

# The Detroit News

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## IT firm expands new Detroit branch

BY TIM DEVANEY  
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A New Jersey company's decision to outsource health care information technology jobs to Detroit — instead of overseas — is going better than expected.

GalaxE.Solutions has more than doubled the number of employees it intends to hire this year to 160 from 70. Business has grown faster than expected because of changes adopted this year in federal health care policy, said Tim Bryan, chief executive of GalaxE.Solutions.

"We're seeing a lot of work that's coming as our clients prepare for health care reform," Bryan said.

The company already has hired 40 employees in Detroit since deciding to open a downtown office in April. It received a \$4.6 million state tax break over five years. Because of the recent growth in clients, the firm says it might surpass its goal of hiring 500 workers in five years in Detroit, Bryan said.

The pickup in business also

prompted the company to add a third floor to its Campus Martius office.

"We believe that being here in Detroit and capitalizing on the opportunity will lead to exponential growth," Bryan said. "There's a major opportunity here to expand the IT industry in Detroit and make this an IT hub like Silicon Valley or parts of New York."

GalaxE.Solutions located in Detroit in part because people here will work for lower pay than in other parts of the country, he said.

GalaxE, which serves about 50 clients, is headquartered in Somerset, N.J., and has about 900 employees worldwide. It expects its work force to double in the next two years.

About half of its worldwide staff is in India, but the company would like to focus on hiring in the United States, Bryan said. It would allow the company to put Americans back to work, while solving language, time zone and international political issues, Bryan said.

"Our customers want us to do work inside the U.S. and in Detroit, as opposed to having that work go outside of the country."

Jobs are posted under "Careers" at [galaxesolutions.com](http://galaxesolutions.com)



Bryan