

**GOING NATIONAL! Managed Services Blossoms**  
By [Ric Urrutia](#), Taos Co-Founder and CEO

Our Boise Managed Services offering has been on a significant growth trajectory since we opened up our doors for business to our Bay Area clients in June of last year. The results have clearly outstripped our wildest expectations and our pipeline of sales leads and activities here locally remains very strong. The conservative projection for Bay Area growth over the next 12 months is to double our current run rate. This result would stand out for most companies, but not for yours truly and Taos.

We feel that the time is right to expand Taos' footprint nationally and to lead with our Managed Services offering. We are already working with clients in New York, Seattle and Utah and hope to expand even further. In preparation for this, several months back, we invested in inside sales resources that will be dedicated to calling on potential managed services clients outside the Bay Area.

I'm now very excited and pleased to announce that [Sean Lawrence](#) has recently joined Taos as Business Development Executive. Sean will be tasked with generating new business outside of the Bay Area. Sean will be reporting directly to [Jeff Lucchesi](#), our EVP in charge of Managed Services. Sean brings a proven track record of selling managed services. As a matter of fact, he and Jeff worked closely together at Corio where he sold Applications on Demand services.

We definitely have our challenges cut out for us because unlike the Bay Area where we have a 20 year history and are well-known as an IT services and consulting firm, somehow the rest of the country has this weird notion that Taos is a mystical pueblo in Northern New Mexico. Go figure!

Each of you can help us achieve and exceed our goals and put a few dollars in your pocket while doing so! How? Help us with leads and referrals. Between now and the end of the year we are offering a finders fee worth anywhere from \$2,000 to \$5,000 depending on deal size. For more details on the program, [click here](#).

As always, I welcome comments and feedback from all of you and if you are interested in knowing more about the program, have questions about our services, or are curious to know more about what's going on at Taos, feel free to drop me a line at [ric@taos.com](mailto:ric@taos.com).

Cheers,  
Ric