

Company	Total Capital Region Staff
TAG Solutions LLC/NextRidge	61
CNC Microtech	50
Garnet River LLC	47
Repeat Business Systems Inc.	44
GSS Infotech (formerly ATEC Group)	40
Tech II Business Services Inc.	36
Annese & Associates Inc.	30
Core BTS Inc.	24
Northeast Information Systems	20
DIRAD Technologies Inc.	18
P & J Computers Inc.	16
Computer Renaissance	14
WSG.net (Web Services Group Inc.)	12
Sage Computer Associates Inc.	10
Omnis Computers & Reprographics	8
Diamond Data International	6
Groff NetWorks LLC	6
Integral One Network Solutions LLC	6
Frontrunner Network Systems	5
Creating Genius Inc.	2

The Japanese government uses a DIRAD VoIP interactive voice response (IVR) system for emergencies in the U.S. that affect Japanese residents.

Notes

Ranked by Capital Region networking revenue in 2010. Information was provided by the individual companies and their websites. The area surveyed includes Albany, Columbia, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schoenectady, Schoharie, Warren and Washington counties. N.A. indicates that information is not available or not applicable. Some entries have been edited for space. Some companies that may have ranked declined to submit information.

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FOOTNOTES

<sup>1</sup>Last ranked 5/14/2010.

<sup>2</sup>Percent change is between last year's and this year's data. N.C. indicates no change.

<sup>3</sup>Companywide revenue is included for companies that are not based locally.

Researched by Melissa Gold

# The List

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## COMPUTER NETWORKING COMPANIES

(Ranked by Capital Region networking revenue in 2010)

