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# The List

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THE BUSINESS REVIEW

## TECHNOLOGY COMPANIES, PART I

(Ranked by 2010 revenue)

2011 Rank	Name Address	2010 Capital Region Revenue <sup>2</sup> % Change <sup>3</sup>	No. of Employees: Capital Region	Companywide Products or Services Available	Notable Clients	President/Top Official Vice President
NR	<b>GE Energy</b> 1 River Road, Schenectady, N.Y. 12345 385-2211   <a href="http://geenergy.com">geenergy.com</a> Headquarters: Atlanta	\$37,100,000,000 70.18%	4,000 <sup>4</sup> 82,000	Gas, steam and wind turbines; energy delivery	N.A.	John Krenicki Steve Bolze
NR	<b>Time Warner Cable</b> 1021 High Bridge Road, Schenectady, N.Y. 12303 242-8890   <a href="http://timewarnercable.com/Northeast">timewarnercable.com/Northeast</a> Headquarters: New York City	\$18,870,000,000 5.42%	1,209 46,560	Digital cable, high-speed Internet, residential phone and security, business class, whole-house DVR	N.A.	John Quigley N.A.
NR	<b>Philips Healthcare</b> 450 Old Niskayuna Road, Latham, N.Y. 12110 782-1122   <a href="http://philips.com/healthcare">philips.com/healthcare</a> Headquarters: Andover, Massachusetts	\$11,000,000,000 <sup>5</sup> N.C.	450 34,500	Diagnostic imaging, ultrasound and cardiac care systems, health care informatics and patient monitoring; customer services; respiratory care and sleep management, medical alert services, remote patient monitoring, telehealth	N.A.	Conrad Smits N.A.
1	<b>M+W U.S. Inc. - A Company of the M+W Group</b> 44 Dalliba Ave., Watervliet, N.Y. 12189 266-3750   <a href="http://mwgroup.net">mwgroup.net</a>	\$732,500,000 N.A.	500 1,755	Architecture, engineering and construction management with technical/innovation self-perform capabilities and solutions for high-tech facilities	UAlbany College of Nanoscale Science and Engineering, GlobalFoundries Fab 8 in Malta	Rick Whitney Alan Asadoorian
2	<b>Bechtel Marine Propulsion Corp./Knolls Atomic Power Laboratory</b> P.O. Box 1072, Schenectady, N.Y. 12301 395-4000   <a href="http://knollslab.com">knollslab.com</a>	\$276,249,931 <sup>4</sup> -20.84%	2,700 2,700	Research and development of naval propulsion plants, test equipment and training of naval personnel	N.A.	Morgan Smith N.A.
3	<b>CMA Consulting Services</b> 700 Troy Schenectady Road, Latham, N.Y. 12110 783-9003   <a href="http://cma.com">cma.com</a>	\$52,800,000 23.36%	249 391	Data warehousing, human resource, time and attendance, learning and inventory management, IT consulting, WIC solutions, systems integration, microterabyte appliance	The states of New York, New Jersey, Arizona, Texas, Massachusetts, Indiana, Pennsylvania and the City of New York	Kay Stafford Peter Chynoweth
4	<b>IPLogic Inc.</b> 17 British American Blvd., Latham, N.Y. 12110 724-2300   <a href="http://iplogic.com">iplogic.com</a>	\$52,600,000 5.62%	50 101	Unified communications, collaboration, virtualization and data center, mobility and wireless, security, multimedia/video and cloud-based technologies	Momentive Performance Materials, Golub Corp., Roswell Park Cancer Institute, UAlbany, SEFCU, RPI, Community Care Physicians, Akwesasne Mohawk Casino	Kenneth Yanneck Brian O'Donnell
5	<b>Ducommun AeroStructures-N.Y.</b> 2 Flint Mine Road, Coxsackie, N.Y. 12051 731-2791   <a href="http://ducommun.com">ducommun.com</a> Headquarters: Carson, California	\$50,000,000 13.64% Companywide: \$380,750,000	285 2,500	Precision aerospace assemblies	Boeing, Sikorsky	Dennis Fitzgerald Amar Lal
6	<b>CornerStone Telephone Co.</b> 2 3rd St., Suite 303, Troy, N.Y. 12180 272-1018   <a href="http://cstel.com">cstel.com</a>	\$35,000,000 -5.41%	83 101	Voice, data, metro ethernet, VoIP, cloud computing, fiber, data center, hosted PBX, hosted exchange, email encryption, SIP trunks, security	N.A.	Dan Yamin Richard Drake
7	<b>Science Applications International Corp.</b> 1450 Western Ave., Suite 304, Albany, N.Y. 12203 433-1210   <a href="http://saic.com">saic.com</a> Headquarters: McLean, Virginia	\$32,000,000 220% Companywide: \$10,968,000,000	52 44,000	Scientific, engineering and technology applications	N.A.	Kurt Rask Pete Bellingher
8	<b>Espey Manufacturing &amp; Electronics Corp.</b> 233 Ballston Ave., Saratoga Springs, N.Y. 12866 584-4100   <a href="http://espey.com">espey.com</a>	\$28,900,013 7.04%	170 170	Power supplies and transformers	N.A.	Mark St. Pierre David O'Neil
9	<b>Linium</b> 187 Wolf Road, Suite 210, Albany, N.Y. 12205 689-3132   <a href="http://linium.com">linium.com</a>	\$25,000,000 35.57%	92 184	Information technology infrastructure library (ITIL) and asset mgmt. process design, education services, commercial products, including Hewlett Packard software, Oracle financial planning and Microsoft	The Bank of New York, Yale, BAE Systems, Active Health Management, LCBQ, Boehringer Ingelheim, Cigna, Altria, Pitney Bowes, Citi, Marathon	Joseph Burke Miriam Dushane
