

FAST GROWTH

Top 10 Storage List

By **CRN Staff** *CRN*
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THESE 10 SOLUTION PROVIDERS DEMONSTRATED DISTINGUISHED REVENUE GROWTH. To qualify for the list, the companies that participated in our survey needed to have at least \$1 million in annual sales and to have been in business in 2003. They also needed to demonstrate that storage-related solutions and services comprised a substantial and growing part of their business during the survey period. The ranking is based on 2004 revenue growth.

Rank	Company	Growth 2004*	Revenue 2004	How They Are Doing: Growth First-Half: 2005**
1	AvcomEast Vienna, VA www.axcomeast.com Top exec: Rob Wolfe, president and CEO Years In Business: 2 No. Of Employees: 14	131%	\$8.8M	100%
2	Open Systems Technologies Grand Rapids, Mich. www.ostusa.com Top exec: Dan Behm, president Years In Business: 8 No. Of Employees: 13	94%	\$10.5M	76%
3	Alliance Technology Group Hanover, MD www.alliancestorage.com Top exec: Hope Hayes, owner and president Years In Business: 9 No. Of Employees: 30	65%	\$13.9M	60%
4	Trace3 Irvine, CA www.trace3.com Top exec: Hayes Drumwright, CEO Years In Business: 3 No. Of Employees: 22	61%	\$16.6M	56%
5	DS3 DataVaulting Fairfax, VA. www.ds3datavaulting.com Top exec: William McCormick, CEO Years In Business: 3 No. Of Employees: 24	60%	\$2M	119%
6	Structured Technologies Rochester, NY www.struct.com Top exec: Joe Oster, CEO Years In Business: 16 No. Of Employees: 30	38%	\$4.7M	68%

7	Technology Exchange Deerfield, ILL. www.tech-exchange.com Top exec: Dennis O'Malley, president and CEO Years In Business: 9 No. Of Employees: 13	30%	\$5M	60%
8	IntelliMark Little Rock, Ark. www.intellimark-it.com Top exec: Steve Bova, chairman and CEO Years In Business: 7 No. Of Employees: 550	27%	\$59M	23%
9	Advanced Systems Group Irvine, CA. www.thinkasg.com Top exec: David Browning, executive vice president Years In Business: 11 No. Of Employees: 30	26%	\$30M	69%
10	BL Trading Hanover, MA. www.bltrading.com Top exec: Blaise Leeber, president and CEO Years In Business: 17 No. Of Employees: 43	23%	\$18.4M	-4%

*Revenue growth, calendar year 2003 to 2004

**Revenue growth, first-half 2004 to first-half 2005