



REVENUE ROCKETSM



The who's who of the Revenue RocketSM Consulting Group, LLC:

Michael Harvath, President & CEO

Mike founded Revenue Rocket in 2001 after having led several million-dollar companies through both turn-around and rapid-growth phases (increasing revenues ranging from 30% to 100%). Prior to that, Mike managed a \$600MM region of a multinational information technology (IT) company that grew a whopping 600% under his stewardship. Growth is part of his DNA.

It's this type of achievement that's made Mike a leading spokesman and sought after advisor in the IT services industry, as well as why he was recognized in 2002 as one of the top IT executives in the country.

On the future of IT consulting.

"After having gone through the initial pangs of industry startup, the Dot-com bombshell that brought us all down to earth, and the proven contributions of technology as the growth engine for companies worldwide, there's reason to be joyful.

That being said, we will see our fair share of business cycles, both good and bad. In fact, I contend that IT services business cycles will come at us faster than most other industries. I wouldn't go so far as to blame the economy—though we'll suffer with a bad economy as much as everyone else. I see it as the constant quest for—and application of—new technologies that is the driving force of technology. It's actually one of the reasons I remain so enamored with the industry... the pace of change will be a boon for those companies that can manage change, and a bane for those companies threatened by it."

On Revenue Rocket.

"I started Revenue Rocket quite simply because, having owned and successfully sold three IT consulting firms, I saw a need in the market for a firm that could provide qualified advice and counsel to the thousands of small- to mid-size companies that dominate the consulting universe. My hands-on, in-the-trenches experiences, in both organic growth strategies and merger and acquisitions—learned the hard way—were something I wanted to share with others. My vision was to assemble a top-notch team of like-minded, 'been there, done that' professionals, whose knowledge, experience and passion for the business would be a beacon for consulting executives looking to take their business to the next level."

On life outside of work.

Mike, his wife Cindy—a Pediatrician, and their young son Charlie, live in Prior Lake, Minn. He enjoys spending time at the family cabin in Northern Minnesota and is an avid boater. Mike is also counseling Cindy as she launches a network of healthcare clinics in the Midwest. Together, Mike and Cindy are active in many local charities, as they believe in giving back to the community.

Contacting Mike.

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