



The MSPmentor® 100: 2011 Edition  
The ultimate guide to the world's top managed services providers  
<http://www.MSPmentor.net>

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## Table of Contents

About Nine Lives Media Inc. and MSPmentor.....	3
Executive Summary/Survey Methodology.....	4
Top 10 Financial and Business Trends Worth Noting.....	5
The MSPmentor 100	
• Ranked 1-100.....	7
• Alphabetized Company List.....	11
• Ranked by Managed Services Dollar Growth.....	14
Regional Profiles	
• Top 20 European MSPs and related trends.....	18
• Top 20 Australian MSPs and related trends.....	19
• Top 10 African MSPs and related trends.....	20
MSPmentor 100 Project Conclusions.....	21
Research Schedule and Project Overviews.....	22
• MSPmentor 100	
• MSPmentor 250	
• Talkin' Cloud 50	
• Talkin' Cloud Stock Index	
• The VAR Guy's Channel Finance 25	
Contact Information.....	22

## About MSPmentor

MSPmentor ([www.mspmentor.net](http://www.mspmentor.net)), owned by Nine Lives Media Inc. ([www.NineLivesMediaInc.com](http://www.NineLivesMediaInc.com)), is the ultimate guide to managed services. MSPmentor delivers news analysis, timely insights, and how-to information for managed service providers that are seeking to maximize their recurring revenue.

### The MSPmentor family includes:

- MSPmentor.net and MSPmentor.com: The ultimate guide to managed services
- MSPmentor 100, identifying the world's top 100 managed service providers
- MSPmentor 250, identifying executives, entrepreneurs and experts who are driving the managed services revolution
- MSPmentor Live: A monthly Webcast series featuring top industry leaders”
- MSPmentor FastChat Videos: Quick-hit interviews with industry leaders and influencers
- MSPtweet: Following the industry's leading entrepreneurs and vendors

### About Nine Lives Media Inc.

Nine Lives Media Inc. defines emerging IT media markets and disrupts established IT media markets. Founded in 2008, Nine Lives Media Inc. has generated profitable, debt-free growth since its inception. The company's market leading blogs and online destinations include:

- MSPmentor ([www.MSPmentor.net](http://www.MSPmentor.net)): The ultimate guide and world's top managed services blog.
- MSPTweet ([www.MSPTweet.com](http://www.MSPTweet.com)): The loudest tweets in the managed services industry.
- The VAR Guy ([www.TheVARguy.com](http://www.TheVARguy.com)): Tracking what's next in the IT channel. The top-ranked blog serving VARs and channel partners.
- VARTweet ([www.VARTweet.com](http://www.VARTweet.com)): The loudest tweets in the IT channel.
- Talkin' Cloud ([www.TalkinCloud.com](http://www.TalkinCloud.com)): The first video blog and forum destination for VARs and MSPs navigating the cloud.

## Executive Summary/Survey Methodology

The MSPmentor 100 is an annual research report from MSPmentor and its owner, Nine Lives Media Inc. ([www.NineLivesMediaInc.com](http://www.NineLivesMediaInc.com)). Instead of ranking MSPs merely by revenue, we calculate an index measurement. This index approach ensures small, midsize and large MSPs from around the world are recognized.

The MSPmentor 100 ranking system considers such variables as:

- Total managed services revenue (in U.S. dollars, 2010)
- Managed services revenue growth (in U.S. dollars, 2010 vs. 2009)
- Managed services revenue growth (percentage, 2010 vs. 2009)
- Percentage of company revenue from managed services (2009)
- Number of complex devices remotely managed (services, switches, routers, etc.)
- Number of end-user devices remotely managed (PCs, notebooks, netbooks, tablets, smart phones, etc.)
- Devices managed percentage growth (2010 vs. 2009)
- Recurring revenue per employee (2010)
- Note: All financial information for international MSPs was converted to U.S. dollars

**Call for Submissions:** The survey was promoted on MSPmentor, The VAR Guy and Nine Lives Media's social media destinations (FaceBook, LinkedIn and Twitter).

**Survey Timing:** The survey ran from October through December 2010. The results were published February 16, 2011 on MSPmentor.net and disclosed on a corresponding Webcast.

### Confidentiality

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 reserved the right, however, to publish company growth rates based on the private revenue information.

## Top 10 Financial and Business Trends Worth Noting

1. **Annual Managed Services Revenues:** For the first time, the top 100 MSPs generated more than \$1 billion in annual recurring revenues. Moreover, recurring revenues grew more than 27 percent from 2009 to 2010.
2. **Larger MSPs Move In:**
  - 28 generated at least \$10 million in recurring annual revenues
  - 54 generated at least \$5 million in annual recurring revenues
  - Every company generated at least \$2.5 million in annual recurring revenues
3. **Devices Managed:** MSPmentor 100 companies vastly increased the number of devices they are under contract to remotely manage.
  - **PCs and mobile devices:** As a whole, the MSPmentor 100 companies now remotely manage more than 1 million PCs, notebooks, netbooks and other mobile or personal computing devices, up 32% from 2009.
  - **Network infrastructure:** MSPmentor 100 companies remotely manage 375,000 switches, routers and servers, up 24% from 2009.
4. **Social Media:** Roughly 36 percent of MSPmentor 100 survey participants have Twitter accounts, up from 29 percent last year. Nearly 33 percent have FaceBook accounts and 30 percent have corporate blogs.
5. **Most Popular Managed Services Offered:**
  - Business Continuity/Disaster Recovery: 94.4% (up from 91.5% in 2009)
  - Help Desk: 93.6% (flat)
  - Remote Administration: 91.1% (down from 93.1%)
  - Managed Security: 81.4% (up from 78.5%)
  - Managed Storage: 70.9% (up from 64%)
  - Hardware as a Service (HaaS): 52.8% (up from 47.1%)
  - Unified Communications: 40.8% (up from 38.6%)
  - Managed Print Services: 21.9% (down from 28.9%)
  - Telepresence: 13.5% (up from 10.6%)
  - Video Surveillance: 12.0% (down from 17.1% in 2009)
  - Digital Signage: 5.9% (not tracked in 2009)
6. **Most Popular Cloud Services Offered:**
  - Hosted/SaaS Email: 77.3% (up from 67.7% in 2009)
  - Virtual servers in the cloud: 67.1% (not tracked in 2009)
  - Software as a Service (SaaS): 61.0% (not tracked in 2009)
  - Website hosting: 56.1% (not tracked in 2009)
  - Infrastructure as a Service (IaaS): 54.3% (not tracked in 2009)
  - Storage as a Service: 54.1% (not tracked in 2009)
  - Security as a Service: 42.6% (not tracked in 2009)
  - Hosted/SaaS SharePoint: 42.1% (up from 36%)
  - Virtual Desktop Infrastructure (VDI): 40.1% (not tracked in 2009)
  - Platform as a Service (PaaS): 30.4% (not tracked in 2009)
  - Hosted/SaaS CRM: 23.2% (up from 18.9%)
  - Hosted Unified Communications: 21.9% (not tracked in 2009)

## Top 10 Financial and Business Trends Worth Noting (Continued)

**7. Cloud Reality Check:** Recent MSPmentor editorial coverage suggests MSPs and VARs are worried about major software companies promoting cloud solutions directly to SMB customers. But the MSPmentor 100 survey results reveals the other side of the story:

- 26.3 percent of survey participants promote Microsoft BPOS (Business Productivity Online Suite), which includes Exchange Online and SharePoint Online, managed directly by Microsoft.
- 25.3% of survey participants promote Google Apps to end-customers.

