



# Company Backgrounder

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## **Full Spectrum of Telecommunications, Business Consulting and IT Services**

Global 1 Source Group (G1SG) of Houston merged with CHR Solutions, Inc. of Dallas on December 5, 2006, retaining the CHR Solutions name. The company headquarters is located in Houston.

The two companies merged to provide the full spectrum of telecommunications, business consulting and information technology (IT) services its clients need to maintain their competitive edge. The resulting company has five offices in Austin, Dallas, Houston, Lubbock and Minneapolis.

Global 1 Source Group was founded in 2003 with the concept of “buying and building” a business consulting and technology services company focused on serving middle market companies that were being ignored or underserved by larger companies. The co-founders met at a Houston Technology Center function, and the company remains an HTC client company.

2003 was a year of identifying and negotiating with companies to become part of G1SG. By early 2004, five companies had agreed to the concept and their assets (including a data center) were acquired to form Global 1 Source Group, LLC. There were no additional mergers or acquisitions until G1SG and CHR Solutions merged in December, 2006.

CHR Solutions resulted from the 1999 merger between Cathey Hutton & Associates of Dallas and Hicks and Ragland of Lubbock. Both companies focused primarily on serving clients in the rural telecommunications market, a heritage that extends back to 1937. CHR's services included engineering, regulatory, financial, strategic planning, and marketing.

CHR's vision is to grow within the next five years into a \$100 million company that delivers world-class business consulting, managed infrastructure services and remote infrastructure management. It focuses on serving middle-market companies in the telecom, energy and bank/financial services industries leveraging local and global delivery models.

CHR expects to grow future revenue through a combination of organic growth, cross-selling services, and strategic acquisitions. The company currently employs about 140 people. The senior staff averages 20-plus years of experience in their respective fields.

CHR Solutions is ranked by the Houston Business Journal (HBJ) as Houston's 4th fastest-growing technology company in its “Fast Tech 50” list published November 16, 2006; it ranked No. 17 the prior year. CHR is also ranked No. 19 by the HBJ in its list of the largest Houston-area computer network and systems integrators published August 17, 2007; it ranked No. 21 the prior year.

## **Business Consulting Business Unit**

CHR's business consulting practice helps clients grow revenue, control costs, improve operations, manage risk, and align technology to business objectives. Its practice areas include revenue growth, enterprise security, business continuity and compliance, and aligning IT with business objectives. Highlights in 2007 include sales process programs for multiple clients resulting in significant increases in sales wins; brand positioning for a billion-dollar division of a global semiconductor company; and an IT security and alignment program with an international food services client. CHR also demonstrated potential net savings of \$70 million over four years with improved customer service for a multi-billion dollar financial services firm.

## **Telecommunications Business Unit**

The rural telecommunications market is undergoing dramatic technology changes as it moves from dedicated wired telephone networks to Internet-protocol based communications systems. These systems often combine voice, data, video and wireless services delivered over high bandwidth networks such as fiber optics or wireless.

As a result, clients are increasing their use of CHR's services ranging from IP networks to engineering services to regulatory consulting to financial analysis to marketing program development. CHR also provides association management services to state and national telecommunications organizations.

Cross-selling represents a major growth area for CHR as rural telecommunications companies look to upgrade their networks, expand their IT services offerings, and ensure business compliance with national security regulations.

## **IT Infrastructure and IT Managed Services**

IT infrastructure and IT managed services achieved record new revenue levels in 2006 that has continued into 2007. This was driven by major upgrades from existing clients and multiple new business firms that outsourced their server and PC service needs to CHR's data center and team of dedicated IT experts. The practice also worked with several hundred-million dollar national clients to assess their readiness for Voice over Internet Protocol (VoIP) services.

## **Business Applications**

In the business applications area, not only did CHR configure Microsoft Dynamics CRM for its computer-parts warehouse and national health education service clients, it also hosts them in its data center in Houston. CHR also implemented and hosts e-commerce services for an international oilfield services client. Custom business applications developed included workforce scheduling and inventory tracking systems, in addition to migrating code from older, hacker-vulnerable platforms.

## **About CHR Solutions**

CHR Solutions help its clients grow revenue, control costs, improve operations, maintain compliance/continuity, and align IT with business goals by providing business consulting, managed infrastructure services and remote infrastructure management. It primarily serves middle-market companies in the telecommunications, financial services and energy industries. With a 70-year heritage, CHR Solutions provides local resources with offices in Austin, Dallas, Houston, Lubbock, and Minneapolis, plus global reach and world-class expertise. Visit [www.chrsolutions.com](http://www.chrsolutions.com) for more information.

CHR Solutions is ranked by the Houston Business Journal (HBJ) as Houston's 10th fastest-growing technology company in its "Fast Tech 50" list published November 16, 2007; it ranked No. 17 the prior year. CHR is also ranked No. 19 by the HBJ in its list of the largest Houston-area computer network and systems integrators published August 17, 2007; it ranked No. 21 the prior year.

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