

**Introducing
ACG NJ's 2018 Corporate Growth Award Honoree**

An Interview with
**Jack Miller
President & CEO
Solix, Inc.**

Conducted by Deborah Richin, Director, ACG New Jersey

Jack Miller remembers the call well: it was 2001 and a friend reached out and asked him if he could spend three months helping a start-up get underway in New Jersey. 17 years later, Miller is Solix, Inc. CEO and has seen a fledgling company with a core service that served one market from a singular office in Morris County grow into a business with offices and employees around the country serving multiple markets with a portfolio of services.

Solix' roots go back to when it was an affiliate of the not-for-profit National Exchange Carrier Association (NECA). After spinning off from NECA, it helped the federal government's 'e-rate' program effectively disburse billions of dollars in technology development aid for schools to eligible recipients. Solix used that initial work as a catalyst to pursue providing eligibility determination, program administration and other services to similar programs that sought to eliminate waste, fraud and abuse while maximizing the value of the available funding. At the center of everything Solix does is helping people and Miller has seen Solix emerge as one of the leaders in its class because of the passion employees bring to the office every day to make a difference in helping improve lives across the country.

As the technological revolution proceeded with the internet, mobile phones and Wi-Fi, the expertise Solix offered grew in value and today the company's customers include government clients from the federal to local level and some of the largest telecoms and insurance organizations in the country.

After a decade of sustained growth, the company hit a saturation point in the market. A strategic plan was developed that included acquisitions as well as organic growth to compliment the purchase in 2010 of a customer care company that provided call center support.

Nearly a year ago, Solix announced it was acquiring Sivic Solutions Group (SSG). Headquartered in Utica, New York; SSG provides consulting, systems, operations support and services to state and county health and human service agencies, juvenile justice agencies, and school districts across the United States.

SSG serves a unique niche market that Solix has not previously targeted. Additionally, SSG's customers span 15 states, many of which Solix did not have a presence in. The acquisition of SSG has opened new doors to additional business and expanded the company's line of services. The addition of SSG has contributed to immediate topline growth of 15%, the acquisition of 35 subject matter experts and a fourth operations location.

Solix' 'Passion for Precision' enables customers to simplify complex programs, create efficiencies, utilize cutting edge technologies and exceed demanding requirements while providing superior customer service. Some of Solix' projects have included creating an online platform for a Texas organ donor registry and playing a critical role in Superstorm Sandy recovery efforts in New Jersey, New York City and Long Island by helping applicants navigate the complex process of filing for and receiving federal funds to rebuild their homes and businesses. Solix also assisted efforts to provide aid to victims of the Boston Marathon Bombing.

To bolster Solix's market leading position, its IT team developed an innovative, state-of-the-art, plug and play multi-tiered business process management platform. This highly scalable platform can quickly migrate customers from their legacy systems to a more robust best-in-class architecture. In addition to the efficiency gains Solix offers their clients, this platform opens the door for Solix to expand its presence in new commercial target growth markets such as healthcare, utilities and financial services. The company was recognized for this progress by winning a BPM award last year from a global industry association.

To hear more about this dynamic growth story directly from the CEO, Jack Miller, please register today for the ACG NJ Corporate Growth Conference at www.acg.org/nj.