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Richard Noe, president of Managed Business Solutions LLC, is looking for software engineers and technicians in the Springs and around the world to help his company complete two major contracts.

Solutions for growth

Springs company will add staff both locally and globally

By WAYNE HEILMAN
THE GAZETTE

Six months after it was sold, Colorado Springs-based Managed Business Solutions LLC has won two major contracts to manage data centers and computer networks that will nearly double its 60-person local staff.

Managed Business Solutions plans to hire 40 to 50 employees in the Springs, another 30 in Fort Collins, 200 in Singapore and 100 scattered throughout

Europe and Asia during the next three months to work on the contracts, said Richard Noe, the company's president.

While he declined to identify the company's clients, including those involved in the contracts, Noe described them as "large, global Fortune 100 companies." All of the additional jobs will be technology-related, including software support personnel, he said.

"We are looking for software engineers and technicians who have worked in data centers before, managing servers, data storage and (software) applications," Noe said. "Most of our contracts are for managing information-technology services, including data centers."

The latest contracts come six

months after Managed Business Solutions founder Jim Franzen sold 51 percent of the company for an undisclosed price to Juneau, Alaska-based Sealaska Corp., one of 13 corporations formed under federal law to benefit native Alaskans.

As part of the sale, Noe said Managed Business Solutions moved its headquarters to the Springs from Fort Collins so it could better compete for contracts from federal agencies, especially the Department of Defense and the area's military facilities.

Noe said he sought out Sealaska last year to acquire Managed Business Solutions

MBS: Native Alaskan ownership beneficial

when Franzen wanted to sell his stake in the company because Sealaska is one of the few remaining native-Alaskan-owned companies without any information-technology operations.

"We wanted to be owned by a native-owned company because it gives you an advantage in the federal market," he said, since all 13 companies are considered minority-owned and economically disadvantaged businesses for which some federal-agency contracts are set aside.

That status can also be an advantage in bidding for work with corporate customers because "it helps them meet their diversity goals," Noe said.

The new contracts will help Managed Business Solutions boost revenue by 70 percent this year, although Noe declined to disclose the company's sales. He said the company hopes to boost sales about 20 percent a year by winning additional contracts.

"We are benefiting from the trend to outsource information-

technology work, but at least some of the jobs are going to U.S. companies," Noe said. "Our goal is grow and have a five-year exit strategy in which our owners could sell to a prime contractor or another buyer."

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