**8. Target Customer Size:** MSPmentor 100 survey participants say they are targeting the following companies, in terms of size:

- 1-20 employees: 52.3%
- 21-50 employees: 78.1%
- 51-100 employees: 65.6%
- 101-500 employees: 41.6%
- 501-1000 employees: 16.3%
- 1000 or more employees: 11.0%
- Total exceeds 100% because multiple answers permitted

**9. Vertical Markets Targeted:** Roughly 41.3% of MSPs have no specific vertical market focus. For those with vertical market targets, the five most popular areas of focus are:

- Health care: 43.6%
- Banking/financial services: 40.1%
- Legal: 39.5%
- Manufacturing: 29.3%
- Insurance: 23.2%

**10. Peer-to-Peer Participation:** MSPmentor 100 survey participants participate in a range of peer groups, associations and coaching organizations. They include:

- MSPAlliance: 35.2%
- CompTIA: 32.1%
- MSP University: 23.5%
- TruMethods: 16.6%
- ASCII Group: 10.7%
- HTG Peer Groups: 10.5%
- Other: 21.7%
- Total exceeds 100% because multiple answers permitted

## The MSPmentor 100: Ranked 1 Through 100

**Overview:** The MSPmentor 100 index is based on several metrics explained on page 4 of this report. Through this index, MSPmentor ensured that the MSPmentor 100 includes small, midsize and large MSPs from across the globe. Here are the MSPmentor 100 companies, ranked 1 through 100.

<b>Rank</b>	<b>Company</b>	<b>Website</b>	<b>Country</b>
1	Long View Systems	<a href="http://www.longviewsystems.com/">www.longviewsystems.com/</a>	Canada
2	niu	<a href="http://www.niu-solutions.com">www.niu-solutions.com</a>	UK
3	mindSHIFT Technologies, Inc.	<a href="http://www.mindshift.com">www.mindshift.com</a>	USA
4	Perimeter E-Security	<a href="http://www.perimeterusa.com">www.perimeterusa.com</a>	USA
5	Integr8 IT (Pty) Ltd	<a href="http://www.integr8it.com">www.integr8it.com</a>	S. Africa
6	Apptix, Inc.	<a href="http://www.apptix.com">www.apptix.com</a>	USA
7	Brennan VDI Pty Ltd	<a href="http://www.brennanit.com.au">www.brennanit.com.au</a>	Australia
8	iomart Group plc	<a href="http://www.iomart.com">www.iomart.com</a>	UK
9	Amicus ITS	<a href="http://www.amicusits.co.uk">www.amicusits.co.uk</a>	UK
10	CoSentry.net,LLC	<a href="http://www.cosentry.com">www.cosentry.com</a>	USA
11	Presilient LLC	<a href="http://www.presilient.com">www.presilient.com</a>	USA
12	SunGard Global Services	<a href="http://www.sungard.com">www.sungard.com</a>	India
13	Dataprise, Inc.	<a href="http://www.dataprise.com">www.dataprise.com</a>	USA
14	Atrion Networking Corp.	<a href="http://www.atrion.net">www.atrion.net</a>	USA
15	Nexus Integration Services	<a href="http://www.nexusis.com">www.nexusis.com</a>	USA
16	NSPI A Division of SARCOM	<a href="http://www.nspi.com">www.nspi.com</a>	USA
17	Eze Castle Integration	<a href="http://www.eci.com">www.eci.com</a>	USA
18	Compushare	<a href="http://www.compushare.com">www.compushare.com</a>	USA
19	Interactive Data 7ticks	<a href="http://www.7ticks.com">www.7ticks.com</a>	USA
20	TriCore Solutions	<a href="http://www.tricoresolutions.com">www.tricoresolutions.com</a>	USA
21	Netarx, LLC	<a href="http://www.netarx.com">www.netarx.com</a>	USA
22	All Covered	<a href="http://www.allcovered.com">www.allcovered.com</a>	USA
23	Thrive Networks (Staples Co.)	<a href="http://www.ThriveNetworks.com">www.ThriveNetworks.com</a>	USA
24	Cobweb Solutions Ltd	<a href="http://www.cobweb.com">www.cobweb.com</a>	UK
25	Appia Communications, Inc.	<a href="http://www.appiaservices.com">www.appiaservices.com</a>	USA

**(Companies 26-50 on next page)**

## MSPmentor 100: Ranked 1 Through 100 (continued)

<b>Rank</b>	<b>Company</b>	<b>Website</b>	<b>Country</b>
26	Eurodata Systems plc	<a href="http://www.eurodatasystems.com">www.eurodatasystems.com</a>	UK
27	Gladiator Technology	<a href="http://www.gladiatortechnology.com">www.gladiatortechnology.com</a>	USA
28	PCMS	<a href="http://www.pcmsgroup.com">www.pcmsgroup.com</a>	USA
29	HEIT	<a href="http://www.goheit.com">www.goheit.com</a>	USA
30	The Revere Group	<a href="http://www.reveregroup.com">www.reveregroup.com</a>	USA
31	BlueLock	<a href="http://www.bluelock.com">www.bluelock.com</a>	USA
32	TekLinks	<a href="http://www.teklinks.com">www.teklinks.com</a>	USA
33	L7 Solutions Pty Ltd	<a href="http://www.l7.com.au">www.l7.com.au</a>	Australia
34	designDATA	<a href="http://www.designdata.com">www.designdata.com</a>	USA
35	Emerging I.T.	<a href="http://www.lanserve.com.au">www.lanserve.com.au</a>	Australia
36	Advanced Network Products	<a href="http://www.anp.net">www.anp.net</a>	USA
37	MicroMenders, Inc.	<a href="http://www.micromenders.com">www.micromenders.com</a>	USA
38	Anittel	<a href="http://www.anittel.com.au">www.anittel.com.au</a>	Australia
39	IT Authorities, Inc.	<a href="http://www.ITAuthorities.com">www.ITAuthorities.com</a>	USA
40	Buchanan Technologies	<a href="http://www.buchanan.com">www.buchanan.com</a>	USA
41	Capital Support	<a href="http://www.capitalsupport.com">www.capitalsupport.com</a>	UK
42	ZyEdge, LLC	<a href="http://www.zyedge.com">www.zyedge.com</a>	USA
43	Agio Technology	<a href="http://www.agioit.com">www.agioit.com</a>	USA
44	IT Lab Limited	<a href="http://www.itlab.com">www.itlab.com</a>	UK
45	Claris Networks, LLC	<a href="http://www.clarisnetworks.com">www.clarisnetworks.com</a>	USA
46	CompuVision Systems Inc.	<a href="http://www.CompuVision.biz">www.CompuVision.biz</a>	Canada
47	Trivalent Group Inc.	<a href="http://www.trivalentgroup.com">www.trivalentgroup.com</a>	USA
48	Green Fields Technology	<a href="http://www.greenfields.com">www.greenfields.com</a>	UK
49	Netgain Technology, Inc	<a href="http://www.NetgainHosting.com">www.NetgainHosting.com</a>	USA
50	Mirus IT Solutions	<a href="http://www.mirus-it.co.uk">www.mirus-it.co.uk</a>	UK

