

IT fuels Adaptive's growth, targets \$15 million in sales

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IT recruiting firm Adaptive Solutions Group expects revenue growth to top 20 percent this year, and the Des Peres-based company is scouting the Midwest for new offices.

Adaptive expects revenue to hit \$15 million this year, up from \$12.3 million in 2011. Its 2012 projection is up nearly 65 percent from the \$9.1 million it reported in 2009.

"We've seen a resurgence in the market and especially in IT," said Brent Ribble, vice president. "Unemployment has remained low in our sectors."

Nationwide, the number of IT jobs grew by 15,500, or 0.4 percent, in May, according to Alexandria, Va.-based TechServe Alliance. The number of IT jobs grew by 2.7 percent in the 12 months prior to May 2012, as compared with overall job growth of 1.4 percent.

Ribble, President Brad Wood and Vice President Matt Twyman launched Adaptive in 2002. The company now has 20 employees in its Des Peres office and another six in Kansas City. Ribble said Adaptive plans to hire two to

three more people in each office by the end of the year, and add another location in Missouri or Kansas in the next 12 months. In addition, Adaptive employs more than 120 contract workers in the St. Louis market, up from 70 in 2009.

Ribble said Adaptive works with more than 60 companies in the area, including Enterprise Rent-A-Car and Computer Sciences Corp., and expects more opportunities with government contractors, including Scott Air Force Base. The company placed 166 IT employees in jobs last year, up from 119 in 2009. Ribble expects that number to be more than 200 this year.



Brent Ribble –
Scouting the Midwest for new offices and looking to add jobs