

A SUPPLEMENT TO
accountingTODAY

VAR 100

FILLING THE TOOLBOX

Our annual ranking of the top resellers



The 2013 VAR 100

	Company / Location	Revenue (\$ mns)	Offices	Staff	Top executive(s)	Accounting software
1	Tectura ¹ / Pleasanton, Calif.	220.00	45	1,400	Duane Bell	Dynamics GP, SL, NAV, AX
2	Columbus IT Partners ² / Copenhagen	155.00	40	872	Thomas Honore	Dynamics NAV, AX
3	Tribridge / Tampa, Fla.	110.00	14	475	Tony DiBenedetto	Dynamics GP, SL, NAV, AX
4	McGladrey / Chicago	89.94	75	428	Brian Becker	Dynamics GP, SL, AX; Deltek Premier; Intacct; NetSuite
5	UXC Eclipse ³ / New York City (U.S. headquarters)	85.00	14	410	David Weiner	Dynamics GP, AX
6	Crowe Horwath / Chicago	61.10	28	270	Joe Santucci	Dynamics GP, AX
7	Armano / San Ramon, Calif.	46.00	6	41	Tom Mescall	Dynamics GP, AX; Intacct
8	Professional Advantage / Fargo, N.D. (U.S. HQ)	42.00	7	225	Derek Rippingale	Dynamics GP, AX; Infor FMS SunSystems
9	Edgewater Fullscope ^A / Athens, Ala.	33.30	4	90	Russell Smith	Dynamics AX
10	Net@Work / New York City	33.00	13	152	A. Solomon / E. Solomon	Sage 100 ERP, 300, 500, X3; Fund Accounting 100
11	Sikich / Naperville, Ill.	29.50	9	125	Jeff Rudolph	Dynamics GP, NAV, AX
12	Wipfli / Milwaukee	28.00	22	223	Rick Dreher	Dynamics GP, AX; Sage 50; Fund Accounting 100; QuickBooks
13	Western Computer ^A / Oxnard, Calif.	24.00	14	140	Tom Bardos	Dynamics NAV, AX
14	Blytheco / Laguna Hills, Calif.	24.00	8	100	Stephen Blythe	Sage 100 ERP, 300, 500, X3; NetSuite
15	ADSS Global / Exton, Pa., and Miami	23.50	52	120	Robert Campbell	Sage 100 ERP, 300, X3
16	Sunrise Technologies / Winston Salem, N.C.	23.24	5	120	John Pence	Dynamics AX
17	SBS Group / Edison, N.J.	22.00	35	175	James Bowman	Dynamics GP, SL, NAV, AX; Acumatica
18	I.B.I.S. Inc. / Peachtree Corners, Ga.	20.01	3	88	Andy Vabulas	Dynamics GP, AX
19	Socius / Dublin, Ohio	19.50	21	95	Jeff Geisler	Dynamics GP, SL, NAV, AX; Sage 100 ERP, 500; Syspro
20	CliftonLarsenAllen / Minneapolis	19.00	14	80	Gordy Viere	Sage 100 ERP, 300; Dynamics GP; Deltek Vision; Intacct
21	Clients First Business Solutions / Holmdel, N.J.	18.40	10	79	Sheldon Kralstein	Dynamics AX, NAV; SAP B1; Epicor 9; Sage 100 ERP, 500, X3
22	BKD Technologies / Springfield, Mo.	17.70	31	56	Mike Burlew	Dynamics GP, AX; Sage 100 ERP, 500, X3
23	Rand Group / Houston	17.30	2	74	Ron Rand	Dynamics GP, NAV, AX
24	InterDyn BMI ⁴ / Minneapolis	16.46	8	87	John Hendrickson	Dynamics GP, SL, NAV, AX
