

Virginia Winners

Apptix

David Ehrhardt, CEO

Given the current state of the economy, how has your company changed its approach to goals or processes to maintain continued fast growth? “Apptix’s fundamental goals and processes haven’t changed, as our day-to-day business practice focuses on operational excellence, outstanding customer service and profitable growth. However, we are increasingly building awareness that our hosted solutions provide an even more compelling value proposition to small and mid-sized businesses given today’s economic climate. Not only do our hosted business communication services (Exchange, SharePoint, VoIP) reduce companies’ operational costs, they also provide significant IT flexibility – you only buy what you need, expanding or contracting strategically. Apptix also uses our own hosted services internally, helping both our bottom line and that of our customers.”

Centuria Corporation

Kevin M. Burke, President and CEO

What advice could you give to a company who has its sights set on making the Deloitte Technology Fast 50 next year? “Rule 1: Find the best people and treat them extremely well – they will be the reason you succeed or fail. Rule 2: If one of your people is not the best, make them

available to industry as soon as possible. It often feels better to draw a box around them so they can’t hurt themselves or others, but this never works. Rather, it irritates the excellent performers you do have while wasting your valuable time. Rule 3: If you think you can lack rigid integrity at the top and build a business that will last, you’re a fool. Dishonesty breeds more of the same and as a result your visibility into how your company is performing, how happy your customers are and how happy your employees are will quickly disappear – and very soon thereafter so will your business.”

comScore, Inc.

Magid Abraham, CEO

What advice could you give to a company who has its sights set on making the Deloitte Technology Fast 50 next year? “It’s important for any technology company to have a clear vision of where they are going and who they want to be in the marketplace. Be sure to have the technological infrastructure in place that gives everyone in the company the confidence that they can solve any technological challenges that are necessary to fulfill that vision. Finally, have many executions of that vision bubbling at all times so that the company can quickly respond to shifts in market dynamics and take advantage of new opportunities.”

ConceptSolutions

Phong Mai, CEO

What does it mean to you to be a Fast 50 winner? “To be honored as a Fast 50 winner validates ConceptSolutions’ business approach and commitment to providing customers with better technology solutions, more quickly and cost-effectively. We attribute this second consecutive award to our strategy of smart growth while penetrating new markets, including federal government and aviation. Key to continued growth has been the success of our application development environment



Magid Abraham



Kevin Burke



Duke Chung



Mark Dumas

TURBO Enterprise Web 2.0, a fusion of AJAX Web 2.0 features with a thick database architecture, to deliver Rich Internet Applications (RIA) for the enterprise. The TURBO Enterprise software allows ConceptSolutions to bring clients discriminating value and a higher return on existing Oracle infrastructure.”

Corbin Company

Mark Robin, CEO

Given the current state of the economy, how has your company changed its approach to goals or processes to maintain continued fast growth? “I have challenged the members of my management team to take the initiative in identifying how the disruptions in the financial markets may impact us and to find opportunities for us within the current conditions. This has the dual benefit of focusing us on how to adapt to changing conditions while identifying which members of my team have the leadership skills to see beyond the moment.”

Criterion Systems

Promod Sharma, President and CEO

Given the current state of the economy, how has your company changed its approach to goals or processes to maintain continued fast growth? “Our company has been especially vigilant in balancing company resources. With the current economic situation, it is imperative to thoroughly evaluate any new ventures that require a commitment of resources. We have re-energized our Board of Advisors (BOA), which is comprised of accomplished CEOs, high-ranking military officers, and noted members of the Senior Executive Service. Each BOA member is partnered with a senior executive, based on their area of expertise, for consulting and business development purposes. We have also been working hard to solidify our relationships with key partner companies.”

Customer Value Partners

Anirudh Kulkarni, Managing Principal

Given the current state of the economy, how has your company changed its approach to goals or processes to maintain continued fast growth? “When the going gets tough, we go shopping. Shopping for talent that is. While others are scrambling to cut costs, this economy creates a unique opportunity for CVP to invest in and attract a driven, highly skilled team of experts. We are also making sure our consultants understand that now, more than ever, we cannot afford to give our clients any reason to doubt the need for our services. So we are using this time as a way to renew and intensify our client-centered service model that focuses on results and outcomes rather than more consultant-speak and PowerPoint slides.”

Harmony Information Systems, Inc.

Tonya Harmon, President and CEO

Given the current state of the economy, how has your company changed its approach to goals or processes to maintain continued fast growth? “Given shrinking budgets, we know that organizations will fund only projects that deliver a hard dollar benefit and that competition for new customers will be fierce. As a result, Harmony is laser focused on exceeding the expectations of our current customers and demonstrating to new prospects that our solutions provide a proven return on investment. Because only ‘must have’ procurements will move forward, we have tweaked our product development priorities, packaging and target market focus.”

IMCI Technologies

Sam Zamani, President and CEO

What does it mean to you to be a Fast 50



Andy Harris, Partner at Deloitte, presenting the number one award in VA to Debasish Hota, President of CompuGain Corporation.