2011 Rank	Name	Capital Region Networking Revenue in 2010	Total Capital Region Revenue <sup>2</sup>	Capital Region Staff: Networking	Networking Services	Operating systems	President/CEO
2010 Rank <sup>1</sup>	Address	% Change <sup>2</sup>	Revenue <sup>3</sup>	Total			Vice President
Phone	Website						
1	<b>IPLogic Inc.</b> 17 British American Blvd., Latham, N.Y. 12110	\$52,600,000 75.33%	\$52,600,000	N.A.	Selection, architecture & installation of networking and business enablement technologies that include routing & switching, mobility and wireless, data storage, server virtualization, audiovisual, network security, IP voice and unified communications, network mgt. & monitoring, cabling/data center infrastructure, staff augmentation	N.A.	Kenneth Yanneck Michael Connally Nathan White
2	<b>TAG Solutions LLC/NextRidge</b> 12 Elmwood Road, Albany, N.Y. 12204	\$46,211,096 4.69%	\$46,211,096	28 61	Security and compliance, managed services, unified communications, virtualization, storage, data management, consulting	Symantec; Microsoft; VMware; ShoreTel; Sungard availability; Dell	Shaun Mahoney John Dominic Flory III
3	<b>Core BTS Inc.</b> 3 Tallow Wood Drive, Clifton Park, N.Y. 12065	\$24,750,000 17.86%	\$24,750,000	16 24	Virtualization, storage, network infrastructure, video, unified communications, security, disaster recovery, business continuance, business intelligence, managed services, Cisco, EMC, VMware, Citrix, Microsoft	N.A.	Frank Albi Tony DeFeciani
4	<b>Annese &amp; Associates Inc.</b> 39 Old Route 146, Clifton Park, N.Y. 12065	\$13,400,000 -42.88%	\$20,999,000	17 30	Managed, remote managed (ARMS) and maintenance services; consulting support; project management; installation and implementation; staging and integration	Cisco, Microsoft, Juniper, Nortel, ShoreTel, Linux	Raymond Apy Jr. Jamie Aiello
5	<b>GSS Infotech (formerly ATEC Group)</b> 1762 Central Ave., Albany, N.Y. 12205	\$12,500,000 400%	\$26,745,000	10 40	Remote infrastructure management, virtualization, application management	N.A.	Sanford Cohn Lewis Needham, Alan VanTassel
6	<b>Frontrunner Network Systems</b> 1205 Troy-Schenectady Road, Suite 104, Latham, N.Y. 12110	\$8,000,000 14.29%	\$8,000,000	5 5	Business communication equipment and multimedia integration services for voice, data, video and advanced applications; IP telephony; unified communications; data routing, switching and storage; wireless mobility; structured cabling	N.A.	Jim Keegan N.A.
7	<b>P &amp; J Computers Inc.</b> 1 Highland Ave., Albany, N.Y. 12205	\$7,500,000 N.C.	\$7,500,000	3 16	Computer hardware, software and consulting	Windows	Scott Joralemon Paul Joralemon
8	<b>Tech II Business Services Inc.</b> 4289 Route 50, Saratoga Springs, N.Y. 12866	\$4,100,000 5.13%	\$4,200,000	24 36	Cloud computing implementation, virtualization, integration of voice and data services, managed services, hosted environment	Microsoft, IBM, Apple, VMware	Eric Guby Peter Farley
9	<b>Northeast Information Systems</b> 880 Watervliet Shaker Road, Albany, N.Y. 12205	\$2,700,000 107.69%	\$3,370,000	10 20	VoIP, unified communications, local- and wide-area networking and security, data backup and disaster recovery, IP video security, access control, wireless voice and data	Windows, Linux, Mac, VMware	C.G. Frink Debra Orminski
10	<b>Garnet River LLC</b> 8 Automation Lane, Albany, N.Y. 12205	\$2,100,000 -78.57%	\$10,000,000	9 47	Business intelligence; computer networking; information security; software development including mobile applications, IT and engineering staffing and systems integration	Linux, Unix, Windows, VMware	Steven Richards N.A.
11	<b>Sage Computer Associates Inc.</b> 3 Washington Square, Albany, N.Y. 12205	\$2,000,000 0%	\$2,000,000	6 10	Network design, installation and support; information security consulting and implementation; backup and disaster recovery consulting and implementation	Microsoft Window server and desktop, Microsoft Exchange, Microsoft SQL	Jeff Cohn William Fibiger
12	<b>Computer Renaissance</b> 595 New Loudon Road, Latham, N.Y. 12110	\$1,800,000 -1.64%	\$1,800,000	5 14	Network design and installation for P.C. and Mac, wide-area and virtual private networks, RAS, RDP, managed services, remote data backup, disaster recovery, firewall installation and maintenance, voice and data cabling	Windows Server NT through 2008, 7, 98, XP; SBS; Standard; Enterprise; DOS; Mac OS; Linux	Michael Paloski Jr. N.A.
13	<b>CNC Microtech/Control Network Communications Inc.</b> 19 Walker Way, Albany, N.Y. 12205	\$1,000,000 -88.89%	\$10,000,000	6 50	Security, surveillance, access control, unified communications, data management and network security, wireless local-area network technology, structured cable installation and design, VoIP	N.A.	David Rusilas N.A.
14	<b>Integral One Network Solutions LLC</b> 251 New Karner Road, Albany, N.Y. 12205	\$805,000 46.36%	\$805,000	4 6	Microsoft LAN support for small and medium-sized businesses and government agencies; server and workstation sales, upgrades and ongoing maintenance; IT project planning, management and implementation	Microsoft Server 2003, 2008, XP Vista Windows 7, Hyper-V	Rich Hoult Jerry Montanye N.A.
15	<b>Repeat Business Systems Inc.</b> 4 Fritz Blvd., Albany, N.Y. 12205	\$680,000 -2.86%	\$10,000,000	5 44	Managed network services; remote monitoring; on-site and remote support; project and disaster recovery planning; computer, server and related hardware sales and service; network setup and maintenance; document management; managed print; IT consulting; database support and management	Windows server and desktop operating systems	Dawn Abuhil, John Abuhil N.A.
16	<b>DIRAD Technologies Inc.</b> 9 Corporate Drive, Clifton Park, N.Y. 12205	\$500,000 N.A.	\$1,500,000	5 18	Interactive intelligence contact centers, Microsoft unified communications, interactive voice response (IVR), emergency notification systems, video surveillance	Windows Servers 2008, 2003, Windows XP-Win7	John Michne N.A.
17	<b>Omnis Computers &amp; Reprographics</b> 141 Erie Blvd., Schenectady, N.Y. 12305	\$500,000 N.C.	\$725,000	5 8	Managed services, remote monitoring and repair, remote backup, local- and wide-area network design and installation and support, malware removal and prevention, dental office support, storefront, Intel partner, disaster recovery	Microsoft, Linux	Scott Johnson N.A.
18	<b>WSG.net (Web Services Group Inc.)</b> 21 Congress St., Suite 203, Saratoga Springs, N.Y. 12866	\$500,000 -28.57%	\$2,000,000	4 12	On-site and remote network support, monitoring, remote backup, analysis and installation, hardware and software sales, network design and consulting, cloud hosting, virtualization solutions	Microsoft Windows, Linux	Michael Gile Jim Gile
19	<b>Groff NetWorks LLC</b> 11 State St., Troy, N.Y. 12180	\$475,000 48.44%	\$475,000	4 6	Computer and network services, managed IT, business technology management, technology solutions, IT consulting, business continuity planning	Microsoft Windows, Linux, Macintosh	Lauren Groff Nada Rifai
20	<b>Diamond Data International</b> 14 Computer Drive E., Albany, N.Y. 12205	\$300,000 -60%	\$750,000	3 6	Hospitality, retail management and point-of-sale systems, loss prevention surveillance, remote business monitoring, video text insertion, installation, training, service and support	Sharp, Maitre'D, Sam4's, Divis	Richard Von Haugg Andrew Von Haugg
21	<b>Creating Genius Inc.</b> 427 Maple Ave., Saratoga Springs, N.Y. 12866	\$85,000 18.06%	\$85,000	2 2	P.C. repair, networking, firewall installation, virus removal, Windows server, Netware	Windows, Netware	Russell Kirkwood N.A.
22			Companywide: \$125,000				