

A SUPPLEMENT TO  
**accounting**TODAY

# 100

## THE 2015 VAR 100

- OUR ANNUAL RANKING OF THE TOP RESELLERS
- THEIR CHALLENGES — AND SUCCESS STRATEGIES
- THE EVER-GROWING INTEREST IN THE CLOUD

# The 2015 VAR 100

	Company / Location	Revenue			Top executive(s)	Accounting software
		(\$ mns)	Offices	Staff		
1	<b>McGladrey</b> / Chicago	174.01	80	700	Brian Becker, Steve Ems	Dynamics GP, SL, AX, CRM; NetSuite
2	<b>Tribridge</b> / Tampa, Fla.	130.00	13	650	Tony DiBenedetto	Dynamics GP, SL, NAV, AX
3	<b>Crowe Horwath</b> / Chicago	80.60	28	343	Joe Santucci	Dynamics GP, AX, CRM
4	<b>Armanino</b> / San Ramon, Calif.	75.80	8	220	Tom Mescall	Dynamics GP, AX, CRM; Intacct; Adaptive Insights
5	<b>UXC Eclipse<sup>1</sup></b> / New York City	70.00	6	240	Cris Nicolli	Dynamics GP, SL, NAV, AX
6	<b>Professional Advantage</b> / Fargo, N.D.	48.00	8	249	Derek Rippingale	Dynamics GP, AX; Infor SunSystems
7	<b>Sikich</b> / Naperville, Ill.	45.00	10	195	Jim Drumm	Dynamics GP, SL, NAV, AX; NetSuite; Abila MIP; Epicor
8	<b>Edgewater Fullscope</b> / Athens, Ala.	41.81	3	90	R. Smith, J. Scandar	Dynamics AX
9	<b>Net@Work</b> / New York	38.25	14	178	Alex and Ed Solomon	NetSuite; Sage 100 ERP, 300, 500, X3; Abila MIP
10	<b>Western Computer</b> / Oxnard, Calif.	35.00	14	160	Tom Bardos	Dynamics NAV, AX, CRM
11	<b>Vision33</b> / Irvine, Calif.	33.80	18	109	Tony Whalen	SAP Business One
12	<b>Wipfli</b> / Milwaukee	33.00	34	241	Rick Dreher	Dynamics GP, AX; Abila MIP; QuickBooks
13	<b>InterDyn BMI</b> / Roseville, Minn.	28.90	21	163	John Hendrickson	Dynamics GP, NAV, AX
14	<b>ADSS Global</b> / Exton, Pa., and Miami	28.50	46	145	Robert Campbell	Sage 100 ERP, 300, CRM
15	<b>Sunrise Technologies</b> / Winston Salem, N.C.	28.20	5	122	John Pence	Dynamics AX
16	<b>Blytheco</b> / Laguna Hills, Calif.	25.00	6	100	Stephen Blythe	Sage 100 ERP, 500, X3; NetSuite
17	<b>Ignify</b> / Long Beach, Calif.	24.60	10	440	Sandeep Walia	Microsoft Dynamics AX
18	<b>BAASS Business Solutions</b> / Toronto and Miami	24.10	21	125	Joe Arnone	Sage 300 ERP, X3; Deltek; NetSuite; Intacct
19	<b>Socius</b> / Dublin, Ohio	24.00	28	110	Jeff Geisler	Dynamics GP, SL, NAV, AX; NetSuite; Sage 100 ERP, 500; Syspro
20	<b>Rand Group</b> / Houston	24.00	4	102	Ron Rand	Dynamics GP, NAV, AX, CRM
21	<b>Columbus IT Partners<sup>2</sup></b> / Irvine, Calif.	22.53	25	119	Keld Jersild Olsen	Dynamics NAV, AX, CRM
22	<b>Clients First Business Solutions</b> / Holmdel, N.J.	21.50	7	89	Thomas Falteich	Dynamics AX, NAV, NAV-X; Epicor; SAP Business One
23	<b>SWK Technologies Inc.</b> / Livingston, N.J.	21.46	7	106	Jeff Roth	Sage 100 ERP, 500, X3; NetSuite; Acumatica
24	<b>I.B.I.S. Inc.</b> / Peachtree Corners, Ga.	21.00	3	87	Andy Vabulas	Dynamics GP, AX
