iceberg
technology group

Experienced, Loyal, Local
Find the best IT consultants at Iceberg

Iceberg Technology Group is like no other information technology consultancy you've worked with before. We are a cooperative, founded by IT consultants to eliminate the middle man and connect the Twin Cities' best independent IT workers directly with the organizations that need their expertise. Through a cooperative model, we have created a win/win situation for clients and consultants with:

▲ A streamlined way to reach nearly 1000 independent IT consultants

▲ Extremely lean administrative staff and overhead

▲ Local consultants who are on the job five days a week

▲ Consultants who are loyal to Iceberg and committed to client success

Independents are proven professionals

Iceberg consultants are all experienced professionals who have earned their independence by building their resumes and reputations over years of hard work. Through successes and networking, they have come to rely entirely on their own credentials to earn their livings. They are some of the most sought-after IT consultants in the Twin Cities, and Iceberg has the largest database of these highly skilled professionals. And because we treat our affiliated consultants with respect and a transparent payment structure that puts them in control of their earnings, we also have their loyalty. Independents prefer working through Iceberg than any other IT consultancy in the Twin Cities.
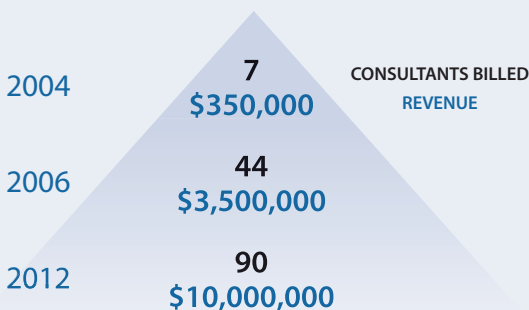
> "Iceberg's consultants are innovative and client-focused. They think of the client's needs first. I really appreciated their honesty—good news or bad—and their ability to deal with any problem that came their way."
>
> **Jessica Becker, Manager**
> **Supply Chain Systems & Analytics**
> **Hennepin County Medical Center**

A DECADE OF SUCCESS SAYS IT ALL

Iceberg has grown steadily since its founding in 2004.

Year	Consultants Billed	Revenue
2004	7	$350,000
2006	44	$3,500,000
2012	90	$10,000,000

Types of consultants:

- ▲ Business analysts
- ▲ Project managers
- ▲ Software developers
- ▲ Infrastructure/administrators
- ▲ Web developers

Industries:

- ▲ Government
- ▲ Education
- ▲ Healthcare
- ▲ Finance
- ▲ Business Services
- ▲ Manufacturing
- ▲ Retail

How we work

As a cooperative that's owned and operated by our member consultants and overseen by a volunteer board of directors, Iceberg runs a lean, transparent operation. We don't have sales people. Our account managers are working consultants who understand your business and needs. They work closely with clients to find a good match within Iceberg's network and provide you with the most qualified candidates —not a slew of resumes to sort through. Iceberg's rate structure includes a flat $10/hour over the bill rate to compensate account managers and cover administrative costs. Consultants and clients know how money is being allocated, making for simpler, more open rate negotiations. At the end of each year, Iceberg also donates 5% of any net profits to charity.

Three words we often hear from our clients about Iceberg consultants: **Experienced, Local and Loyal.**

These are the result of our transparent co-op model and culture of respect. Independents are **experienced** consultants who have proven themselves in the market. They network, search for consulting opportunities, and refer their trusted colleagues to openings. In that way they are very tied into the **local** consulting community—which is where we get the vast majority of our consultants. That translates to consultants who are on the job a full five days a week, committed to your project and their reputations here. You won't lose an Iceberg consultant because he/she has found a gig closer to home.

And because Iceberg offers independent consultants power and transparency in their bill rates, along with the respect accorded to top performers, they are **loyal** to Iceberg and our clients. This makes for predictable resources who realize that their success is tied to their clients'. Iceberg's consultants are extended or called back to client sites over 99% of the time.

Contact Iceberg today to find out how our unique consulting model can deliver the Twin Cities' most sought-after IT professionals to your next project.

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Click here to go to our website (iceberggroup.org)