25	Broadpoint Technologies / Bethesda, Md.	16.10	2	90	Lee Raesly	Dynamics GP, AX
26	SCS Inc. / Santa Monica, Calif.	16.00	4	65	Helen Russell	Dynamics NAV, AX
27	Aktion Associates / Toledo, Ohio	15.40	7	95	Scott Irwin	Sage 300 Const./RE, 100 Contractor; Deltek Vision; Infor; Intacct
28	Vision33 / Irvine, Calif.	14.64	14	75	Alex Rooney	SAP B1, ByD
29	BAASS Business Solutions ⁵ / Toronto	14.50	9	83	Joe Arnone	Sage 300 ERP, X3; Deltek; NetSuite
30	NexTec Group Inc. / Seattle	14.14	9	75	Eric Frank	Sage 500 ERP, X3; Dynamics GP, SL, AX
31	Aztec Systems, a TAS company ^{A,6} / Carrollton, Texas	14.04	6	70	Marcelo França	Dynamics GP, NAV; Sage 100 ERP
32	SWK Technologies Inc. / Livingston, N.J.	13.17	7	68	Jeff Roth	Sage 100 ERP, 500, X3, BusinessWorks; NetSuite
33	Eide Bailly ⁷ / Fargo, N.D.	13.00	6	79	Scott Kost	Sage 100 ERP, 500; NetSuite; Intacct; SAP ByD
34	ASI ^A / Lake Forest, Calif.	12.65	1	25	David Payne	Dynamics AX
35	Collins Computing Inc. / Mission Viejo, Calif.	12.20	1	45	Randy Forkner	Dynamics AX, GP
36	AKA Enterprise Solutions ^{A, D} / New York City	11.11	1	55	A. Kahn / J. Ades	Dynamics GP, AX
37	LBMC Technologies / Nashville, Tenn.	10.70	3	48	Stacy Schuettler	Dynamics GP, SL; Intacct
38	Saratoga Technologies Inc. / Johnson City, Tenn.	10.03	3	80	David Temple	Dynamics GP
39	Diamond Municipal Solutions / Edmonton, Alberta	9.80	4	50	Ron Begg	Dynamics GP
40	Central Consulting Group / Minneapolis	9.50	3	30	Jim Falkanger	Deltek Vision; Intacct
41	SIS / Atlanta	9.00	6	40	Steven Mulka	Dynamics SL, AX
42	DSD Business Systems / San Diego	7.90	28	75	Doug Deane	Sage 50, 100 ERP, 300, 500, BusinessWorks, FAS; NetSuite
43	BCG Systems / Akron, Ohio	7.80	3	33	Mark Goodson	Dynamics GP, AX; Sage 500 ERP; NetSuite
44	MIG Group / New York City	7.70	2	34	Eric McGuardian	Dynamics GP, SL; NetSuite
45	Crestwood Associates / Mount Prospect, Ill.	7.60	2	40	B. McGuckin / T. Thompson	Dynamics GP, SL; Acumatica
46	InterDyn Cargas Systems / Lancaster, Pa.	7.40	2	50	Chip Cargas	Dynamics GP; Intacct
47	TM Group / Farmington Hills, Mich.	7.40	2	43	Judy Thomas	Dynamics GP, SL, NAV
48	Accordant Co. / Morristown, N.J.	7.30	5	30	Robert Sandelands	Sage 100 Contractor, 300 Const./RE
49	SVA Consulting ^A / Madison, Wis.	7.11	2	28	John Baltes	Dynamics GP, SL, NAV; Acumatica
50	WAC Consulting / Northborough, Mass.	7.10	16	48	Robert Distler	Sage 100 ERP, 300, Pro; B1, ByD; NetSuite; Fund Accounting 100

