

From current web site of CTG at www.ctg.com, the “About US”/“History” page, on 8/16/05:

CTG was founded in 1966 by Randolph A. Marks and G. David Baer in Buffalo, New York. The new company specialized in contract programming: providing computer programmers, designers, and managers to clients looking for outside expertise to set up their own computing systems. By 1969, when CTG went public, we were already one of the country's top 70 software companies.

In the 1970s and early 80s, CTG acquired several companies and set up branch offices in 45 North American cities. We began to expand overseas in 1986, acquiring a U.K.-based software consulting firm and, in 1990, purchasing Rendeck International, a computer services firm headquartered in Amsterdam. The Rendeck acquisition extended CTG's European presence to include branches in Belgium, the Netherlands, Denmark, and the U.K. A significant and dynamic relationship with IBM began to expand in 1989.

Over the years, CTG has continuously streamlined our organizational structure to achieve greater profitability. In the 1990s, the company realigned to deliver value-added services to key clients and became one of eight IT service firms authorized to provide national technical services to IBM in the U.S.

In 1998, two new business channels were created to sell and deliver services—Managed Services, and strategic staffing. The company concentrated on clients it considered its best potential partners, and continued to attract and retain the best IT professionals. The 1990s were a time of record revenues and profits. Acknowledging the growing importance of the health care industry, CTG acquired Elumen Solutions, Inc. in February 1999, and established CTG HealthCare Solutions (CTGHS) to deliver information technology services to healthcare organizations. By 2000, CTG was feeling the effects of an industry-wide slowdown; companies were postponing major IT systems work anticipating resolution of Y2K issues, and there was weakness in the Euro. CTG repositioned itself by forming partnerships with a number of companies specializing in high-growth markets, creating a global marketing organization with vertical industry concentrations in the areas of retail, healthcare, manufacturing and distribution, financial services, and telecommunications. CTG also achieved worldwide ISO 9001 certification, becoming the largest IT services provider in North America to achieve this certification for all its offices.

Like most other IT services providers, CTG has struggled with a volatile business environment since 2000, as corporate IT spending has lagged significantly. To better position itself for renewed growth in revenues and earnings, CTG has restructured the sales and delivery organizations for maximum efficiency and appointed a new leadership team with the stated goal of “doing fewer things better.”

In 2001, the firm's chief financial officer, James R. Boldt, was named president and CEO. CTG realigned service offerings and resources in 2002 to focus our strengths on the areas with the greatest long-term growth potential: IT staffing, application

management outsourcing (AMO), and IT solutions. CTG clients include some of the world's leading companies in industries such as healthcare, retail services, life sciences, financial services, logistics, manufacturing, and petroleum and chemicals.

In 2002, CTG launched its second vertical market focus, CTG Retail Solutions, and in 2003, the company announced formation of a Life Sciences practice dedicated to helping clients in the life sciences industry enhance business performance and ensure regulatory compliance.

CTG continues to actively manage its business to reflect overall lower market demand while selectively investing in those areas of opportunity—such as information security, application management outsourcing, and the healthcare and life sciences vertical markets—where demand is both strong and growing.