, to see MSPs adopting newer technologies such as unified communications and managed video surveillance. Here's a sampling of the managed services our MSPmentor 100 members now offer.

	Response Percent
Hardware as a Service	60.5%
Help Desk	94.7%
Managed Security	89.5%
Managed Storage	71.1%
Remote Administration	100.0%
Software as a Service (Email, CRM, etc.)	63.2%
Unified Communications	36.8%
Video Surveillance	10.5%
VoIP/IP Telephony	39.5%
Other	36.8%



Conclusions

Overall, the MSP market appears to be thriving and growing. Major MSP platform providers estimate that less than 5 percent of the overall potential managed services market has been addressed as of December 2007.

As this report was finalized in January 2008, concerns about an economic slowdown or full-blown recession in the United States continued. World markets were also extremely volatile. **MSPmentor and Nine Lives Media Inc. believe that no portion of the high-technology landscape is completely immune to an economic slowdown or recession.** However, solutions providers that embrace managed services are generally better positioned than traditional VARs – during strong or weak economic periods.

Ninety-five companies on our MSPmentor 100 enjoyed double-digit percentage revenue growth in 2007 compared to 2006. And 25 percent of our member companies at least tripled their managed services (that is, grew managed services revenue at least 200 percent) in 2007 compared to 2006.

Future Research

Nine Lives Media Inc., owner of MSPmentor.net and TheVARguy.com, is developing additional research projects featuring traditional editorial and custom editorial components.

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