

A SUPPLEMENT TO

accountingTODAY



THE 2014 VAR 100

- OUR ANNUAL RANKING OF THE TOP RESELLERS
- HAVE THEY MOVED BEYOND JUST BEING VARS?
- THEIR CHALLENGES — AND SUCCESS STRATEGIES

The 2014 VAR 100

	Company / Location	Revenue (\$ mns)	Offices	Staff	Top executive(s)	Accounting software
1	Columbus IT Partners ¹ / Copenhagen	160.91	40	840	Thomas Honore	Dynamics NAV, AX
2	McGladrey / Chicago	131.49	75	544	Brian Becker	Dynamics GP, SL, AX, CRM; NetSuite
3	Tribridge / Tampa, Fla.	118.00	13	600	Tony DiBenedetto	Dynamics GP, SL, NAV, AX
4	Crowe Horwath / Chicago	70.90	28	293	Joe Santucci	Dynamics GP, AX, CRM
5	Armanino / San Ramon, Calif.	56.00	6	200	Tom Mescall	Dynamics GP, AX; Intacct
6	UXC Eclipse ² / New York City (U.S. headquarters)	55.38	18	600	Bradley Stroop	Dynamics GP, SL, NAV, AX
7	Professional Advantage / Fargo, N.D.	44.00	7	228	D.Rippingale, S.Howcroft	Dynamics GP, AX, CRM; Infor FMS SunSystems
8	Edgewater Fullscope ^A / Athens, Ala.	37.30	3	90	R. Smith, J. Scandar	Dynamics AX
9	Sikich / Naperville, Ill.	36.50	8	148	Jeff Rudolph	Dynamics GP, SL, NAV, AX; NetSuite; Abila MIP; Epicor
10	Net@Work / New York City	34.50	13	155	Alex & Edward Solomon	Sage 100 ERP, 300, 500, X3 ERP; Abila MIP
11	Wipfli / Milwaukee	32.00	25	230	Rick Dreher	Dynamics GP, AX; Abila MIP; QuickBooks
12	SBS Group / Edison, N.J.	30.00	38	200	James Bowman	Dynamics GP, SL, NAV, AX; Acumatica ERP
13	Sunrise Technologies / Winston Salem, N.C.	26.37	5	130	John Pence	Dynamics AX
14	ADSS Global / Exton, Pa., and Miami	25.75	52	130	Robert Campbell	Sage 100 ERP, 300, X3
15	Western Computer ^A / Oxnard, Calif.	24.72	14	120	Tom Bardos	Dynamics NAV, AX
16	Blytheco / Laguna Hills, Calif.	24.00	7	110	Stephen Blythe	Sage 100 ERP, X3; NetSuite
17	Socius / Dublin, Ohio	23.30	28	95	Jeff Geisler	Dynamics GP, SL, NAV, AX; Sage 100 ERP, 500; Syspro
18	I.B.I.S. Inc. ³ / Peachtree Corners, Ga.	22.01	3	100+	Andy Vabulas	Dynamics GP, AX
19	Ignify / Long Beach, Calif.	22.00	12	350	Sandeep Walia	Dynamics AX
20	InterDyn BMI / Minneapolis	20.47	16	107	J. Hendrickson, B. Wilton	Dynamics GP, SL, NAV, AX
21	CliftonLarsenAllen / Minneapolis	20.00	20	80	Gordy Viere	Sage 100 ERP, 300; Intacct
22	Clients First Business Solutions / Holmdel, N.J.	19.75	8	86	Thomas Falteich	Dynamics AX, NAV, NAV-X; Sage 100, 500, X3; Acumatica; Epicor
23	BAASS Business Solutions / Toronto and Miami	19.50	15	98	Joe Arnone	Sage 300 ERP, X3; Deltek; NetSuite
24	Vision33 / Irvine, Calif.	19.11	14	107	Tony Whalen	SAP B1
25	NexTec Group / Seattle	19.00	10	90	Eric Frank	Dynamics GP, SL, AX; Sage 500 ERP, X3
26	Rand Group / Houston	18.20	3	100	Ron Rand	Dynamics GP, NAV, AX, CRM; Microsoft SharePoint; Project TrAX
27	SWK Technologies Inc. / Livingston, N.J.	17.40	7	80	Jeff Roth	Sage 100 ERP, 500, X3, BusinessWorks, Pro; NetSuite; Acumatica
28	AKA Enterprise Solutions / New York City	17.00	3	64	Alan Kahn, Jack Ades	Dynamics GP, AX
29	Aktion Associates / Maumee, Ohio	16.70	9	100	Scott Irwin	Sage 300 Const./RE, 100 Contractor; Deltek Vision; Infor; Intacct
30	Broadpoint Inc. / Bethesda, Md.	16.70	2	90	Lee Raesly	Dynamics GP, SL, AX; Oracle E-Business Suite
31	Eide Bailly / Fargo, N.D.	13.00	7	80	Scott Kost	Sage 100 ERP, 500; NetSuite; Intacct
32	Collins Computing Inc. / Mission Viejo, Calif.	12.20	1	47	Randy Forkner	Dynamics AX, GP
33	Saratoga Technologies / Johnson City, Tenn.	11.89	3	85	David Temple	Dynamics GP
34	SCS Inc. / Glendale, Calif.	11.50	3	50+	Kolbeinn Einarsson	Dynamics NAV
35	Finley & Cook / Shawnee, Okla.	11.00	4	200+	Kevin Huddleston	Dynamics NAV, CRM; Serenic Navigator
36	Sererra / Irvine, Calif.	11.00	6	80	Vijay Saha, Nik Puni	Intacct; NetSuite
37	LBMC Technologies / Nashville, Tenn.	11.00	3	50	Stacy Schuettler	Dynamics GP, SL; Intacct
38	Central Consulting Group / Minneapolis	11.00	3	30	J. Falkganger, J. Nelson	Deltek Vision; Intacct; CCG Products; Adaptive Insights
39	BKD Technologies / Springfield, Mo.	10.50	33	40	Mike Burlew	Dynamics GP, AX; Sage 100 ERP, 500, X3
40	ERP Guru / Montreal	10.00	3	75	Martin McNicoll	NetSuite
41	SIS Software / Duluth, Ga.	10.00	6	45	Steven Mulka	Dynamics SL, AX
42	Diamond Municipal Solutions ⁴ / Edmonton, Alberta	9.80	4	50	David Burke	Dynamics GP
43	Crestwood Associates / Mount Prospect, Ill.	9.30	3	46	B. McGuckin, T. Thompson	Dynamics GP, SL; Acumatica
44	DSD Business Systems / San Diego	8.70	30	81	Doug Deane	Sage 50, 100 ERP, 300, 500, BusinessWorks, FAS, HRMS
45	Cargas Systems / Lancaster, Pa.	8.63	2	54	C. Cargas, M. Yeager	Dynamics GP; Intacct
46	Navigator Business Solutions / Salt Lake City	8.60	16	50	Grant Fraser	SAP Business ByD, B1, B1 On Demand
47	TM Group / Farmington Hills, Mich.	8.40	2	47	Judy Thomas	Dynamics GP, SL, NAV; NetSuite
48	BCG Systems / Akron, Ohio	8.10	3	37	Mark Goodson	Dynamics GP; NetSuite
49	Explore Consulting / Bellevue, Wash.	7.90	1	49	Steve Jones	NetSuite
50	Accordant Co. / Morristown, N.J.	7.80	4	29	Robert Sandelands	Sage 100 Contractor, 300 Construction/RE

