

# THE LIST

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## THE QUESTION:

Participants were asked to briefly describe what they see as a key issue facing WNY computer companies.

## SOME ANSWERS:

**Applied Sciences Group Inc.:** "Interoperability with new technologies and maintaining IT security and regulatory compliance are critical in every project ASG works on."

**Biel's Information Technology:** "Staying ahead of the technology curve and providing cost-effective document management solutions that provide a substantial return on investment."

**Brisbane Consulting Group LLC:** "Determining the value of a particular technology and how that will benefit our client."

**Computer SOS Inc.:** "The cost of doing business in New York state."

**BXI Consultants:** "The notion that the cost of implementing new IT systems is too high."

**I-Evolve Technology Services:** "The ability to quickly react to the dynamic needs of the user environment and rapidly changing solutions offered by the vendor community."

## NOTES

Data provided by the firms and not subject to verification. Where updated data were unavailable, 2009 list data were used.

IT-Information Technology, NOC-Network Operations Center, CRM-Customer Relationship Management, GIS-Geographic Information System, ERP-Enterprise Resource Planning, IVR-Interactive Voice Response, LAN-Local Area Network, POS-Point Of Sale, VoIP-Voice over Internet Protocol, WAN-Wide Area Network, MFP-Multifunction Printer, CMS-Content Management Systems, MSP-Managed Service Provider, SMB-Small and Medium-sized Business

