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# The Detroit News

Saturday, August 6, 2011 Metro Final

Boesch's late single  
helps Tigers beat K.C.

SPORTS, 1B

## BUSINESS

# Detroit's IT cluster gets federal validation

Visit to hub reveals  
commitment to  
growing businesses

BY ANDREA RUMBAUGH  
The Detroit News

**Detroit** — John Fernandez, U.S. assistant secretary of commerce for economic development, visited Detroit on Friday to learn about the city's growth as an information technology hub.

His visit included a tour of GalaxE.Solutions Inc., Quicken Loans Inc. and Compuware Corp. — all companies downtown around Campus Martius Park — and a luncheon with a broader base of business leaders and government officials at the Detroit Regional Chamber.

"What strikes us as being the real seed in energy here, that I think has so much promise, is the real renewed level of public-private partnerships and collaboration that's happening," he said.

Having Fernandez aware of the city's IT cluster will benefit Detroit because he can talk about all the good things happening in the Motor City as he travels, said Sandy Baruah, president and CEO for the Detroit Regional Chamber. Baruah held Fernandez's position from 2005 to 2008 during the George W. Bush administration.

"We want people with the influence of John Fernandez saying good things about Detroit," he said.

Fernandez came to the city after meeting GalaxE.Solutions Chairman and CEO Tim Bryan in Washington, D.C., where Bryan spoke about "Outsource to Detroit," a phrase coined to support the Motor City as a viable alternative to relocating overseas.

GalaxE.Solutions opened a downtown office last year and has since hired about 125 of its planned 500 employees; it has immediate openings for 200 more employees.



Steve Perez / The Detroit News

U.S. Assistant Commerce Secretary John Fernandez toured Detroit companies and lunched with business leaders Friday.

The secretary's visit helped validate the enthusiasm that GalaxE.Solutions and its fellow IT companies feel about their initiatives in Detroit, Bryan said.

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