**(Companies 51-75 on next page)**



## MSPmentor 100: Ranked 1 Through 100 (continued)

<b>Rank</b>	<b>Company</b>	<b>Website</b>	<b>Country</b>
51	Vintage IT Services	<a href="http://www.vintageits.com">www.vintageits.com</a>	USA
52	CT Networks	<a href="http://www.ctnetworks.net">www.ctnetworks.net</a>	USA
53	outsourcIT	<a href="http://www.outsourceitcorp.com">www.outsourceitcorp.com</a>	USA
54	Safe Systems, Inc.	<a href="http://www.safesystems.com">www.safesystems.com</a>	USA
55	Endsight	<a href="http://www.endsight.net">www.endsight.net</a>	USA
56	CHIPS Technology Group LLC	<a href="http://www.chipstechnologygroup.com">www.chipstechnologygroup.com</a>	USA
57	Network Outsource	<a href="http://www.networkoutsource.com">www.networkoutsource.com</a>	USA
58	Datapac	<a href="http://www.datapac.com">www.datapac.com</a>	Ireland
59	Netsurit (Pty) Ltd.	<a href="http://www.netsurit.com">www.netsurit.com</a>	S. Africa
60	GreenPages Tech. Solutions	<a href="http://www.greenpages.com">www.greenpages.com</a>	USA
61	CWPS, Inc.	<a href="http://www.cwps.com">www.cwps.com</a>	USA
62	nasstar plc	<a href="http://www.nasstar.com">www.nasstar.com</a>	UK
63	Global CTI Group, Inc.	<a href="http://www.gcti.com">www.gcti.com</a>	USA
64	INTRUST GROUP	<a href="http://www.intrustgroup.com">www.intrustgroup.com</a>	USA
65	Corporate Network Services	<a href="http://www.cornetser.com">www.cornetser.com</a>	USA
66	Connected WorkPlace	<a href="http://www.CWPS.com">www.CWPS.com</a>	USA
67	Xantrion	<a href="http://www.xantrion.com">www.xantrion.com</a>	USA
68	Business Vitals	<a href="http://www.businessvitals.com">www.businessvitals.com</a>	USA
69	Data Recovery Services LLC	<a href="http://www.drslc.net">http://www.drslc.net</a>	USA
70	Circle Computer Resources	<a href="http://www.ccr.net">www.ccr.net</a>	USA
71	NetGain Technologies	<a href="http://www.NetGainIT.com">www.NetGainIT.com</a>	USA
72	Xcentric	<a href="http://www.xcentric.com">www.xcentric.com</a>	USA
73	Upic Solutions	<a href="http://www.upicsolutions.org">www.upicsolutions.org</a>	USA
74	Techcare, L.L.C.	<a href="http://www.techcare.com">www.techcare.com</a>	USA
75	Synoptek, Inc.	<a href="http://www.synoptek.com">www.synoptek.com</a>	USA

**(Companies 76-100 on next page)**

## MSPmentor 100: Ranked 1 Through 100 (Final Page)

<b>Rank</b>	<b>Company</b>	<b>Website</b>	<b>Country</b>
76	Kanobe, Inc.	<a href="http://www.kanobe.com">www.kanobe.com</a>	USA
77	Service Assurance	<a href="http://www.serviceassurance.net">www.serviceassurance.net</a>	USA
78	Azzurri Communications Pty	<a href="http://www.azzu.com.au">www.azzu.com.au</a>	Australia
79	Fandotech, LLC.	<a href="http://www.fandotech.com">www.fandotech.com</a>	USA
80	ITelagen, Inc.	<a href="http://www.itelagen.com">www.itelagen.com</a>	USA
81	Thinsolutions	<a href="http://www.thinsolutions.com">www.thinsolutions.com</a>	USA
82	ETG	<a href="http://www.etg.net">www.etg.net</a>	USA
83	eFrame, LLC	<a href="http://www.goeframe.com">www.goeframe.com</a>	USA
84	The Utility Company Ltd	<a href="http://www.theutilitycompany.com">www.theutilitycompany.com</a>	Canada
85	XBASE Technologies Corp	<a href="http://www.xbase.com">www.xbase.com</a>	Canada
86	Fifosys Ltd	<a href="http://www.fifosys.com">www.fifosys.com</a>	UK
87	Lanmark Technical Services	<a href="http://www.lanmark.co.uk">www.lanmark.co.uk</a>	UK
88	Compudyne, Inc	<a href="http://www.compudyne.net">www.compudyne.net</a>	USA
89	Integrated IT Solutions	<a href="http://www.IntegratedIT.com">www.IntegratedIT.com</a>	USA
90	Precision IT Group	<a href="http://www.precisionit.com">www.precisionit.com</a>	USA
91	Acropolis Technology Group	<a href="http://www.acropolistech.com">www.acropolistech.com</a>	USA
92	Computer Service Partners	<a href="http://www.cspinc.com">www.cspinc.com</a>	USA
93	The Launch Pad	<a href="http://www.launchpadonline.com">www.launchpadonline.com</a>	USA
94	Sinu, Inc.	<a href="http://www.sinu.com">www.sinu.com</a>	USA
95	PineApp Canada Inc	<a href="http://www.pineappcanada.com">www.pineappcanada.com</a>	Canada
96	Excalibur Technology Corp.	<a href="http://www.excaltech.com">www.excaltech.com</a>	USA
97	SLPowers	<a href="http://www.SLPowers.com">www.SLPowers.com</a>	USA
98	Global Data Consultants, LLC	<a href="http://www.globaldataconsultants.com">www.globaldataconsultants.com</a>	USA
99	SWC Technology Partners	<a href="http://www.swc.com">www.swc.com</a>	USA
100	iVenture	<a href="http://www.iventuresolutions.com">www.iventuresolutions.com</a>	USA