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# Technology companies

Ranked by WNY employees

RANK/ PRIOR RANK	PHONE WEB SITE	STAFF	PRIMARY SERVICE AREA	SERVICE/PRODUCTS OFFERED	WNY MANAGER	
<b>1</b> 1	<b>Computer Task Group Inc. (CTG)</b> 800 Delaware Ave. Buffalo, NY 14209	882-8000 ctg.com	<b>260</b>	IT staffing and solutions	IT consulting, electronic medical records, software development and integration, security, logistics and software testing and managed staffing services	James Boldt
<b>2</b> 2	<b>Synergy Global Solutions Inc.</b> 275 Northpointe Parkway Amherst, NY 14228	250-3200 synergy.gs	<b>200</b>	IT Support	Help desk, NOC, Break-fix, installation, consulting	Ray Hutch Clark Crook
<b>3</b> 5	<b>Inergex Inc.</b> 50 Fountain Plaza Buffalo, NY 14202	829-1000 inergex.com	<b>140</b>	Professional IT Services	End-user support services, application development and support, portal/collaboration solutions, project management, temporary staffing, payroll services	Rick Muller
<b>4</b> 6	<b>PCI</b> 703 Washington St. Buffalo, NY 14203	856-7181 pciconnected.com	<b>135</b>	Network support, managed hosting, outsourcing, disaster recovery, help desk	Consulting, systems integration, help desk support and outsourcing, remote backup services	Mark Gaulin, Timothy McGrath Patrick McGrath
<b>5</b> 4	<b>Ronco Communications &amp; Electronics Inc.</b> 595 Sheridan Drive Tonawanda, NY 14150	888-847-6626 ronco.net	<b>85</b>	IP telephony, LAN/WAN, security, wireless	Design, implementation, integration, maintenance, network assessments, contact center, IVR development	Christopher Wasp
<b>6</b> 7	<b>SAII-IT Inc.</b> 284 Abbott Road Buffalo, NY 14220	888-392-9444 saii-it.net	<b>81</b>	IT and management consulting	Management consulting, product development, services, and licenses technology	Syaed Ali
<b>7</b> 9	<b>ValueCentric LLC</b> 23 Cobham Drive Orchard Park, NY 14127	972-1600 valuecentric.com	<b>71</b>	Hosted on-demand software solution	On-demand data management and performance analytics platform to the pharmaceutical industry	Dave Janca
<b>8</b> 8	<b>Advance 2000 Inc.</b> 1140 Wehrle Drive Buffalo, NY 14221	631-5602 advance2000.com	<b>68</b>	Software, Web, IT management services, cloud computing services	IT management: Data, voice, video and software	Brian Maouad
<b>9</b> 10	<b>Biel's Information Technology Systems</b> 1201 Indian Church Road West Seneca, NY 14224	675-2121 biels.com	<b>52</b>	Document scanning, paperless office solutions, online forms and storage	Document management solutions using digital and microfilm technology	Dennis Kempner Sal Alfano Norm Baker
<b>10</b> 11	<b>VITEC Solutions LLC</b> 455 Commerce Drive Amherst, NY 14228	204-9200 vitecsolutions.com	<b>48</b>	Break/fix support, maintenance, consulting, outsourcing	Hardware/software, maintenance contracts, certified systems engineers, various outsourcing solutions	Thomas Dalfonso
<b>11</b> 13	<b>AURORA Consulting Group Inc.</b> 7625 Seneca St. East Aurora, NY 14052	655-9000 bflo.com	<b>46</b>	Web design and development, online marketing, network solutions	Web and software development, custom software development, e-commerce, graphic design, hardware installation, upgrades, support and disaster recovery	Jeff McCaskey
<b>11</b> 13	<b>PremCom Corp.</b> 85 Northpointe Parkway Amherst, NY 14228	691-0791 premcom.com	<b>46</b>	Unified communications, network services, IP telephony	Certified partner - Microsoft/ShoreTel/Citrix and Cisco	Peter Proulx
<b>13</b> 16	<b>Algonquin Studios Inc.</b> 403 Main St. Buffalo, NY 14203	842-1439 algonquinstudios.com	<b>45</b>	Custom software development, IT support and consulting, Web design	QuantumCMS, web content management system Invoices anywhere, electronic invoice presentation and payment, Rapid .NET software development suite	Stephen Kiernan
<b>14</b> NR	<b>Buffalo Computer Graphics Inc.</b> 3741 Lake Shore Road Blasdell, NY 14219	822-8668 buffalocomputergraphics.com	<b>40</b>	Software, hardware, service	Incident management systems, GIS Solutions, integrated systems for maritime training, mass notification and custom engineered products.	Roy Waas Gary Masterson Kevin Williams
<b>14</b> 16	<b>CompuSource Systems Inc.</b> 110 John Muir Drive Amherst, NY 14228	636-3700 compusourcesystems.com	<b>40</b>	Core data processing for credit unions	Online banking, ATMS nationwide	Gary Gonzales
<b>14</b> 16	<b>IPLogic Inc.</b> 495 Commerce Drive Amherst, NY 14228	213-2000 iplogic.com	<b>40</b>	IT solutions provider of voice, video & data	Voice and unified communications, network security, mobility and wireless, mobility, managed services, multimedia, data center solutions	Kristine Starke Peter Havens
<b>14</b> 16	<b>SoftTrek Corporation</b> 30 Bryant Woods N. Amherst, NY 14228	691-2800 softtrek.com	<b>40</b>	Software and technology for non-profit organizations	Donor management software, online marketing and fundraising tools, and managed hosting services to all types of non-profit organizations	Robert Giardi
<b>18</b> 15	<b>Applied Sciences Group Inc.</b> 4455 Genesee St. Cheektowaga, NY 14225	626-5100 appliedsciencesgroup.com	<b>39</b>	Software development, system integration and controls	Design-oriented engineering services, works with general purpose and real time operating systems; Windows, MAC, Unix, Linux and QNX	Paul Buckley
<b>19</b> 22	<b>Globalquest Solutions Inc.</b> 435 Lawrence Bell Drive Williamsville, NY 14221	601-3524 globalquestinc.com	<b>36</b>	IT managed services, consulting, technology services, supplemental staffing	Technical and project management staffing, data access strategies and IT infrastructure solutions	Martha Martin
<b>19</b> 11	<b>KVS Information Systems</b> 821 Maple Road Williamsville, NY 14221	626-1976 kvsinfo.com	<b>36</b>	Software solutions for local government	ERP solutions including financial management, payroll, billing and collection software and services for local government	Edward Warneke
<b>21</b> 25	<b>Eagle Systems Inc.</b> 2421 Harlem Road Cheektowaga, NY 14225	893-0506 eagleny.com	<b>30</b>	Networks, servers, workstations, printers	Computer networks, workstations, MFPs, Web site design and hosting	Rick Smith
<b>21</b> 23	<b>MBMS Inc.</b> 11 Pinchot Court Amherst, NY 14228	689-2000 mbms.com	<b>30</b>	Software development and services	Mortgage custody, warehouse management, enterprise systems and related services	James Kunert
<b>23</b> 21	<b>clevermethod</b> 1200 Maple Road Elma, NY 14059	805-1065 clevermethod.com	<b>26</b>	Web design and development, email marketing, custom software solutions	Online marketing strategy, Web design and development, email marketing, analytics and custom software solutions	Doug Kasperek
<b>24</b> 26	<b>Core 101 LLC</b> 268 Main St. Buffalo, NY 14202	853-1331 core101.com	<b>25</b>	Web site development, marketing, and website hosting	Content management/e-commerce systems, application integration, search engine and email marketing, shared and managed hosting	Michael McCarthy
<b>24</b> 26	<b>PCA Group Inc., The</b> 455 Cayuga Road Buffalo, NY 14225	632-5881 thepcagroup.com	<b>25</b>	Software engineering and web development, VoIP telephony, ERP solutions	IT consulting firm supplying custom programming, data network services, Web design/hosting, VoIP telephony solutions, and accounting/ERP systems	Steven Szubinski



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