Key: All revenues are FY 2012, 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 **D** Part of InterDyn ByD — SAP Business ByDesign **B1** — SAP Business One Sage 300 Const./RE — Sage 300 Construction and Real Estate

Notes: 1. Based on estimated and published figures. 2. Revenue from earnings report. 3. Purchased Cole Systems in November 2012. 4. Merged in InterDyn CFO in August 2012. 5. Revenue includes purchases of CA Plus and Equation; does not include April 2013 purchase of Axis Global. 6. In December 2012, Aztec merged with Toutatis Client Services do Brasil SA to form TAS, of which it is now a component company; figures are for Aztec only. 7. Folded in SGS Tech Group in August 2012.

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51 ISM / Portland, Ore.	7.10	5	32	BJ O'Reilly	Sage 100 ERP, 300, 500, X3; NetSuite
52 OmniVue Business Solutions / Alpharetta, Ga.	7.00	1	26	Jeff Pyden	Dynamics GP, NAV, AX
53 CompuData / Philadelphia	6.70	1	29	Angela Nadeau	Sage 100 ERP, 500; Epicor
54 Mibar Computer Services / New York City	6.60	1	29	Bart Nachimow	Dynamics GP; NetSuite; AccountMate
55 Jovaco Solutions Inc. / Montreal	6.50	3	45	Jean-Claude Countu	Dynamics GP
56 Altico Advisors / Marlborough, Mass.	6.50	1	30	R. Maloney / M. Kean	Dynamics GP; NetSuite
57 BCS ProSoft / San Antonio	6.40	4	38	Clark Haley	Sage 100 ERP, 500; Deltek Vision; NetSuite
58 WhiteOwl / Miami	6.30	3	50	Stuart Rosenberg	Dynamics GP, AX; Blackbaud; Intacct
59 Britec Computer Systems / Calgary, Alberta	6.20	6	45	Roger Katarey	Sage 300 ERP, X3, BusinessVision
60 Symbiant Technologies / New Brighton, Minn.	6.10	1	16	David Hutchinson	Dynamics NAV
61 Sererra / Irvine, Calif.	6.00	4	50	Vijay Saha	Intacct; NetSuite; SAP ByD
62 FMT Consultants / Carlsbad, Calif.	6.00	1	36	Eric Casazza	Dynamics GP; SAP ByD
63 AVF Consulting / Towson, Md.	6.00	1	27	Andrew Fass	Dynamics NAV; Serenic Navigator
64 ABC Computers / Waupaca, Wis.	5.90	4	40	Mark Christie	Dynamics NAV
65 RKL eSolutions / Lancaster, Pa.	5.90	3	30	Joe Noll	Sage 500 ERP, X3; NetSuite
66 Achieve IT Solutions / Port Jefferson, N.Y.	5.86	6	26	Tim Singleton	SAP B1
67 SSI Consulting / McLean, Va.	5.60	3	25	Bill Aiton	Dynamics GP, SL; Intacct
68 Kerr Consulting & Support / The Woodlands, Tex.	5.50	7	33	Dave Kerr	Sage 300 ERP, X3; Fund Accounting 100; CYMA; AccountMate
69 Southeast Computer Solutions / Miami	5.50	2	25	Sonia Ferrera	Sage 100 ERP, 300, 500, X3
70 Demand Solutions Group / Los Gatos, Calif.	5.43	3	35	Todd Fitzwater	NetSuite
71 Accountnet Inc. / New York City	5.40	4	18	John Peace	Dynamics GP, SL; Acumatica
72 InterDyn Lanac Technology / Chicago	5.31	1	22	Dale May	Dynamics GP
73 Explore Consulting / Bellevue, Wash.	5.30	1	49	Steve Jones	NetSuite
74 InterDyn Artis / Charlotte, N.C.	5.30	2	27	Gary Artis	Dynamics GP; Intacct
75 The Resource Group / Renton, Wash.	5.20	1	26	Marty Schillaci	Dynamics GP
76 Encore Business Solutions / Winnipeg, Manitoba	5.19	1	28	Brent Twist	Dynamics GP, AX
77 e2b Teknologies / Chardon, Ohio	5.18	1	40	Bill and Lynne Henslee	Sage 500 ERP; Epicor 9; Intacct
78 Tridea Partners / Solana Beach, Calif.	5.16	3	24	Andy Collins	Dynamics GP, AX
79 Technology Mgmt. Concepts / Marina Del Rey, Calif.	5.15	1	20	Jennifer Harris	Dynamics GP, NAV; NetSuite
80 Arxis Technology Inc. / Simi Valley, Calif.	5.10	4	23	David Cieslak	Sage 100 ERP, 300, 500, X3; Intacct; SAP ByD
81 ERP Guru / Montreal	5.00	3	65	Martin McNicoll	NetSuite
82 Queue Associates / New York City	5.00	6	45	Jeff Goldstein	Dynamics GP, SL, AX
83 eSoftware Professionals / Portland, Ore.	5.00	3	25	Jody Leoni	Dynamics NAV
84 Third Wave Business Systems / Wayne, N.J.	4.90	5	36	Korey Lind	Dynamics GP; SAP B1, B1 On Demand
85 Eskel Porter Consulting ^A / Sacramento, Calif.	4.70	1	30	John Eskel	Dynamics GP
86 L Kianoff & Associates ^D / Birmingham, Ala.	4.69	1	22	Lisa Kianoff	Dynamics GP; Sage 100 ERP, 500; Intacct
87 Full Sail Partners / Steamboat Springs, Colo.	4.65	4	19	Kevin O'Connor	Deltek Vision
88 NexVue Information Systems ^A / Stamford, Conn.	4.55	1	15	Daniel Schwartz	Dynamics GP, SL
89 Raffa / Washington, D.C.	4.50	2	21	Seth Zarny	Dynamics GP, SL; Intacct
90 T3 Information Systems / Washington, D.C.	4.50	1	20	Matthew Adamowicz	Dynamics GP, SL
91 Atlantic DataSystems / St. Johns, Newfoundland	4.33	5	30	Derek Sullivan	Sage 300 ERP
92 Delphia Consulting / Columbus, Ohio	4.20	1	30	Brian Delphia	Sage HRMS
93 JMT Consulting Group / Patterson, N.Y.	4.20	2	20	Jacqueline Tiso	Intacct; Fund Accounting 100
94 Brittenford Systems / Reston, Va.	4.20	1	20	Shereen Mahoney	Dynamics GP, SL; Intacct
95 Applied Business Services Inc. / Gaithersburg, Md.	4.20	1	15	Maureen Williams	OSAS, Traverse; Fund Accounting 100
96 Intellitec Solutions / Wilmington, Del.	4.10	2	26	Rick Sommer	Dynamics GP, SL; Intacct
97 Martin & Associates / Cincinnati	4.10	1	20	Kevin Martin	Dynamics GP; Sage 100 ERP, 500, BusinessWorks; Intacct
98 Micro Force Inc. / Huntington Station, N.Y.	4.06	2	16	Jim McCann	Dynamics GP
99 Cornerstone Consulting / Tampa, Fla.	4.00	3	25	David Boos	SAP B1; Sage Pro ERP
100 Rose Business Solutions / San Diego	4.00	3	20	Linda Rose	Dynamics GP

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