**MSPmentor 100: Companies Sorted Alphabetically Overview:** Here are the MSPmentor 100 companies sorted alphabetically.

<b>Rank</b>	<b>Company</b>	<b>Website</b>	<b>Country</b>
91	Acropolis Technology Group	<a href="http://www.acropolistech.com">www.acropolistech.com</a>	USA
36	Advanced Network Products	<a href="http://www.anp.net">www.anp.net</a>	USA
43	Agio Technology	<a href="http://www.agioit.com">www.agioit.com</a>	USA
22	All Covered	<a href="http://www.allcovered.com">www.allcovered.com</a>	USA
9	Amicus ITS	<a href="http://www.amicusits.co.uk">www.amicusits.co.uk</a>	UK
38	Anittel	<a href="http://www.anittel.com.au">www.anittel.com.au</a>	Australia
25	Appia Communications, Inc.	<a href="http://www.appiaservices.com">www.appiaservices.com</a>	USA
6	Apptix, Inc.	<a href="http://www.apptix.com">www.apptix.com</a>	USA
14	Atrion Networking Corp.	<a href="http://www.atrion.net">www.atrion.net</a>	USA
78	Azzurri Communications Pty	<a href="http://www.azzu.com.au">www.azzu.com.au</a>	Australia
31	BlueLock	<a href="http://www.bluelock.com">www.bluelock.com</a>	USA
7	Brennan VDI Pty Ltd	<a href="http://www.brennanit.com.au">www.brennanit.com.au</a>	Australia
40	Buchanan Technologies	<a href="http://www.buchanan.com">www.buchanan.com</a>	USA
68	Business Vitals	<a href="http://www.businessvitals.com">www.businessvitals.com</a>	USA
41	Capital Support	<a href="http://www.capitalsupport.com">www.capitalsupport.com</a>	UK
56	CHIPS Technology Group LLC	<a href="http://www.chipstechnologygroup.com">www.chipstechnologygroup.com</a>	USA
70	Circle Computer Resources	<a href="http://www.ccr.net">www.ccr.net</a>	USA
45	Claris Networks, LLC	<a href="http://www.clarisnetworks.com">www.clarisnetworks.com</a>	USA
24	Cobweb Solutions Ltd	<a href="http://www.cobweb.com">www.cobweb.com</a>	UK
88	Compudyne, Inc	<a href="http://www.compudyne.net">www.compudyne.net</a>	USA
18	Compushare	<a href="http://www.compushare.com">www.compushare.com</a>	USA
92	Computer Service Partners	<a href="http://www.cspinc.com">www.cspinc.com</a>	USA
46	CompuVision Systems Inc.	<a href="http://www.CompuVision.biz">www.CompuVision.biz</a>	Canada
66	Connected WorkPlace	<a href="http://www.CWPS.com">www.CWPS.com</a>	USA
65	Corporate Network Services	<a href="http://www.cornetser.com">www.cornetser.com</a>	USA
10	CoSentry.net,LLC	<a href="http://www.cosentry.com">www.cosentry.com</a>	USA
52	CT Networks	<a href="http://www.ctnetworks.net">www.ctnetworks.net</a>	USA
61	CWPS, Inc.	<a href="http://www.cwps.com">www.cwps.com</a>	USA

**(Companies D through L on next page)**

## MSPmentor 100: Companies Sorted Alphabetically (D-L)

69	Data Recovery Services LLC	<a href="http://www.drslc.net">http://www.drslc.net</a>	USA
58	Datapac	<a href="http://www.datapac.com">www.datapac.com</a>	Ireland
13	Dataprise, Inc.	<a href="http://www.dataprise.com">www.dataprise.com</a>	USA
34	designDATA	<a href="http://www.designdata.com">www.designdata.com</a>	USA
83	eFrame, LLC	<a href="http://www.goeframe.com">www.goeframe.com</a>	USA
35	Emerging I.T.	<a href="http://www.lanserve.com.au">www.lanserve.com.au</a>	Australia
55	Endsight	<a href="http://www.endsight.net">www.endsight.net</a>	USA
82	ETG	<a href="http://www.etg.net">www.etg.net</a>	USA
26	Eurodata Systems plc	<a href="http://www.eurodatasystems.com">www.eurodatasystems.com</a>	UK
96	Excalibur Technology Corp.	<a href="http://www.excaltech.com">www.excaltech.com</a>	USA
17	Eze Castle Integration	<a href="http://www.eci.com">www.eci.com</a>	USA
79	Fandotech, LLC.	<a href="http://www.fandotech.com">www.fandotech.com</a>	USA
86	Fifosys Ltd	<a href="http://www.fifosys.com">www.fifosys.com</a>	UK
27	Gladiator Technology	<a href="http://www.gladiatortechnology.com">www.gladiatortechnology.com</a>	USA
63	Global CTI Group, Inc.	<a href="http://www.gcti.com">www.gcti.com</a>	USA
98	Global Data Consultants, LLC	<a href="http://www.globaldataconsultants.com">www.globaldataconsultants.com</a>	USA
48	Green Fields Technology	<a href="http://www.greenfields.com">www.greenfields.com</a>	UK
60	GreenPages Technology	<a href="http://www.greenpages.com">www.greenpages.com</a>	USA
29	HEIT	<a href="http://www.goheit.com">www.goheit.com</a>	USA
5	Integr8 IT (Pty) Ltd	<a href="http://www.integr8it.com">www.integr8it.com</a>	S. Africa
89	Integrated IT Solutions	<a href="http://www.IntegratedIT.com">www.IntegratedIT.com</a>	USA
19	Interactive Data 7ticks	<a href="http://www.7ticks.com">www.7ticks.com</a>	USA
64	INTRUST GROUP	<a href="http://www.intrustgroup.com">www.intrustgroup.com</a>	USA
8	iomart Group plc	<a href="http://www.iomart.com">www.iomart.com</a>	UK
39	IT Authorities, Inc.	<a href="http://www.ITAuthorities.com">www.ITAuthorities.com</a>	USA
44	IT Lab Limited	<a href="http://www.itlab.com">www.itlab.com</a>	UK
80	ITelagen, Inc.	<a href="http://www.itelagen.com">www.itelagen.com</a>	USA
100	iVenture	<a href="http://www.iventuresolutions.com">www.iventuresolutions.com</a>	USA
76	Kanobe, Inc.	<a href="http://www.kanobe.com">www.kanobe.com</a>	USA
33	L7 Solutions Pty Ltd	<a href="http://www.l7.com.au">www.l7.com.au</a>	Australia
87	Lanmark Technical Services	<a href="http://www.lanmark.co.uk">www.lanmark.co.uk</a>	UK
1	Long View Systems	<a href="http://www.longviewsystems.com/">www.longviewsystems.com/</a>	Canada