25	<b>CliftonLarsenAllen</b> / Minneapolis	20.00	20	80	Dennis Schleper	Intacct
26	<b>Aktion Associates</b> / Maumee, Ohio	19.80	9	102	Scott Irwin	Acumatica; Sage Construction/RE; Deltek Vision; Infor; Intacct
27	<b>NexTec Group Inc.</b> / Seattle	19.48	8	95	Eric Frank	Sage 500 ERP, X3; Dynamics GP, SL
28	<b>AKA Enterprise Solutions</b> / New York City	17.50	3	70	Alan Kahn, Jack Ades	Dynamics GP, AX
29	<b>Broadpoint Technologies</b> / Bethesda, Md.	17.17	2	75	Lee Raesly	Dynamics GP, SL, AX; NetSuite; Oracle eBusiness Suite
30	<b>Eide Bailly</b> / Fargo, N.D.	14.20	11	91	Scott Kost	Sage 100 ERP, 500; NetSuite
31	<b>BKD Technologies</b> / Springfield, Mo.	14.00	9	44	Mike Burlew	Dynamics GP, AX, CRM; Sage 100 ERP, 500, X3; Intacct
32	<b>SCS Inc.</b> / Glendale, Calif.	13.50	3	50	Kolbeinn Einarsson	Dynamics NAV
33	<b>Encore Business Solutions</b> / Winnepeg, Manitoba	13.00	4	83	Brent Twist	Dynamics GP, NAV, AX; Syspro ERP
34	<b>Central Consulting Group</b> / Minneapolis	13.00	3	33	J. Falkanger, J. Nelson	Deltek Vision; Intacct
35	<b>Collins Computing Inc.<sup>A</sup></b> / Mission Viejo, Calif.	12.56	1	38	S. Collins, R. Forkner	Dynamics GP; Acumatica
36	<b>Sererra<sup>A</sup></b> / Irvine, Calif.	11.66	3	82	Vijay Saha	NetSuite; Intacct
37	<b>LBMC Technologies</b> / Nashville, Tenn.	11.50	3	50	Stacy Schuettler	Dynamics GP, SL; Intacct
38	<b>SIS Software</b> / Duluth, Ga.	11.20	4	51	Steven Mulka	Dynamics SL, AX
39	<b>Saratoga Technologies</b> / Johnson City, Tenn.	10.33	3	80	David Temple	Dynamics GP
40	<b>Cargas Systems</b> / Lancaster, Pa.	10.20	2	62	C. Cargas, M. Yeager	Dynamics GP; Intacct
41	<b>Crestwood Associates</b> / Mount Prospect, Ill.	10.20	4	56	B. McGuckin, T. Thompson	Dynamics GP, SL, CRM; Acumatica
42	<b>Accordant Co.</b> / Morristown, N.J.	9.60	4	30	Robert Sandelands	Sage 100 Contractor, 300 Construction/RE
43	<b>The TM Group</b> / Farmington Hills, Mich.	9.40	2	48	J. Thomas, J.S. Thomas	Dynamics GP, SL, NAV; NetSuite
44	<b>Navigator Business Solutions<sup>A</sup></b> / Salt Lake City, Utah	9.20	21	54	Grant Fraser	SAP Business ByD, B1, B1 On Demand
45	<b>FMT Consultants</b> / Carlsbad, Calif.	9.18	2	52	Eric Casazza	Dynamics GP; SAP ByD; NetSuite
46	<b>RKL eSolutions</b> / Lancaster, Pa.	9.10	7	60	Joe Noll	Sage 100 ERP, 500, X3
47	<b>Diamond Software</b> / Edmonton, Alberta	9.00	3	50	Derek Locke	Dynamics GP
48	<b>BCG Systems</b> / Akron, Ohio	8.70	3	48	Mark Goodson	Dynamics GP; NetSuite
49	<b>MicroAccounting / xkzero</b> / Dallas and Chicago	8.50	3	41	Bill Harris	Sage 100 ERP, 500, X3; Intacct
50	<b>DSD Business Systems</b> / San Diego	8.41	27	75	Doug Deane	Sage 100 ERP, 300, 500; Acumatica