

Rochester IT firm finds gold in matching talent to client

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By **Jeff Kiger**

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When a company grows by 464 percent in three years, it attracts attention. That's what has happened to a quiet information technology services company in Rochester.

Xylo Technologies was ranked as 750th in the Inc. magazine 5,000 list, an annual listing of the 5,000 fastest growing companies. That means annual revenue of about \$1.6 million in 2004 spiking to above \$9 million. Not bad growth for a firm that started with one man in his basement in 2000.

Dharani Ramamoorthy says he saw some opportunities in the IT staffing and consulting industry and that inspired him to take his experience with IBM and start his own company. When trying to fill businesses' specific IT staffing needs, many firms just looked at resumes and automatically paired up employees with companies. Ramamoorthy thought it would be more helpful to test those staffers on their skills to make sure they had the needed skills.

And he wanted to fit employee temperament and personalities to the company contracting the work. "I wanted to make a good match, good for the customer and good for my employee," he says he sits in his office overlooking West Circle Drive in northwest Rochester. "I thought I could make a difference."

That approach took him from one employee in 2000 to 10 in 2005 and then 60 in 2007. His company now offers a variety of business consulting services such as project and staff management. "Every client is different, but the common thread connecting the projects is technology," he says. Their clients are large and mid-tier organizations with health care being a "significant niche."

While the client base extends throughout the region, Ramamoorthy is emphatic that Xylo's headquarters will remain in Rochester. However, he does plan to open a satellite office in the Twin Cities next year.

To diversify and continue to grow, he has brought on Robert Zarracina as a business development manager. Zarracina says Xylo is close to signing "two or three strategic alliances" with companies with complimentary services.

So what are the next goals for Xylo? The target is to grow to 90 to 100 staff members in next year and a half to two years, says Zarracina "And the plan is to double revenue in next three years," he says.

No matter the size or rate of growth, Ramamoorthy intends to continue working with the vision that he founded Xylo on.

"It is about making matches and doing everything we can to help the client," he says.