Key: All revenues are FY 2013, in U.S. dollars. In cases of ties in revenue, the firm with the larger staff was given the higher ranking. **A** Accounting Today estimate
Abila MIP — Abila MIP Fund Accounting ByD — SAP Business ByDesign B1 — SAP Business One Sage 300 Construction/RE — Sage 300 Construction + Real Estate

Notes: 1. Revenue from annual earnings report. 2. 2013 revenue of parent company UXC Ltd., converted from Australian dollars (AU \$59 mn)

3. Revenue figure estimated by Accounting Today; all other figures company-supplied. 4. A division of StarDyne Technologies Inc.

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51 MIG & Co. / White Plains, N.Y.	7.70	2	34	Eric McGuardian	Dynamics GP, SL; NetSuite
52 Godlan Inc. / Clinton Township, Mich.	7.50	2	36	Ed Lanko	Infor SyteLine ERP
53 Altico Advisors / Marlborough, Mass.	7.50	1	34	R. Maloney, M. Kean	Dynamics GP; NetSuite
54 PA Group / Chattanooga, Tenn.	7.30	2	38	Jon Buchan	Dynamics AX
55 Aztec Systems / Dallas	7.21	1	23	Marcelo França	Dynamics GP, NAV; Sage
56 VistaVu Solutions / Houston	7.20	2	33	Jory Lamb	SAP B1, FieldVu
57 Demand Solutions Group / Campbell, Calif.	7.03	3	40	T. Fitzwater, A. Arvin	NetSuite; Adaptive Insights; Avalara; Concur
58 WAC Solution Partners / Northborough, Mass.	7.00	13	48	Robert Distler	Sage; B1, ByD; NetSuite; Abila MIP; QBE; AccountMate; TIW Alere
59 RKL eSolutions / Lancaster, Pa.	7.00	3	38	Joe Noll	Sage 100 ERP, 500, X3
60 Encore Business Solutions² / Winnepeg, Manitoba	6.94	3	55	Brent Twist	Dynamics GP, NAV, AX
61 MIBAR.net / New York City	6.90	1	29	Bart Nachimow	Dynamics GP; NetSuite; AccountMate
62 Info Sys Management Inc. (ISM) / Portland, Ore.	6.70	5	30	BJ O'Reilly	Sage 100 ERP, 300, 500, X3
63 WhiteOwl / Miami	6.43	5	54	Stuart Rosenberg	Dynamics GP, AX; Blackbaud; Intacct
64 CompuData Inc. / Philadelphia	6.40	1	29	Angela Nadeau	Sage; Epicor; Intacct
65 Accountnet Inc. / New York City	6.40	4	24	J. Peace, A. McAllister	Dynamics GP, SL; Acumatica
66 BCS Prosoft / San Antonio	6.33	4	36	C. Haley, W. Vespe	Sage 100 ERP; Deltek Vision; NetSuite
67 NXTurn / Houston	6.32	2	21	Dave McGee	NetSuite
68 ABC Computers / Waupaca, Wis.	6.19	4	43	Mark Christie	Dynamics NAV
69 FMT Consultants^A / Carlsbad, Calif.	6.06	2	40	Eric Casazza	Dynamics GP; SAP ByD; NetSuite
70 Achieve IT Solutions / Port Jefferson, N.Y.	6.06	5	34	Tim Singleton	SAP B1
71 eSoftware Professionals / Portland, Ore.	6.00	1	25	Jody Leoni	Dynamics NAV; eFood-ERP; Ceres
72 AVF Consulting / Baltimore	6.00	1	23	Andrew Fass	Dynamics NAV; Serenic Navigator; K12 Enterprise
73 e2b Teknologies / Chardon, Ohio	5.90	1	44	Bill and Lynne Henslee	Sage 100 ERP, 500, X3, CRM; Epicor ERP; Sugar CRM
