

## MGT Overview

**Name:** MGT

“MGT” is derived from the Latin words magister, gratia, and talentum, meaning expertise, service, and talent, respectively.

**Tagline:** *Impacting communities for good.*

**Vision Statement:** To be the global social impact and performance leader in state and local government and education (SLED), infrastructure, and critical industries, including healthcare and finance, to improve the quality of people’s lives and help communities thrive.

**Mission Statement:** To create and implement technology and management solutions that advance state and local government and education, improve public and private infrastructure, and secure resilient digital transformation to help individuals, families, organizations, and communities prosper.

**Core Values:** Creating sustainable social impact through partnerships with people and organizations focused on performance excellence and measurable results to advance student outcomes, improve public services, and secure resilient IT environments to safeguard our communities.

## History

**Founding:** In 1974, experienced educators and government management experts joined together with the purpose of helping public sector professionals improve education and procurement for fair contracting services and workforce development.

### **Milestones:**

**1974-2015:** Market development as leading state, local government and education (SLED) agency advisor with 8,000+ clients, 10,000+ projects, \$15 million revenue

**2016-2018:** Multiple acquisitions for education transformation in PreK-12 and higher education; enterprise technology modernization; and organizational performance optimization; \$21 million revenue

**2019-2023:** Elevation with strategic software solutions, technology and education combinations (see below); disparity study expansion; founding of Institute for Racial Injustice Solutions (IRIS) nonprofit foundation in 2021; private equity investments (Trivest 2020 and Vistria 2023); **\$200 million revenue (2023)**

### **2024:**

- MGT 50th anniversary
- 30,000+ client engagements



- 900+ team members; **400%** in employee growth since 2021
- \$500+ million projected revenue in 2024

#### **Companies under MGT brand:**

- Cira Infotech, 2021
- EH&A, 2021
- Kitamba, 2022
- Davis Demographics, 2022
- Layer 3 Communications, 2022
- Ed Direction, 2022
- Step By Step Learning, 2023
- GovHR USA and GovHR Temps, 2024
- AMS.NET, 2024
- Cicero, 2024

Learn more: [MGT\\_2024 Employee Anncmt\\_FINAL on Vimeo](#)

#### **Markets Served**

- Education (Pre-K-12 and Higher Education)
- Local Government (City and County)
- State Government
- Enterprise and Critical Infrastructure including:
  - Healthcare
  - Financial

#### **Expertise**

Holistic, single-source solutions provider of:

- Strategy & Implementation
- Performance & Operations
- IT Infrastructure & Cloud
- Cybersecurity & Resilience

#### **Benefits**

- Turn around failing schools and advance education scores for student success
- Increase efficiencies to unlock revenue potential in states, cities and counties
- Maximize government resources and services to improve lives and communities
- Build, design and maintain secure IT infrastructure, networks, and cloud services for data protection, business continuity and resiliency
- Create economic opportunities to help lift families from poverty and spur economic development
- Help people realize their full potential for meaningful, purposeful lives and well-being



## **Leadership**

### **Trey Traviesa, Chief Executive Officer**

Since joining MGT as CEO in 2015, Trey has focused on accelerating social impact and improving performance in state and local government and education (SLED) agencies to improve the quality of people's lives and help communities prosper. Creating profound social impact is MGT's North Star. Through significant expansion with more than 800 trusted advisors nationwide over the last several years, MGT provides a broad portfolio of highly specialized, technology-enabled solutions to turn around failing schools, improve education scores, increase revenue for cities and counties, and maximize resources for government agencies to do more for the communities they serve.

Prior to joining MGT, Trey held entrepreneurial leadership roles in banking, venture capital, and Fortune 500 companies throughout the U.S. and abroad, and he served in the Florida Legislature. He is an officer in the U.S. Navy Reserve and co-founder of a K-5 charter school in Florida.

His commitment as CEO of MGT is that only the best and brightest leaders within their industry are chosen to represent the firm. To Trey, high-level talent means the organization can achieve its mission – to enrich our communities so they can thrive and advance the lives of citizens.

