

AN AUTOMATION ALLEY® PUBLICATION EXPLORING MICHIGAN'S EMERGING TECH SECTORS

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Putting IT in Detroit

A new-to-Detroit IT company, GalaxE.-Solutions, has hired 65 employees since it opened at the end of April 2010, and has another 100 job openings that it is looking to fill. "These are jobs in Detroit being filled by Michiganders," says Timothy Bryan, CEO and chairman of the company.

If that's not enough, he adds, "We've committed to hiring 500 people in our Detroit facility over the next five years, and we think we'll get to 500 well before five years."

Headquartered in Somerset, NJ, GalaxE.-Solutions set its sights on Detroit for several reasons, Bryan says. "We added Detroit because we felt there was a great opportunity to put a lot of IT workers in Detroit back to work — workers who may have been laid off from various industries. And we felt we could get good cost-savings in Detroit in areas like infrastructure, as well as government support in moving into the downtown."



He describes the company as custom software-application developers working on a number of different platforms. "A very large percentage of the work we're doing in Detroit is related to healthcare IT, and that's working for hospitals, pharmacy-benefits managers, health-insurance companies, as well as pharmaceutical manufacturers," he says. "A great deal of the work is focused on improving patient care and lowering operating costs of our clients, and our clients are for the most part Fortune 100 healthcare entities, so these are major healthcare corporations."

Just as Bryan has found Detroit to be a good fit for his company, he believes other IT companies will also see the benefits. "We think that Detroit is going to be a viable alternative to going offshore," he says, noting that the cost of doing business in Detroit is roughly the same as the cost of doing business in Brazil, which now has a \$17 billion IT market share. "If you take our neighbors, which are Quicken Loans and Compuware, and add GalaxE.Solutions, you have an IT hub filled with IT professionals. We want to see other businesses come into the area."