

VARBusiness

THE MAGAZINE FOR INTEGRATING TECHNOLOGY SOLUTIONS

L I S T I N G B Y R A N K

Our fifth annual
ranking of the 500
largest value added
resellers, integrators
and consultants in
North America



Rank '99 '98	Company	Contact Info	'98/'97 VAR Rev. CEO	Primary Technology	Primary Vendors	Primary Verticals
255 N/A	Osage Systems Group Inc.	Phoenix, Ariz. (602) 274-1299 www.osage.com	\$61.0 million/\$14.0 million Jack Leadbeater	Internet, network/systems management, Unix	Sun, Lawson, Cisco, Netscape, Checkpoint	Finance, manufacturing

The Fast 50

A fast glance at the 50 fastest-growing VARBusiness 500 companies reveals something interesting but not surprising: There is a predominance of Internet and networking specialists. The emergence of the Web coupled with worldwide deregulation has opened up the networking market. But traditional companies such as Tenfold Corp. have their place, too.

The VARBusiness Fast 50

Company	Rank	VAR Revenue (in \$ millions)		Growth (percent)
		1997	1998	
Digital River Inc.	468	2.5	20.9	746
USWeb/CKS	141	19.3	125.7	551
CSC/ITS	187	13.9	88.0	535
Organic Online Inc.	134	30.0	140.0	367
Agency.com Ltd.	206	18.0	80.0	344
Osage Systems Group Inc.	255	14.0	61.0	336
Exodus Communications Inc.	287	12.4	52.7	325
Panurgy Corp.	146	29.2	121.9	317
Inktomi Corp.	470	5.8	20.4	252
iXL Enterprises Inc.	244	19.0	64.8	241
Peripheral Vision InfoSystems Inc.	348	11.2	38.0	239
Verio Inc.	148	35.7	120.7	238