**(Companies M through Z on next page)**

## MSPmentor 100: Companies Sorted Alphabetically (M-Z)

37	MicroMenders, Inc.	<a href="http://www.micromenders.com">www.micromenders.com</a>	USA
3	mindSHIFT Technologies, Inc.	<a href="http://www.mindshift.com">www.mindshift.com</a>	USA
50	Mirus IT Solutions	<a href="http://www.mirus-it.co.uk">www.mirus-it.co.uk</a>	UK
62	nasstar plc	<a href="http://www.nasstar.com">www.nasstar.com</a>	UK
21	Netarx, LLC	<a href="http://www.netarx.com">www.netarx.com</a>	USA
71	NetGain Technologies	<a href="http://www.NetGainIT.com">www.NetGainIT.com</a>	USA
49	Netgain Technology, Inc	<a href="http://www.NetgainHosting.com">www.NetgainHosting.com</a>	USA
59	Netsurit (Pty) Ltd.	<a href="http://www.netsurit.com">www.netsurit.com</a>	S. Africa
57	Network Outsource	<a href="http://www.networkoutsource.com">www.networkoutsource.com</a>	USA
15	Nexus Integration Services	<a href="http://www.nexusis.com">www.nexusis.com</a>	USA
2	niu	<a href="http://www.niu-solutions.com">www.niu-solutions.com</a>	UK
16	NSPI A Division of SARCOM	<a href="http://www.nspi.com">www.nspi.com</a>	USA
53	outsourceIT	<a href="http://www.outsourceitcorp.com">www.outsourceitcorp.com</a>	USA
28	PCMS	<a href="http://www.pcmsgroup.com">www.pcmsgroup.com</a>	USA
4	Perimeter E-Security	<a href="http://www.perimeterusa.com">www.perimeterusa.com</a>	USA
95	PineApp Canada Inc	<a href="http://www.pineappcanada.com">www.pineappcanada.com</a>	Canada
90	Precision IT Group	<a href="http://www.precisionit.com">www.precisionit.com</a>	USA
11	Presilient LLC	<a href="http://www.presilient.com">www.presilient.com</a>	USA
54	Safe Systems, Inc.	<a href="http://www.safesystems.com">www.safesystems.com</a>	USA
77	Service Assurance	<a href="http://www.serviceassurance.net">www.serviceassurance.net</a>	USA
94	Sinu, Inc.	<a href="http://www.sinu.com">www.sinu.com</a>	USA
97	SLPowers	<a href="http://www.SLPowers.com">www.SLPowers.com</a>	USA
12	SunGard Global Services	<a href="http://www.sungard.com">www.sungard.com</a>	India
99	SWC Technology Partners	<a href="http://www.swc.com">www.swc.com</a>	USA
75	Synoptek, Inc.	<a href="http://www.synoptek.com">www.synoptek.com</a>	USA
74	Techcare, L.L.C.	<a href="http://www.techcare.com">www.techcare.com</a>	USA
32	TekLinks	<a href="http://www.teklinks.com">www.teklinks.com</a>	USA
93	The Launch Pad	<a href="http://www.launchpadonline.com">www.launchpadonline.com</a>	USA
30	The Revere Group	<a href="http://www.reveregroup.com">www.reveregroup.com</a>	USA
84	The Utility Company Ltd	<a href="http://www.theutilitycompany.com">www.theutilitycompany.com</a>	Canada
81	Thinsolutions	<a href="http://www.thinsolutions.com">www.thinsolutions.com</a>	USA
23	Thrive Networks (a Staples Co.)	<a href="http://www.ThriveNetworks.com">www.ThriveNetworks.com</a>	USA
20	TriCore Solutions	<a href="http://www.tricoresolutions.com">www.tricoresolutions.com</a>	USA
47	Trivalent Group Inc.	<a href="http://www.trivalentgroup.com">www.trivalentgroup.com</a>	USA
73	Upic Solutions	<a href="http://www.upicsolutions.org">www.upicsolutions.org</a>	USA
51	Vintage IT Services	<a href="http://www.vintageits.com">www.vintageits.com</a>	USA
67	Xantrion	<a href="http://www.xantrion.com">www.xantrion.com</a>	USA
85	XBASE Technologies Corp	<a href="http://www.xbase.com">www.xbase.com</a>	Canada
72	Xcentric	<a href="http://www.xcentric.com">www.xcentric.com</a>	USA
42	ZyEdge, LLC	<a href="http://www.zyedge.com">www.zyedge.com</a>	USA

## MSPmentor 100: Top 100 Ranked By Managed Services Dollar Growth (2010 vs. 2009)

**Overview:** Here, the MSPmentor 100 companies are sorted based on recurring revenue dollar increase (2010 vs. 2009). Actual revenue growth figures are not displayed because MSPmentor guarantees survey participants dollar-figure confidentiality. Also, growth rankings are based on managed services revenue rather than overall company revenue.

Overall	\$ Growth	Company	Website
1	1	Long View Systems	<a href="http://www.longviewsystems.com/">www.longviewsystems.com/</a>
5	2	Integr8 IT (Pty) Ltd	<a href="http://www.integr8it.com">www.integr8it.com</a>
9	3	Amicus ITS	<a href="http://www.amicusits.co.uk">www.amicusits.co.uk</a>
43	4	Agio Technology	<a href="http://www.agioit.com">www.agioit.com</a>
38	5	Anittel	<a href="http://www.anittel.com.au">www.anittel.com.au</a>
8	6	iomart Group plc	<a href="http://www.iomart.com">www.iomart.com</a>
2	7	niu	<a href="http://www.niu-solutions.com">www.niu-solutions.com</a>
3	8	mindSHIFT Technologies, Inc.	<a href="http://www.mindshift.com">www.mindshift.com</a>
31	9	BlueLock	<a href="http://www.bluelock.com">www.bluelock.com</a>
12	10	SunGard Global Services	<a href="http://www.sungard.com">www.sungard.com</a>
21	11	Netarx, LLC	<a href="http://www.netarx.com">www.netarx.com</a>
7	12	Brennan VDI Pty Ltd	<a href="http://www.brennanit.com.au">www.brennanit.com.au</a>
20	13	TriCore Solutions	<a href="http://www.tricoresolutions.com">www.tricoresolutions.com</a>
19	14	Interactive Data 7ticks	<a href="http://www.7ticks.com">www.7ticks.com</a>
18	15	Compushare	<a href="http://www.compushare.com">www.compushare.com</a>
16	16	NSPI A Division of SARCOM	<a href="http://www.nspi.com">www.nspi.com</a>
51	17	Vintage IT Services	<a href="http://www.vintageits.com">www.vintageits.com</a>
42	18	ZyEdge, LLC	<a href="http://www.zyedge.com">www.zyedge.com</a>
13	19	Dataprise, Inc.	<a href="http://www.dataprise.com">www.dataprise.com</a>
47	20	Trivalent Group Inc.	<a href="http://www.trivalentgroup.com">www.trivalentgroup.com</a>
25	21	Appia Communications, Inc.	<a href="http://www.appiaservices.com">www.appiaservices.com</a>
29	22	HEIT	<a href="http://www.goheit.com">www.goheit.com</a>
32	23	TekLinks	<a href="http://www.teklinks.com">www.teklinks.com</a>
22	24	All Covered	<a href="http://www.allcovered.com">www.allcovered.com</a>
40	25	Buchanan Technologies	<a href="http://www.buchanan.com">www.buchanan.com</a>

