

SAN DIEGO BUSINESS JOURNAL



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SAN DIEGO BUSINESS JOURNAL'S

# FASTEST 100 GROWING PRIVATELY HELD COMPANIES 2009

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## The Cydio Group

**Principal partners:** Curt Sterling, Kimberly Sitz.

**Location:** 591 Camino de la Reina, #1219, San Diego.

**2008 revenues:** \$1.06 million.

**2006-2008 growth:** 396 percent.

**Number of local full-time employees:** 13.

**Web site:** cydio.com.

**FASTEST-GROWING PRIVATE COMPANIES**  
Ranked by percent of verified revenue growth from 2006 to 2008

Rank	Company	Industry	2006 Revenue	2007 Revenue	2008 Revenue	2006-2008 Growth	Business description	CEO	Year established
1	The Cydio Group	Staffing	\$214,000	\$1,060,000	\$1,060,000	396%	Information technology staffing agency for the public and private sectors, including software development, systems integration, and consulting services.	Curt Sterling, Kimberly Sitz	2006
2	Energy One International Inc.	Energy	\$100,000	\$1,000,000	\$1,000,000	900%	Energy services provider for the oil and gas industry, including engineering, construction, and operations.	John J. Farnham	2005
3	Bluebird Bio Inc.	Biotechnology	\$100,000	\$1,000,000	\$1,000,000	900%	Biotechnology company focused on developing and commercializing novel therapies for the treatment of cancer.	Michael J. Smith	2000
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# Staffing Firm Competes With Industry Giants By Specializing in IT

## Founders See Increase in Direct-Hire Business

BY RICHARD GINCEL

The staffing pros at The Cydio Group didn't have to struggle to find their niche among established competitors.

Its founders, Curt Sterling and Kimberly Sitz, spotted a need within the industry — a staffing agency that could boast expertise in information technology — and got to work vetting candidates and matching them with potential employers.

Before launching the agency in 2006, the duo worked a combined 20 years in IT, and their experience has paid off.

“We’re both hands-on IT people,” Sterling said. “As hiring managers, we realized that the IT staffing industry had a hole in it. The existing staffing firms were lacking in technical knowledge. We knew we could do it 10 times better.”

The partners took their 2006 revenue of \$214,000 and swiftly multiplied it into \$1 million by 2008, demonstrating a stellar growth rate of nearly 396 percent, which ranks them No. 1 on the Business Journal's 2009 list of Fastest-Growing Privately Held Companies. Along the way, they've hired five employees to help run the show; technical recruiters with accreditations that include Microsoft Certified Solution Developer, Microsoft Certified Database Administrator and Oracle Certified Professional.

“Most of our growth has been referral-based, one company talking to another,” Sitz said. “Many times, it's such a relief for them to be talking to a company who really gets it.”



Stephen Whalen

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Curt Sterling and Kimberly Sitz are the founders of staffing agency The Cydio Group.

## Cydio:

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Sitz said their mission isn't complicated. They want to save other IT hiring managers time and headaches by performing technical interviews and screenings before sending candidates out to clients.

They are so confident that the candidates they send out are qualified, they only charge the client if a hire is made or some type of deal is struck.

"We never charge anyone who's looking for a job. We get paid by our clients. And the clients pay us only if we're successful," Sitz explained.

With more than 10 years of experience in software and database development, Sitz brings a solid background to the firm. She has worked as a software developer, database architect and data services manager. She has worked in a variety of industries, including real estate development, property management, education, health care, legal services and finance.

Sterling has been working in IT for more than 10 years, during which he has served in roles such as IT manager, lead developer and manager of software development. He has worked with companies providing such services as telecommunications, computer hardware, educa-

tional software, educational finance and marketing.

### Assorted Clients

The Cydio Group's founders are quick to emphasize that they don't just work with high-tech firms.

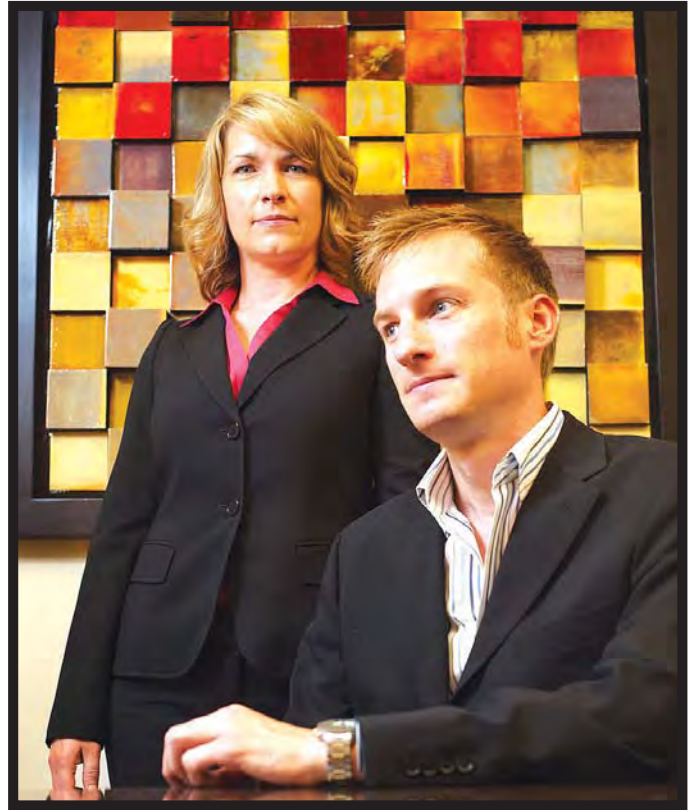
"Most companies of a decent size have an IT division, so we're staffing companies of all different types," Sterling said, including not just Qualcomm, but Kelley Blue Book and UPS, for example.

The agency is equipped to handle a direct hire, contract-to-hire, or a contractor for a specific time period.

"Over the past year, we've seen more need for contract and contract-to-hire positions because companies are filling in the gaps," Sterling said. "Within the last three months we're starting to see a shift, in that we're seeing more of the direct-hire business come back around."

**'We never charge anyone who's looking for a job. We get paid by our clients. And the clients pay us only if we're successful.'**

— Kimberly Sitz



Stephen Whalen

The Cydio Group founders Kimberly Sitz and Curt Sterling have a wealth of information technology experience that they apply when screening job candidates at their staffing agency.

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