



Prospectus



Fusion Gets It In *Inc.*

Tahir Hussain took a chance on the tech industry and proved that success can come from unlikely places in even unlikelier times.

BY ANGELA NOTO

TAHIR HUSSAIN'S FRIENDS THOUGHT SURELY HE'D GONE CRAZY. It was 2002, just after the crushing dot-com bust, when Hussain decided he wanted to open a tech-consulting firm. "At first I thought that anyone starting a telecom-focused technical consulting firm right after the bust would face quite a challenge," says Howard LaMunion, founding partner of The Consultus Group and a friend of Hussain. "But then I heard his vision for the comeback."

Hussain, who had spent 8 years at Ericsson and come to know the telecom industry well, was sure those downed tech companies were not out for good. Eventually, he thought, they would come back, and he figured they'd need some help when they did. That's where Fusion Solutions would come in, providing strategic consulting and staffing services as well as IT and network support for telecom companies.

Despite his optimism, times weren't easy in the beginning. Em-



CASH INFUSION: Fusion Solutions' Tahir Hussain (left) is *Inc.*'s fifth-fastest-growing private company.

Fusion Solutions wasn't the only DFW company to make the *Inc.* 500. Here is the complete list of locally based finishers:

RANK	NAME	CITY
5	Fusion Solutions	Addison
15	Credant Technologies	Addison
135	The Quest Group	Frisco
140	Epic MedStaff Services	Dallas
194	Genband	Plano
199	Instinct Marketing	Dallas
244	Plexant	Addison
254	Primus Global Services	Irving
371	e-Rewards	Dallas
378	Antaeus Solutions	Dallas
387	MedSurge Advances	Dallas
410	DSS Computing Solutions	Plano
411	Sun Water Systems	Fort Worth
430	Burt & Associates	Plano
431	HumCap	Dallas
437	Maverdy	Plano
439	Still Waters Design/Build Group	Fort Worth
448	Ristken Software Services	Dallas
456	One Technologies	Dallas
464	Xenosoft Technologies	Frisco

ployees began leaving, but still Hussain remained confident. "We focused on the right area at the right time and had a lot of patience," Hussain says now. "I knew I had to have a lot of patience because success doesn't happen overnight."

If Hussain took a gamble starting the company, the payout has been huge. Fusion Solutions now employs more than 200 people, and the company's clientele includes names such as Alcatel-Lucent, MetroPCS, Fortune Wireless, and even Hussain's former employer, Ericsson. And in September, Hussain hit the jackpot: Just five years after its founding, Fusion Solutions was named the fifth-fastest-growing private company in the world on this year's *Inc.* 500 list (see sidebar). It seems his patience has finally paid off. "There have been a lot of times that opportunities have tried to drift off," Hussain says. "But we stayed the course."

