# MINNEAPOLIS ST. PAUL BUSINESS JOURNAL

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## #1 LogiSolve LLC

**MINNEAPOLIS ST. PAUL BUSINESS JOURNAL FAST 50**
*Fastest-growing Private Companies*

Business: **Consultants for project management, business analysis, technical architecture**

Partners (back row, from left): **Ron Kimlinger, Rob Mohr, John Scanlon, Jim McCleary, Charlie Belisle**

(front row, from left): **Dave Lillquist, Tom Newman, Kelly Wendlandt**

Headquarters: **Plymouth**

Year founded: **1999**

Employees: **150**

Web site: **www.logisolve.com**

### Growth rate: **550.72%**

| 2004 revenue: | 2005 revenue: | 2006 revenue: |
|---|---|---|
| $1,836,712 | $5,192,829 | $11,951,791 |



NANCY KUEHN | MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

In 1999, when "consulting" had become something of a four-letter word in corporate America, the partners who organized LogiSolve LLC decided that to create the company they wanted to create, they had to tear apart the existing model of business consulting firms and come up with something new.

It turns out the new thing was actually old: experience. "It's in our charter that we want to base our decisions on long-term relationships," said LogiSolve partner Kelly Wendlandt. "The 20-year relationship with our employees and our customers is the ideal."

### Firm thrives thanks to partnership

**BY JONATHAN EISENTHAL**
CONTRIBUTING WRITER

LogiSolve's numbers tell the story of how successful this model can be. The Plymouth-based company, which now has 100 consultants, has increased revenue from $1.8 million in 2004 to nearly $12 million in 2006 — a 550.72 percent growth rate.

Founding partners Jim McCleary, Ron Kimlinger and John Scanlon began working together in the 1980s as part of McCleary-owned Ameridata Consulting. McCleary sold the company to General Electric, and during the GE years, the three men saw first-hand how well the long-term relationship model worked. In the early years of LogiSolve, they took on Rob Mohr, Kelly Wendlandt, Charlie Belisle, Tom Newman and Dave Lillquist as partners.

"A reason we have been successful is that we very deliberately set out to create a flat leadership structure, like a law firm," Scanlon said. "We all brought our talents to the table. No one of us was better than the other. No benevolent dictator."

The partners came to the conclusion that offering a greater depth of experience could set LogiSolve apart from the competition. So they bucked the trend that still dominates many consulting firms: real-time recruiting, in which talent is brought on board at the same time a company lands a new project.

To compete with offshore and other recruitment-consulting firms, LogiSolve needed to come up with a different kind of organization. It became a partner-driven company, with essentially no back office.

"What we do for companies is to bring top-performing senior consultants into their environment at a fair-market price," Wendlandt said. "In order to do this, we cut out layers of management, and our entire company is run on the basis that you are either in the field or you are working on sales and marketing. That's it. We don't make room for other people in the back office."

"One of the things that makes a partner group work, and it might seem funny to say this, but all of us played in some kind of competition at the collegiate level," Kimlinger said. "It's pretty easy with a partner-based organization to become kind of crippled in decision-making. Our experience as members of teams has taught us how to work well in this kind of framework.

We all come from strong family backgrounds, blue-collar backgrounds mostly, and our clients recognize that and want to work with that."

The firm's corporate structure is working. LogiSolve ranks no. 1 on the Business Journal's Fast 50 list.

"Two things about LogiSolve that they do very well for us: in general, they really understand the pharmaceutical side of long-term care, and the other thing they really do is technology," said Jay Syverson, president of Eden Prairie-based Achieve Healthcare, a long-term health care company that has used LogiSolve's services for the past two years. "They understand some very specific areas of high focus in way that very few consulting firms in the twin cities do. They have the depth of the business-domain knowledge, and super-strong technical knowledge to help us come up with solutions.

"Second, they also have a lot of connections in related technologies that help us put an end-to-end-to-end package together that crosses multiple segments of long-term care — the pharmaceutical, the back-end processing like medication orders, and skilled nursing homes. They have done a phenomenal job for us over the past two years, and they have helped us bring something to the marketplace that didn't exist before."

Jonathan Eisenthal is based in St. Paul.