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The List

Small technology companies

Ranked by metro-area revenue¹

RANK	LAST YEAR'S RANK	COMPANY ADDRESS	PHONE FAX WEB SITE	2007 METRO-AREA REVENUE	2007 TOTAL REVENUE	EMPLOYEES: METRO AREA TOTAL	HEADQUARTERS YEAR ESTABLISHED	SENIOR LOCAL EXECUTIVE, TITLE
1	2	Carahsoft Technology Corp. 12369 Sunrise Valley Drive, Suite D2 Reston, Va. 20191	703-871-8500 703-871-8505 carahsoft.com	\$228.97 million	\$228.97 million	98 98	Reston 2003	Craig P. Abod, President
2	3	Connected WorkPlace Solutions Inc. (CWPS)² 14120-A Sullyfield Circle Chantilly, Va. 20151	703-263-9539 703-263-2574 cwps.com	\$36 million	\$36 million	60 60	Chantilly 1980	Jason Waldrop, CEO
3	7	Audio Video Systems Inc. 14120-K Sullyfield Circle Chantilly, Va. 20151	703-263-1002 703-263-0722 avsinc.net	\$24.88 million	\$24.88 million	85 85	Chantilly 1992	Matt Komos, Chief operating officer
4	4	Systalex Corp.² 1901 Research Blvd., Suite 240 Rockville, Md. 20850	301-251-8889 301-251-8505 systalex.com	\$22.11 million	\$22.11 million	53 53	Rockville 1993	Weipo Liao, President and CEO
5	-	Binary Group 1911 N. Fort Myer Drive, Suite 300 Arlington, Va. 22209	571-480-4444 571-480-4445 binarygroup.com	\$19.71 million	\$19.71 million	90 90	Arlington 1996	Rose Wang, CEO
6	5	AC Technology Inc.² 22695 Commerce Center Court Dulles, Va. 20166	703-481-6500 703-481-6562 actechnology.com	\$19 million	\$29 million	23 25	Sterling 1991	Christopher Sands, CEO
7	6	SiloSmashers Inc.² 2677 Prosperity Ave., Suite 100 Fairfax, Va. 22031	703-797-5600 703-797-5601 silosmashers.com	\$18.62 million	\$18.62 million	68 68	Fairfax 1992	Angela Drummond, CEO
8	-	Plan B Technologies Inc. 16701 Melford Blvd., Suite 300 Bowie, Md. 20715	301-860-1006 301-860-1005 planbtech.net	\$17.5 million	\$17.5 million	38 38	Bowie 2001	Donald W. Downs, President and CEO
9	9	Automation Technologies Inc.² 8219 Leesburg Pike, Suite 401 Vienna, Va. 22182	703-883-1410 703-893-1435 ati4it.com	\$13.2 million	\$13.9 million	36 50	Vienna 1994	Shelia Corbett, President
10	8	Pace Harmon LLC 8150 Leesburg Pike, Suite 850 Vienna, Va. 22182	703-637-4700 703-637-4720 paceharmon.com	\$12.81 million	\$19.46 million	44 59	Vienna 2003	Steve Martin David Rutchik, Partners
11	-	iCore Networks Inc. 7927 Jones Branch Drive, Suite 100N McLean, Va. 22102	703-673-1350 n/a icore.com	\$11.94 million	\$11.94 million	74 75	McLean 2005	Steve Canton, CEO
12	11	Vista Technology Services Inc. 13454 Sunrise Valley Drive, Suite 110 Herndon, Va. 20171	703-561-4100 703-561-4160 vistatsi.com	\$11 million	\$11 million	45 55	Herndon 2003	David B. Baxa, President and CEO
13	12	Convergence Technology Consulting LLC 808 Landmark Drive Glen Burnie, Md. 21061	301-860-1960 301-860-1964 convergencetech.us	\$10.59 million	\$12 million	22 30	Glen Burnie 2002	Larry Letow, President
14	14	CGH Technologies Inc. 600 Maryland Ave. SW, Suite 800W Washington, D.C. 20024	202-554-7774 202-554-5263 cghtech.com	\$10.52 million	\$10.52 million	49 54	Washington 1989	Cindy D. Troutman, President
15	15	Native American Industrial Distribution Inc. (NAID) 9706 Pennsylvania Ave. Upper Marlboro, Md. 20772	301-599-7085 301-599-7087 naid.com	\$10.2 million	\$10.2 million	61 68	Upper Marlboro 1997	John V. Meyers, President and CEO
16	18	Carpathia Hosting Inc. 43480 Yukon Drive, Suite 200 Ashburn, Va. 20147	703-740-1730 571-918-4591 carpathiahost.com	\$9.7 million	\$12.7 million	21 27	Ashburn 2003	Peter Weber, CEO
17	-	TRS Consulting Inc. 1902 Campus Commons Drive, Suite 300 Reston, Va. 20191	703-391-7190 703-391-7195 trsconsulting.com	\$9.36 million	\$9.36 million	53 53	Reston 2001	Richard Stroupe, President and CEO
18	-	Accelerera Solutions Inc. 7600 Leesburg Pike, Suite 140 W. Falls Church, Va. 22043	703-637-7422 n/a accelererasolutions.com	\$8.69 million	\$12.56 million	28 32	Falls Church 2002	Chong Yi, CEO
19	16	Building Infrastructure Group Inc. 14740 Flint Lee Road Chantilly, Va. 20151	703-752-7600 703-752-7607 biggp.com	\$7.8 million	\$7.8 million	30 30	Chantilly 2004	Patrick F. Barron, President
20	-	Altum Inc. 12100 Sunset Hills Road, Suite 101 Reston, Va. 20190	703-964-5939 703-991-6260 altum.com	\$6.58 million	\$6.58 million	44 49	Reston 1997	Steve Pinchotti, President
21	17	Navstar Inc. 900 S. Washington St., Suite G5 Falls Church, Va. 22046	703-536-3000 703-536-8891 navstar-inc.com	\$6.5 million	\$6.5 million	48 48	Falls Church 1999	Joanna G. Alexis, President and CEO
22	21	Federal Concepts LLC P.O. Box 7690 Upper Marlboro, Md. 20792	866-257-8318 240-414-0068 fedconcepts.com	\$6.19 million	\$6.19 million	42 42	Fort Washington 2001	Christian Sullivan, CEO
23	-	Q-Industries 1100 13th St. NW, Suite 450 Washington, D.C. 20005	202-776-9090 202-776-0072 q-industries.com	\$5.06 million	\$5.06 million	35 38	Washington 1999	Timothy Neill, President and CEO
24	20	i3solutions Inc. 45945 Center Oak Plaza, Suite 140 Sterling, Va. 20166	703-404-9595 n/a i3solutions.com	\$5 million	\$5 million	49 49	Sterling 1997	Scott Johnson, CEO
25	-	eMentum Inc. 6701 Democracy Blvd., Suite 300 Bethesda, Md. 20817	301-571-9369 888-847-8081 ementum.com	\$4.8 million	\$4.8 million	17 20	Bethesda 1999	Carolyn Merek, President and CEO

Sources: the companies Research by Lindsay Smith ¹Companies could have no more than 100 employees at the time of publication to be eligible for this list. ²2006 data. The ranked companies have provided information to researchers upon request. The List does not endorse the participants or suggest the quality of products and services. Please send updates and corrections on company letterhead to Research Director, Washington Business Journal, 1555 Wilson Blvd., Suite 400, Arlington, Va. 22209. To submit your company for future surveys, please visit bizjournals.com/washington/bol_survey.