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DOT.COM BUST CREATES IT JOBS BOOM FOR PROFESSIONAL SERVICES FIRM

Start-up Crescent Solutions Makes 2007 List of Inc. 500 Fastest Growing Companies after Just Five Years

IRVINE, Calif. – Sept. 27, 2007 – If someone said they wanted to start up an Information Technology (IT) professional services firm – right after a recession, 9/11 and the tech bubble implosion resulted in the loss of 1 million jobs – you might have smirked and wished them luck.

But Brian Fischbein and Keith McDonald of [Crescent Solutions](#) forged ahead despite the odds. In just five years, their company has vaulted from a six-person team in Fischbein's spare bedroom to a \$35 million operation with 40 full-time staff and 275 consultants at eight offices across the country. This month the national IT and engineering professional services firm landed on the 2007 list of [Inc. 500 Fastest Growing Private Companies in America](#).

"In the beginning, we didn't have enough money to keep the air conditioner running," said Fischbein, CEO of Crescent Solutions. "But I never had any doubt we would get to this point because of our drive, our desire and our team. The biggest challenge is still before us – reaching \$100 million in annual sales by 2010."

A dramatic turnaround in the U.S. technology industry fueled the company's meteoric growth of 877.3% over the past three years:

- During the economic rebound in 2002 and 2003, companies hired IT consultants instead of committing to full-time jobs;
- As business became more dependent on technology, demand skyrocketed with 150,000 new tech jobs created in 2006 alone;
- Recruiting is tough, however, partly due to a 70% drop in university graduates with computer science and engineering majors between 2000-2005.

Enter Crescent Solutions, which matches experienced IT professionals with clients from mid-sized companies to industry giants such as Yahoo!, NBC, Sun Microsystems and Northrop Grumman.

The secret to success at Crescent Solutions is strategic: Exceed expectations and build long-term relationships.

Recruiting is a high turn-over industry, but Crescent Solutions - named one of the [Top 10 Most Dependable™ Staffing Agencies](#) in California by Goldline Research - has lost just two employees and not a single client in five years.

"Almost everyone in top management is either friend or family," said McDonald, Crescent Solutions president who recently married Fischbein's sister-in-law, making him both friend and family. "We give every staff member equity and ownership so their future is vested in our success."

As a small, family-owned business, Crescent Solutions has a natural advantage over larger rival corporations. It is more flexible and responsive to changes in the market and delivers talent quickly to meet the needs of its clients. Its management has more than 30 years of combined experience in IT staffing and consulting, and its proprietary database of resumes is powered by cutting edge Internet technology.

The core business has been so successful that Fischbein and McDonald have launched a complimentary technology consulting and services firm called Crescent Enterprise Solutions that supplies clients with an entire team of professionals for a specific project.

Crescent Solutions is an Inc. 500 national recruitment and placement firm based in Irvine, Calif., that provides experienced Information Technology (IT) and engineering professionals to top tier companies across industry borders. We match the ideal candidate with the ideal opportunity, whether a project lasts one week or one year, and can assist with contract-to-hire or full-time recruiting. If you need an entire team, we also can provide fully customized outsourcing solutions through Crescent Enterprise Solutions. Crescent Solutions employs more than 300 people in eight offices across the country, including Irvine, Calif.; Los Angeles, Calif.; Corona, Calif.; Orlando, Fla.; and Las Vegas, Nev.; Lake Worth, Fla.; Philadelphia, Penn.; and Charlotte, N.C.. For more information on our services, contact us at 949-724-0304 or visit our Web site at www.crescentsolutions.net.

About the **Inc. 500**. Currently in its 26th year, the Inc. 500 is Inc. magazine's renowned annual ranking of the fastest-growing privately held companies in the United States. These turbo-charged enterprises are the pulse of the real economy. They are fast-growth success stories that cross a wide range of sectors from consumer products, financial services and retail to high-tech hotbeds such as software, computers and telecom.

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