**Bio:** (Link to updated Trey bio) <https://www.mgtconsulting.com/people/a-trey-traviesa/>

### **Rajeev Bajaj, Executive Vice President, Education Solutions**

Rajeev began his career in education over a decade ago as an elementary school teacher at PS 161 in Harlem, New York. After his experience in the classroom, he transitioned to key leadership roles at the New York City Department of Education, including Managing Director in the Office of Accountability. Prior to joining MGT, Rajeev served as President of Sangari Global Education, an education services provider that delivers inquiry-based science educational materials to over 500,000 students worldwide. Before his work in education, Rajeev began his career in technology first at Microsoft and later as part of the core team that launched Jamcracker, a web services provider based in Silicon Valley.

**Bio:** <https://www.mgtconsulting.com/people/rajeev-bajaj/>

### **Eric Parish, Executive Vice President, Performance Solutions**

Eric has more than 25 years of delivering results for school district turnaround and transformation, performance measurement, operations execution, organization assessment and structure, stakeholder engagement, revenue enhancement, cost identification and control, resource allocation, and policy adoption and implementation.

With a broad range of management and operations experience creating desired outcomes for school districts, cities, counties, and state agencies, he has successfully



completed more than 200 consulting engagements in 15 states. He has expansive business development experience through starting, building and sustaining management advisory services with proven year-over-year growth in new markets and services and leadership of individuals, teams, and best practices with thoughtfulness in all situations.

**Bio:** <https://www.mgtconsulting.com/people/eric-parish/>

### **Rodney Turner, Senior Vice President, MGT Technology**

Rodney joined MGT as the former President and CEO of Layer 3 Communications and currently serves as Senior Vice President of MGT Technology. He co-founded Layer 3 Communication company with Josh Bailey in 1998. Under his leadership, the company grew to be a significant regional systems integrator with over 100 employees and offices throughout the southeast and Texas. Rodney began his technology business development career in 1988 working with systems integrators including Avnet Computer and Data Processing Sciences. In addition, he held business development roles with Bay Networks and Nortel Networks prior to founding Layer 3 Communications. Currently, Mr. Turner participates in several industry advisory councils and is considered an innovative thought leader in the industry.

**Bio:** <https://www.mgtconsulting.com/people/rodney-turner/>

### **Financial Information**

**Revenue (2023):** \$200 million; \$513 million expected in 2024; **144% compound annual growth rate since 2021**

### **Awards and Achievements**

- **2022:** MGT named to the *Inc. 5000* list of fastest-growing companies
- **2022:** MGT named to Florida State University's *Seminole 100* of fastest-growing companies
- **2022:** MGT named to the *Tampa Bay Business Journal's Fast 50* list of fastest-growing, privately held companies, distinguishing the firm as one of the most successful, entrepreneurial companies that has navigated the nation's recent economic challenges
- **2023:** MGT ranks #1,436 on *Inc. 5000* list with **405% revenue** growth since 2019
- **2024:** MGT certified by Great Place to Work<sup>®</sup>, the global authority on workplace culture, employee experience and leadership



- **2024**, MGT CEO Trey Traviesa named to The Consulting Report's Top 50 Consulting Firm CEO's of 2023 <https://www.theconsultingreport.com/the-top-50-ceos-and-leaders-of-2023/>
- **2024**: MGT CFO Carla Luke named 2024 CFO of the Year by Tampa Bay Business Journal <https://www.bizjournals.com/tampabay/news/2024/05/22/meet-carla-luke-a-2024-cfo-of-the-year-honoree.html>
- **2024**: MGT ranked #10 to the *Tampa Bay Business Journal's* Fast 50 list of fastest-growing, privately held companies, distinguishing the firm as one of the most successful, entrepreneurial companies

Sources: <https://www.mgtconsulting.com/?s=Inc.+5000>  
<https://www.mgtconsulting.com/press/mgt-awards-2022/>

### **Recent News and Press Releases**

- MGT Integrates **11** Companies
- MGT Acquires **Cicero**
- MGT Acquires AMS.NET
- **MGT Key Project Wins**

### **Visual Assets (downloadable)**

- Logos
- Fonts/Color palette

### **Media Contact**

Tiffany Reynolds  
Vice President of Marketing  
813-480-9749  
[treynolds@mgt.us](mailto:treynolds@mgt.us)

### **Corporate Headquarters**

4320 West Kennedy Blvd.  
Tampa, FL 33609  
813-327-4717  
[contact@mgt.us](mailto:contact@mgt.us)

### **Social Media (with links)**

- Facebook
- X/Twitter
- LinkedIn
- YouTube