

# EMERGING GROWTH



## Miracle Systems

**President and Founder: Sandesh Sharda**  
Arlington, VA

**Have you led the company through a major shift? If so, how has this change affected the success or profitability of the organization?**

When Miracle Systems was first founded, we initially focused on Oracle technology as the company's main source of services rendered. Later, the company made the decision to diversify its focus into application and software development. This was a major shift for Miracle Systems as it converted our primary focus into another business field. As a result, Miracle Systems experienced rapid growth and vast expansion. Due to the strength of the company's database management, Miracle Systems expanded at a growth rate of 200 percent over the last three years.

**Describe your biggest leadership challenge. What lesson did you learn from that experience?** One of the biggest challenges that I have faced in leading this company is finding the adequate personnel and pursuing the appropriate opportunity with the team that is assembled. With the proper team in place, identifying the right opportunity will be a team effort.

**Describe the most important growth decision you have made for the company.** It's determining who would be the best-suited employees for the company. Each time I make an addition to the Miracle Systems team, I analyze every aspect so that I can make a valuable decision. I especially use this strategy when selecting personnel at the management level. I want to confirm that the candidate has the capabilities, exposure and familiarities in the industry or specific fields, which can help them grow in the company.

“It is important to find someone that will be there to rejoice in the accomplishments of the company after he or she has put in the effort to make it a success.”

**INDUSTRY:** IT consulting  
**IN A NUTSHELL:** Provides leading-edge solutions and service to federal clients, focusing on IT systems, software applications and databases  
**FOUNDED:** 2003

**What is the most crucial element of a growth plan?** The most important element of a growth plan is to find the appropriate personnel with expertise and background knowledge in the industry and people with commitment to your company mission. It is important to find someone that will be there to rejoice in the accomplishments of the company after he or she has put in the effort to make it a success.

**How do you determine when to turn down an opportunity that has potential to grow your company?** Determining which opportunities to pursue can be a fine line between the failure or success of a certain project or the company as a whole. This is why thoroughly analyzing all aspects of the proposed opportunity is both necessary and important. We pursue opportunities that have met all requirements set by management, concurring with company objectives and the promise of sustainability.



Seen in the January 2011 issue of  
Washington SmartCEO magazine