

GTSI switches to services

Once primarily a product reseller, GTSI has apparently made progress in its effort to turn itself into a solutions provider. A year into that effort, financial results show some accomplishments.

| | 1st quarter 2005 | 1st quarter 2006 |
|---|------------------|------------------|
| Total value of orders worth \$1 million or more | \$36.9 million | \$75.5 million |
| \$1 million+ orders as percentage of total orders | 20% | 44% |
| Total number of \$1 million+ deals | 24 | 28 |
| Average deal size | \$1.5 million | \$2.7 million |

Source: GTSI