**Recurring revenue dollar growth, companies 26-50, continued on next page**

**MSPmentor 100: Top 100 Ranked By  
Managed Services Dollar Growth (2010 vs. 2009)  
Companies 26-50**

<b>Overall</b>	<b>\$ Growth</b>	<b>Company</b>	<b>Website</b>
17	26	Eze Castle Integration	<a href="http://www.eci.com">www.eci.com</a>
39	27	IT Authorities, Inc.	<a href="http://www.ITAuthorities.com">www.ITAuthorities.com</a>
4	28	Perimeter E-Security	<a href="http://www.perimeterusa.com">www.perimeterusa.com</a>
56	29	CHIPs Technology Group LLC	<a href="http://www.chipstechnologygroup.com">www.chipstechnologygroup.com</a>
37	30	MicroMenders, Inc.	<a href="http://www.micromenders.com">www.micromenders.com</a>
14	31	Atrion Networking Corp.	<a href="http://www.atrion.net">www.atrion.net</a>
10	32	CoSentry.net,LLC	<a href="http://www.cosentry.com">www.cosentry.com</a>
34	33	designDATA	<a href="http://www.designdata.com">www.designdata.com</a>
35	34	Emerging I.T.	<a href="http://www.lanserve.com.au">www.lanserve.com.au</a>
64	35	INTRUST GROUP	<a href="http://www.intrustgroup.com">www.intrustgroup.com</a>
15	36	Nexus Integration Services	<a href="http://www.nexusis.com">www.nexusis.com</a>
53	37	outsourcEIT	<a href="http://www.outsourceitcorp.com">www.outsourceitcorp.com</a>
28	38	PCMS	<a href="http://www.pcmsgroup.com">www.pcmsgroup.com</a>
54	39	Safe Systems, Inc.	<a href="http://www.safesystems.com">www.safesystems.com</a>
30	40	The Revere Group	<a href="http://www.reveregroup.com">www.reveregroup.com</a>
77	41	Service Assurance	<a href="http://www.serviceassurance.net">www.serviceassurance.net</a>
50	42	Mirus IT Solutions	<a href="http://www.mirus-it.co.uk">www.mirus-it.co.uk</a>
41	43	Capital Support	<a href="http://www.capitalsupport.com">www.capitalsupport.com</a>
45	44	Claris Networks, LLC	<a href="http://www.clarisnetworks.com">www.clarisnetworks.com</a>
48	45	Green Fields Technology	<a href="http://www.greenfields.com">www.greenfields.com</a>
86	46	Fifosys Ltd	<a href="http://www.fifosys.com">www.fifosys.com</a>
84	47	The Utility Company Ltd	<a href="http://www.theutilitycompany.com">www.theutilitycompany.com</a>
55	48	Endsight	<a href="http://www.endsight.net">www.endsight.net</a>
61	49	CWPS, Inc.	<a href="http://www.cwps.com">www.cwps.com</a>
23	50	Thrive Networks (Staples Co.)	<a href="http://www.ThriveNetworks.com">www.ThriveNetworks.com</a>

**Recurring revenue dollar growth, companies 51-75, continued on next page**

**MSPmentor 100: Top 100 Ranked By  
Managed Services Dollar Growth (2010 vs. 2009)  
Companies 51-75**

<b>Overall</b>	<b>\$ Growth</b>	<b>Company</b>	<b>Website</b>
49	51	Netgain Technology, Inc	<a href="http://www.NetgainHosting.com">www.NetgainHosting.com</a>
78	52	Azzurri Communications Pty	<a href="http://www.azzu.com.au">www.azzu.com.au</a>
33	53	L7 Solutions Pty Ltd	<a href="http://www.l7.com.au">www.l7.com.au</a>
95	54	PineApp Canada Inc	<a href="http://www.pineappcanada.com">www.pineappcanada.com</a>
44	55	IT Lab Limited	<a href="http://www.itlab.com">www.itlab.com</a>
52	56	CT Networks	<a href="http://www.ctnetworks.net">www.ctnetworks.net</a>
27	57	Gladiator Technology	<a href="http://www.gladiatortechnology.com">www.gladiatortechnology.com</a>
63	58	Global CTI Group, Inc.	<a href="http://www.gcti.com">www.gcti.com</a>
80	59	ITelagen, Inc.	<a href="http://www.itelagen.com">www.itelagen.com</a>
62	60	nasstar plc	<a href="http://www.nasstar.com">www.nasstar.com</a>
11	61	Presilient LLC	<a href="http://www.presilient.com">www.presilient.com</a>
74	62	Techcare, L.L.C.	<a href="http://www.techcare.com">www.techcare.com</a>
85	63	XBASE Technologies Corp	<a href="http://www.xbase.com">www.xbase.com</a>
72	64	Xcentric	<a href="http://www.xcentric.com">www.xcentric.com</a>
93	65	The Launch Pad	<a href="http://www.launchpadonline.com">www.launchpadonline.com</a>
66	66	Connected WorkPlace	<a href="http://www.CWPS.com">www.CWPS.com</a>
81	67	Thinsolutions	<a href="http://www.thinsolutions.com">www.thinsolutions.com</a>
69	68	Data Recovery Services LLC	<a href="http://www.drslc.net">http://www.drslc.net</a>
94	69	Sinu, Inc.	<a href="http://www.sinu.com">www.sinu.com</a>
98	70	Global Data Consultants, LLC	<a href="http://www.globaldataconsultants.com">www.globaldataconsultants.com</a>
92	71	Computer Service Partners	<a href="http://www.cspinc.com">www.cspinc.com</a>
90	72	Precision IT Group	<a href="http://www.precisionit.com">www.precisionit.com</a>
24	73	Cobweb Solutions Ltd	<a href="http://www.cobweb.com">www.cobweb.com</a>
58	74	Datapac	<a href="http://www.datapac.com">www.datapac.com</a>
67	75	Xantrion	<a href="http://www.xantrion.com">www.xantrion.com</a>

