

# Inc.

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# 5000

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**DYONYX**

as featured on **Inc.com**

## DYONYX

**387.1% Three-Year Growth**

REVENUE: **\$273 million** EMPLOYEES: **52**

FOUNDED: **1996** **Houston**

*What it does:* IT services including design, installation, and ongoing support of network infrastructures and professional services that focus on the business side of companies to boost efficiency. *Why it's growing:* New federal and utility practices. The North Electric Reliability Commission, the government branch regulating utility infrastructure, set new guidelines to be met by 2008, and DYONYX won the contract to ensure all federal utilities meet these new parameters. *What's noteworthy:* After 9/11, British Airways, DYONYX's largest client, dropped them, costing the company 45 percent of its annualized revenue and pushing it into the growing federal/energy space and into finding new business — 18 months later, British Airways returned.



**Company Profile** DYONYX was founded in 1996 by Orrico, Pratt and McKinlay with the intention of taking their global company experience; proven methods and business focused solutions at competitive rates into the small and medium business (SMB) IT support market. Orrico likes to reflect that “While our model worked perfectly, we failed to attract the SMB market initially.” Pratt added: “As it turns out, customers of all sizes desire this “more for less” philosophy.” McKinlay’s veteran guidance has served the firm over the past decade, keeping DYONYX focused on high value services while managing to bottom line profitability. “The customer is king” is a common McKinlay theme, along with emphasis on disciplined margin management. The strategy is obviously working. Today, DYONYX has offices in Houston, Dallas and Washington, DC, over 100 full time consultants and a stable of both commercial and government

customers that most IT consulting firms would consider enviable. Over the years the company has also received a steady stream of national awards and recognition for quality solutions and continuous, profitable growth. According to President, Chuck Orrico: “Our emphasis on quality services at competitive prices while maintaining the highest integrity has allowed DYONYX to attract and retain the best and brightest resources, which in turn, has led to some significant wins of accounts from larger, well known competitors. DYONYX provides a comprehensive suite of outsourced support services that include LAN/WAN design and support, help desk and network management, COTS and custom applications development and hosting, business process optimization and IT alignment, risk management/regulatory consulting and end-to-end project management. For a complete list of services and customer case studies visit [www.dyonyx.com](http://www.dyonyx.com)



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**Inc. 5000** **About the Inc. 5,000** The Inc. 5,000 makes its debut this year. It's a tenfold expansion of the 25-year-old Inc. 500, *Inc.* magazine's annual ranking of the fastest-growing privately held companies in the United States. The Inc. 5,000 is the most complete portrait of the universe of growing private companies ever assembled. This extension of the Inc. 500 brand shines a spotlight on thousands of hitherto little-known innovators in industries ranging from manufacturing and construction to consumer products to software. The Inc. 5,000 profiles are the result of screening and interviews by dozens of reporters and writers for Inc.com, the website for *Inc.* magazine.