

For Immediate Release

January 23, 2025. The Computer Merchant, Ltd (TCM), a leading supplier of technology staffing solutions to the Health and Human Services (HHS) industry, announced it has entered into an agreement to acquire the business of Blue Tack Consulting LLC (Blue Tack), a dominant supplier of strategic and business consulting services to HHS vendors.

Blue Tack has a national footprint in the HHS and Medicaid vendor space, providing confidential consulting that spans strategic direction, bid and proposal support and specialized implementation services. The firm has been instrumental in working with vendors new to the Medicaid space to help them navigate the complexities of the State Medicaid market to win business and deliver excellent results. Blue Tack has also worked with countless well-established vendors to help them evolve their solutions to align with State and Federal requirements and keep up with the proposal demand that Medicaid Enterprise System (MES) modularization has created.

TCM's Vice President of Business Development, Steve Oliveri, says, "The addition of Blue Tack's subject matter experts and business development capabilities to the TCM portfolio provides our clients with a seamless solution to staff opportunities, from procurement to award to implementation."

The transition will occur over the next several months and the companies expect it to be completed by June 1, 2025. Lorrie Scardino, Blue Tack's Founder and Managing Director, says "This is a perfect opportunity for the Blue Tack legacy to live on and provide greater opportunities for our consultants and clients. We are excited to embark on the transition and add our capabilities to those of TCM."

About TCM

The Computer Merchant Ltd is a Massachusetts corporation that was founded in 1980 as an information technology (IT) staffing firm when the practice of using external resources for highly specialized IT roles was just emerging. The company has grown into a staffing solution powerhouse with a diversified range of specialties and a national footprint in multiple industry sectors. For more information, contact Steve Oliveri at soliveri@tcml.com.

About Blue Tack

Blue Tack Consulting LLC is a Delaware corporation that provides confidential business and management consulting services to commercial vendors in the HHS and Medicaid market. It was founded in 2014 and has grown steadily, now having served more than 50 vendors pursuing or delivering business across the Nation, supporting hundreds of strategic engagements and bid and proposal efforts. For more information, please contact lscardino@bluetackconsulting.com.