**Recurring revenue dollar growth, companies 76-10, continued on next page**



**MSPmentor 100: Top 100 Ranked By  
Managed Services Dollar Growth (2010 vs. 2009)  
Companies 76-100**

<b>Overall</b>	<b>\$ Growth</b>	<b>Company</b>	<b>Website</b>
71	76	NetGain Technologies	<a href="http://www.NetGainIT.com">www.NetGainIT.com</a>
82	77	ETG	<a href="http://www.etg.net">www.etg.net</a>
59	78	Netsurit (Pty) Ltd.	<a href="http://www.netsurit.com">www.netsurit.com</a>
99	79	SWC Technology Partners	<a href="http://www.swc.com">www.swc.com</a>
57	80	Network Outsource	<a href="http://www.networkoutsource.com">www.networkoutsource.com</a>
100	81	iVenture	<a href="http://www.iventuresolutions.com">www.iventuresolutions.com</a>
96	82	Excalibur Technology Corp.	<a href="http://www.excaltech.com">www.excaltech.com</a>
79	83	Fandotech, LLC.	<a href="http://www.fandotech.com">www.fandotech.com</a>
89	84	Integrated IT Solutions	<a href="http://www.IntegratedIT.com">www.IntegratedIT.com</a>
87	85	Lanmark Technical Services	<a href="http://www.lanmark.co.uk">www.lanmark.co.uk</a>
97	86	SLPowers	<a href="http://www.SLPowers.com">www.SLPowers.com</a>
76	87	Kanobe, Inc.	<a href="http://www.kanobe.com">www.kanobe.com</a>
73	88	Upic Solutions	<a href="http://www.upicsolutions.org">www.upicsolutions.org</a>
91	89	Acropolis Technology Group	<a href="http://www.acropolistech.com">www.acropolistech.com</a>
88	90	Compudyne, Inc	<a href="http://www.compudyne.net">www.compudyne.net</a>
75	91	Synoptek, Inc.	<a href="http://www.synoptek.com">www.synoptek.com</a>
65	92	Corporate Network Services	<a href="http://www.cornetser.com">www.cornetser.com</a>
60	93	GreenPages Technology	<a href="http://www.greenpages.com">www.greenpages.com</a>
83	94	eFrame, LLC	<a href="http://www.goeframe.com">www.goeframe.com</a>
70	95	Circle Computer Resouces, Inc.	<a href="http://www.ccr.net">www.ccr.net</a>
68	96	Business Vitals	<a href="http://www.businessvitals.com">www.businessvitals.com</a>
26	97	Eurodata Systems plc	<a href="http://www.eurodatasystems.com">www.eurodatasystems.com</a>
46	98	CompuVision Systems Inc.	<a href="http://www.CompuVision.biz">www.CompuVision.biz</a>
36	99	Advanced Network Products	<a href="http://www.anp.net">www.anp.net</a>
6	100	Apptix, Inc.	<a href="http://www.apptix.com">www.apptix.com</a>

## MSPmentor 100: Top 20 European Companies

**Overview:** This is the first time MSPmentor has developed a detailed European list. For the top 20 MSPs in Europe, recurring revenues were US\$196 million in 2010, up 21% from 2009. The top 20 companies managed 148,738 desktop and mobile devices, up 27 percent from 2009 to 2010. Also, the top 20 European MSPs managed 31,613 servers and network devices in 2010, up 29% from 2009. Here's the list.

Rank	Company	Website	First	Last	Title
1	niu	<a href="http://www.niu-solutions.com">www.niu-solutions.com</a>	Gary	Woodward	CEO
2	iomart Group plc	<a href="http://www.iomart.com">www.iomart.com</a>	Angus	MacSween	CEO
3	Amicus ITS	<a href="http://www.amicusits.co.uk">www.amicusits.co.uk</a>	Steve	Jackson	CEO
4	Cobweb Solutions Ltd	<a href="http://www.cobweb.com">www.cobweb.com</a>	Paul	Hannam	CEO
5	Eurodata Systems plc	<a href="http://www.eurodatasystems.com">www.eurodatasystems.com</a>	Des	Lekerman	Co-founder
6	Capital Support	<a href="http://www.capitalsupport.com">www.capitalsupport.com</a>	David	Mansfield	CEO
7	IT Lab Limited	<a href="http://www.itlab.com">www.itlab.com</a>	Sebastian	Gray	CEO
8	Green Fields Technology	<a href="http://www.greenfields.com">www.greenfields.com</a>	Matthew	Tomon	Managing Dir.
9	Datapac	<a href="http://www.datapac.com">www.datapac.com</a>	Dave	Kirb	GM
10	nasstar plc	<a href="http://www.nasstar.com">www.nasstar.com</a>	Charles	Black	CEO
11	Fifosys Ltd	<a href="http://www.fifosys.com">www.fifosys.com</a>	Mitesh	Patel	Managing Dir.
12	Lanmark Tech. Services	<a href="http://www.lanmark.co.uk">www.lanmark.co.uk</a>	Stephen	Winchcombe	Managing Dir.
13	Trilogy Technologies	<a href="http://www.trilogytechnologies.ie">www.trilogytechnologies.ie</a>	Edel	Creely	Managing Dir.
14	Typetec Ltd.	<a href="http://www.typetec.ie">www.typetec.ie</a> <a href="http://www.schutte-informatisering.nl">www.schutte-informatisering.nl</a>	Paul	Dooley	CEO
15	Schutte Informatisering	<a href="http://www.schutte-informatisering.nl">www.schutte-informatisering.nl</a>	Marcel	Schutte	CEO
16	Orchid IT	<a href="http://www.orchidit.com">www.orchidit.com</a>	Brett	Critchley	Managing Dir.
17	I&O Netsys	<a href="http://www.ieno.nl">www.ieno.nl</a>	Mark	Bais	Director
18	Certus IT Ltd	<a href="http://www.certusit.com">www.certusit.com</a>	Lynne	Fodor	Managing Dir.
19	Circle IT Solutions Ltd	<a href="http://www.circleit.co.uk">www.circleit.co.uk</a>	Roger	Harry	Managing Dir.
20	ACS Office Solutions	<a href="http://www.acs365.co.uk">www.acs365.co.uk</a>	Jon	Thorpe	Managing Dir.

## MSPmentor 100: Top 20 Australian Companies

**Overview:** For the 2011 survey, MSPmentor has created a detailed Australian list. For the top 20 MSPs in Australia, recurring revenues jumped to US\$71.5 million in 2010, up 36 percent from 2009. Also, the top 20 MSPs in Australia managed 75,823 mobile and desktop devices in 2010, up 37% from 2009. And those same MSPs managed 21,892 servers and network devices, up 53% in 2010 vs. 2009. Overall, the top 20 Australian MSPs are smaller than their European counterparts but growing faster. Here's the list.

