



Three Questions: Tim Bryan of GalaxE.Solutions, a Somerset firm that promotes "insourcing."

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By **Rhea N. Bernard**/For The Star-Ledger



EPA/MIKE THEILER

President Barack Obama shakes hands with GalaxE.Solutions Chairman and CEO Tim Bryan after delivering remarks to a group of CEOs and business community leaders at the conclusion of an "Insourcing American Jobs" forum held in January at the White House.

Tim Bryan's took his business from a 300-square foot-apartment on East 38th Street in New York to the White House.

Bryan is founder and CEO of GalaxE.Solutions, headquartered in Somerset. When the company first started, it specialized in providing computer software consultants. It has since moved into custom software development and IT business services. The majority of their clients are companies in the healthcare industry. The IT solutions provider has nearly 2,000 employees and offices in Detroit, New York, Toronto, London, China, and India.

Through GalaxE, Bryan has created the "Outsource to Detroit" program. The initiative is creating

an IT hub in Michigan, instead of doing business with offshore firms.

The White House hosted "Insourcing American Jobs" forum last month, which included a panel discussion with company leaders and government officials discussing how government and business can work together to bring jobs back to the United States. About 20 companies were in attendance, as well as President Obama, Vice President Biden, and a number of other senior White House officials. Bryan made opening remarks and introduced the President. During his speech, Obama mentioned Outsource to Detroit specifically as an example of how a company is bringing jobs back to America in software technology. On Wednesday, Bryan met with more than a dozen senators to further discuss his insourcing program.



Joshua Roberts/Bloomberg
Tim Bryan, chairman and chief executive officer of GalaxE Solutions.

Bryan spoke to The Star-Ledger about insourcing.

Q. What made you decide to look at insourcing as an option?

A. We have always made investments according to what made business sense and we understood that there was an opportunity to do more software development. We've been growing in all of our offices, but we thought there was an opportunity based on the fact that Detroit had suffered during the recession and the downturn in the automobile industry. We felt there was an opportunity to put some very talented people back to work in Michigan and where it's very cost effective to do business. And also we are working with the local community colleges and universities in Michigan to develop the next generation of software developers for our facility there.

Q. Why do you think more companies haven't taking advantage of insourcing?

A. They have made a lot of relationships with existing offshore firms. And those firms are having difficulty delivering quality and it's a challenge for those companies to raise their hand and say, 'Hey we may

have made a mistake in making these arrangements.' So one of the things that the President's speech did was let everyone know that there's a great opportunity to bring these jobs back and that there are opportunities to do this work inside the United States and that will get chief executives in these corporations thinking about whether they want to make changes in the arrangements that they've made with the offshore service providers based on the quality that we can achieve in Detroit.

Q. When your company first started, did you ever imagine you would end up in the White House?

A. I'm pretty sure I didn't think about it then. It's hard to think 21 years out when you're just getting started. But I think we felt that we could build a good business. And we're very proud of the company we built, the value that we're delivering for our customers and now to be invited to the White House to introduce the President of the United States for an insourcing forum and being invited to the Senate to speak with 15 senators is absolutely a great feeling because we believe it acknowledges that these jobs are coming back to the United States.

— Rhea N. Bernard

Please submit suggestions for "Three Questions" to rheanb523@yahoo.com.

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