74 InterDyn Artis / Charlotte, N.C.	5.70	2	25	Kurt Voorhies	Dynamics GP, CRM; Intacct
75 Jovaco Solutions Inc. / Montreal	5.60	2	50	Jonatan Coutu	Dynamics GP, CRM
76 Britec Computer Systems / Calgary	5.50	6	40	Roger Katarey	Sage 300 ERP, X3, CRM, HRMS, BusinessVision
77 Third Wave Business Systems / Wayne, N.J.	5.50	5	36	Korey Lind	Dynamics GP; SAP B1
78 InterDyn Lanac Technology^A / Chicago	5.47	1	22	Dale May	Dynamics GP
79 Tridea Partners^A / Solana Beach, Calif.	5.42	3	26	Andy Collins	Dynamics GP, AX
80 Kerr Consulting / The Woodlands, Tex.	5.20	7	33	Dave Kerr	Sage 300 ERP, X3; Abila MIP; CYMA; AccountMate
81 Raffa / Washington, D.C.	5.20	2	23	Seth Zarny, Tom Raffa	Dynamics GP, SL; Intacct
82 Arxis Technology Inc. / Simi Valley, Calif.	5.20	4	22	D. Cieslak, B. Gaby	Sage 100 ERP, 300, 500, X3; Intacct
83 Technology Mngmt. Concepts / Marina Del Rey, Calif.	5.15	1	23	Jennifer Harris	Dynamics GP, NAV, SL; NetSuite
84 Queue Associates / New York	5.10	5	50+	Jeffrey Goldstein	Dynamics GP, SL, AX, CRM
85 SSi Consulting / McLean, Va.	5.10	3	20	Bill Aiton	Dynamics GP, SL; Intacct; Unanet
86 Kianoff & Associates / Birmingham, Ala.	5.04	1	22	Lisa Kianoff	Dynamics GP; Sage 100 ERP, 500; Intacct
87 OmniVue / Atlanta	5.00	1	30	Jeff Pyden	Dynamics GP, NAV, AX, CRM
88 Delphia Consulting / Columbus, Ohio	4.80	1	30	Brian Delphia	Sage HRMS
89 Synergy Business Solutions / Portland, Ore.	4.80	5	24	Steven Toth	Dynamics SL; Intacct
90 Southeast Computer Solutions / Miami	4.80	2	23	Sonia Ferrera	Sage 100 ERP, 300, 500, X3
91 Martin & Associates / Cincinnati	4.80	1	22	Kevin Martin	Dynamics GP; Sage 100 ERP, 500; Intacct
92 Business Solution Partners / Roslyn, N.Y.	4.80	3	19	David Smootha	NetSuite; Dynamics GP; Adaptive Insights
93 Brittenford Systems / Reston, Va.	4.75	1	20	S. Mahoney, B. Dietz	Dynamics GP, SL; Intacct
94 Acuity Business Solutions / Reston, Va.	4.70	1	13	June Jewell	Deltek Vision, First GovCon Essentials, First Vision Essentials
95 NexVue Information Systems^A / Stamford, Conn.	4.66	1	15	Daniel Schwartz	Dynamics SL; Acumatica
96 The Resource Group / Renton, Wash.	4.60	1	21	Marty & Denise Schillaci	Dynamics GP; Intacct
97 Intellitec Solutions / Wilmington, Del.	4.50	1	24	Rick Sommer	Dynamics GP, SL, CRM; Intacct
98 T3 Information Systems / Washington, D.C.	4.35	1	18	M. Adamowicz, C. McCarthy	Dynamics GP, SL
99 Aronson & Co. / Rockville, Md.	4.31	1	19	Chavol Wilcox	Sage 300 Construction/RE, 100 Contractor, Estimating; Deltek
100 Micro Force / Huntington Station, N.Y.	4.25	2	15	Jim McCann	Dynamics GP

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Notes: 5. Figures reflect a December 2012 acquisition that added 25 team members. Does not reflect an acquisition in March 2014.