Rank	Company	Website	First	Last	Title
1	Brennan VDI Pty Ltd	<a href="http://www.brennanit.com.au">www.brennanit.com.au</a>	David	Stevens	Managing Dir.
2	L7 Solutions Pty Ltd	<a href="http://www.l7.com.au">www.l7.com.au</a>	Mathew	Sullivan	CEO
3	Emerging I.T.	<a href="http://www.lanserve.com.au">www.lanserve.com.au</a>	Dean	Wilson	Managing Dir.
4	Anittel	<a href="http://www.anittel.com.au">www.anittel.com.au</a>	Ilkka	Tales	CEO
5	Azzurri Communications Pty	<a href="http://www.azzu.com.au">www.azzu.com.au</a>	Jonathon	Evans	Managing Dir.
6	Thomas Duryea Consulting	<a href="http://www.thomasduryea.com.au">www.thomasduryea.com.au</a>	Andrew	Thomas	CEO
7	eNerds	<a href="http://www.enerds.com.au">www.enerds.com.au</a>	Jamie	Warner	CEO
8	Cymax Pty Ltd	<a href="http://www.cymax.com.au">www.cymax.com.au</a>	Sean	Dendle	Managing Dir.
9	Bekkers	<a href="http://www.bekkers.com.au">www.bekkers.com.au</a>	Jamie	Bekkers	Managing Dir.
10	Calvert Technologies	<a href="http://www.calvert.net.au">www.calvert.net.au</a>	Dean	Calvert	Managing Dir.
11	Blue Orange Technology	<a href="http://www.blueorangetech.com.au">www.blueorangetech.com.au</a>	Allister	Lewisson	CEO
12	iStar Networks	<a href="http://www.istar.net.au">www.istar.net.au</a>	Aaron	Hawke	CEO
13	TechOnline Pty Ltd	<a href="http://www.techonline.com.au">www.techonline.com.au</a>	Ian	Bloomfield	Director
14	MSP Blueshift MGR Information	<a href="http://www.mspblueshift.com.au">www.mspblueshift.com.au</a>	Jan	Chapman	Director Managing
15	Technology	<a href="http://www.mgrit.com.au/">www.mgrit.com.au/</a>	Stephen	Griffin	Partner
16	Rock IT Support	<a href="http://www.rockitsupport.com.au">www.rockitsupport.com.au</a>	Nik	Devidas	Managing Dir.
17	Net Intellect Pty Ltd	<a href="http://www.netintellect.com.au">www.netintellect.com.au</a>	Andre	Dowding	Managing Dir.
18	Innerworx Pty Ltd	<a href="http://www.innerworx.com.au">www.innerworx.com.au</a>	Alexandre	Diss	Managing Dir.
19	Mango 4 Office Technology	<a href="http://www.mango4.com.au">www.mango4.com.au</a>	Tony	Gambling	GM
20	Zeara Managed Services	<a href="http://www.zeara.com.au">www.zeara.com.au</a>	Matthew	Keleher	Managing Dir.

## MSPmentor 100: Top 10 African Companies

**Overview:** MSPmentor reviewed Africa-based MSPs in years past but we didn't crunch the numbers to develop a top 10 list. This year's survey shows some interesting statistics. The top 10 MSPs in Africa generated US\$51.9 million in recurring revenues for 2010, up 34 percent from 2009. Those 10 MSPs managed 20,952 mobile and desktop devices, up 38 percent from 2009. Also, the MSPs maintained 5,398 servers and network devices, up a stellar 50 percent from 2009. Here's the list:

Rank	Company	Website	First	Last	Title
1	Integr8 IT (Pty) Ltd	<a href="http://www.integr8it.com">www.integr8it.com</a>	Rob	Sussman	Joint CEO
2	Netsurit (Pty) Ltd.	<a href="http://www.netsurit.com">www.netsurit.com</a>	Orrin	Klopper	CEO
3	Space Age Technologies	<a href="http://www.spaceage.co.za/">www.spaceage.co.za/</a>	Mark	Geschke	Managing Dir.
4	Network Configurations	<a href="http://www.netconfig.co.za">www.netconfig.co.za</a>	Iain	Emerson	CEO
5	Numata Business IT Network Integrated	<a href="http://www.numata.co.za">www.numata.co.za</a>	Jakobus	Koorts	CEO
6	Technologies	<a href="http://www.networkit.co.za">www.networkit.co.za</a>	Victor	Ribeiro	Managing Dir.
7	CyberLogic	<a href="http://www.cyberlogic.co.za">www.cyberlogic.co.za</a>	Edge	Bisset	CEO
8	Multi-Media Computers	<a href="http://www.mmc.za.com">www.mmc.za.com</a>	Rita	Whittington	Managing Dir. Joint Managing
9	Xpand IT	<a href="http://www.xpandit.co.za">www.xpandit.co.za</a>	Steve	Preston	Dir.
10	AmbiTech Solutions	<a href="http://www.ambitechsolutions.com">www.ambitechsolutions.com</a>	Herby	Olschewski	CEO

## **MSPmentor 100 Report: Conclusions**

This is an intriguing time for the managed services market. On the one hand, some pundits continue to hype the managed services industry. But on the other hand, some skeptics wonder if cloud computing will crush established and aspiring MSPs. In reality, the best MSPs are already cashing in on the cloud, as our research shows. In 2010, the world's top 100 MSPs exceeded \$1 billion in combined revenues for the very first time. Top MSPs continue to generate double-digit – and sometimes, triple-digit – growth rates. And a growing number of MSPs are deploying SaaS and cloud applications on their own, or leveraging major partners like Google and Microsoft.

In short, the best MSPs are gaining first-mover advantage in the cloud – just as they did in the managed services market.

Still, MSPmentor cautions the managed services industry: Cloud computing, like managed services before it, is in its hype stage. Some VARs and MSPs will surely fail in the age of cloud computing. But standing still isn't much of an option.



## Research Schedule and Project Overviews

Nine Lives Media Inc., owner of MSPmentor, produces multiple research reports each year. Here's a sampling:

- **MSPmentor 100:** Tracking the world's top 100 managed services providers. Annual global survey runs October through December, with results published each February. Details: <http://www.mspmentor.net/top-100-msps>
- **MSPmentor 250:** Identifying the world's top managed services executives, entrepreneurs and experts. Annual global survey runs February through July, with results published each August. Details: <http://www.mspmentor.net/top-250-people>
- **Talkin' Cloud 50:** Celebrating the top 50 VARs and MSPs working within cloud computing. Initial survey runs Q1 2011 with results in Q2 2011. Details: <http://www.talkincloud.com/biz-talk/talkin-cloud-50>
- **Talkin' Cloud Stock Index:** Updated each Friday after U.S. markets close. The stock index tracks 20 publicly held cloud computing companies, providing a reality check on the cloud market. Details: <http://www.talkincloud.com/biz-talk/talkin-cloud-stock-index>
- **The VAR Guy's Channel Finance 25:** Identifying financial pipelines, lenders, leasing experts and other funding sources that can potentially assist VARs, MSPs and solutions providers. Initial survey ran Q4 2010 with results in Q2 2011. Details: <http://www.thevarguy.com/channel-finance-25/>

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