10	<b>Core BTS Inc.</b> Executive Woods Office Park, 3 Tallow Wood Drive, Clifton Park, N.Y. 12065 831-8910   <a href="http://corebts.com">corebts.com</a>	\$24,750,000 17.86% Companywide: \$180,000,000	24 375	Virtualization, network infrastructure, security compliance, video, unified communications, disaster recovery, business continuance, managed services, Cisco EMC/Vmware, Microsoft Citrix Tandberg	Capital Region Orthopaedics, CDPHP, GlobalFoundries, GlobalSpec, Berkshire Bank, Glens Falls Hospital, Xerox, Sematech, Benet Labs, Albany City Schools, Wildwood Programs	Tony DeFeciani Faris Bazzari, Howard Kreitsek
11	<b>GSS Infotech (formerly ATEC Group)</b> 1762 Central Ave., 3rd Floor, Albany, N.Y. 12205 452-3700   <a href="http://atecgroup.com">atecgroup.com</a> , <a href="http://gssinfotech.com">gssinfotech.com</a> Headquarters: Glastonbury, Connecticut	\$24,500,000 N.A. Companywide: \$78,500,000	40 800	Virtualization and storage, data center design and implementation, staff augmentation, workload automation and scheduling, application development and managed services	Health care, education, financial, government, manufacturing and insurance	Sanford Cohn Lewis Bheadham
12	<b>GCOM Software Inc.</b> 24 Madison Ave. Ext., Suite 4, Albany, N.Y. 12203 869-1671   <a href="http://gcomsoft.com">gcomsoft.com</a>	\$24,400,000 N.A.	53 140	Custom software design and IT staff augmentation	N.A.	Tracy Petrasek
13	<b>CommerceHub</b> 255 Fuller Road, Suite 327, Albany, N.Y. 12203 810-0700   <a href="http://commercehub.com">commercehub.com</a>	\$23,800,000 15.36%	100 110	Supply-chain technology	Walmart, Best Buy, Best Buy	Steve Hamlin Bob Marro
14	<b>Annese &amp; Associates Inc.</b> 39 Old Route 146, Clifton Park, N.Y. 12065 371-9000   <a href="http://annese.com">annese.com</a> Headquarters: Herkimer	\$20,491,910 -12.65% Companywide: \$33,821,497	28 90	Voice, video, data, data center	Yonkers City Schools, Excellus, M&T Bank, Health Alliance, AmeriCU Federal Credit Union, SUNY Delhi, Union College, CooperVision	Raymond Apy Rus Healy
15	<b>Subsidiem Technologies</b> 323 Honeywell Corners Rd., Broadalbin, N.Y. 12025 899-1010   <a href="http://subsidiemtech.com">subsidiemtech.com</a>	\$17,000,000 41.67%	6 7	Voice, data, Internet, cloud services, colocation, managed services, vendor-neutral carrier selection	N.A.	John Bova Ed Degenhart
16	<b>Carousel Industries of North America</b> 10 Petra Lane, Albany, N.Y. 12205 464-0220   <a href="http://carouselindustries.com">carouselindustries.com</a> Headquarters: Exeter, Rhode Island	\$16,000,000 22.22% Companywide: \$208,019,000	40 822	Design, delivery and support for client business technology	N.A.	Michael Weiss N.A.
17	<b>Tech Valley Communications</b> 87 State St., Albany, N.Y. 12207 598-0900   <a href="http://techvalleycom.com">techvalleycom.com</a>	\$15,000,000 4.17%	61 61	Voice and data services on fiber network	N.A.	Kevin O'Connor Rick De John
18	<b>Plug Power Inc.</b> 968 Albany Shaker Road, Latham, N.Y. 12110 782-7700   <a href="http://plugpower.com">plugpower.com</a>	\$12,290,000 <sup>6</sup> -31.34%	137 151	GenDrive fuel cell power units as replacement for lead-acid batteries in electric lift-truck applications	BMW Manufacturing Co., Walmart Canada, Sysco, Nestle Waters, Wegmans, FedEx Freight, Coca-Cola Refreshments and Coca-Cola Consolidated, Wegmans	Andy Marsh Gerald Anderson
19	<b>Tailwind Associates</b> 1462 Erie Blvd., Schenectady, N.Y. 12305 579-3020   <a href="http://tailwindassoc.com">tailwindassoc.com</a>	\$11,900,000 3.48%	88 96	IT staff augmentation, data warehousing, business intelligence, web and application development, Microsoft SharePoint, network and application security, system integration	NYS agencies; states of North Carolina, South Carolina and Texas; Charlotte, N.C.; CDPHP, MVP Health Care, NYISO, TIAA-CREF	Robert Quick William Hawkins
20	<b>CNC Microtech/Control Network Communications Inc.</b> 19 Walker Way, Albany, N.Y. 12205 862-9121   <a href="http://cncmicrotech.com">cncmicrotech.com</a>	\$11,000,000 22.22% Companywide: \$3,000,000	50 80	Data management and network security, wireless LAN technology, security surveillance and access control, structured cable installation and design, IP telephony and unified communications	Yahoo!, NYO Agencies, General Electric, Albany NanoTech, SUNY	David Rusilas Jim O'Keefe
21	<b>Tyler Technology Inc./Versatrans Solutions</b> 23 British American Blvd., Latham, N.Y. 12110 786-7766   <a href="http://tylertech.com">tylertech.com</a> Headquarters: Dallas	\$10,900,000 2.83% Companywide: \$279,386,000	65 2,000	Versatrans RP, Telematic GPS, Onscreen, TripTracker, Fleetvision, SIF Agent, e-Link, District Pulse, implementation, training, support and consulting	San Diego; Denver; Boston; Detroit; Saint Paul, Minnesota; Gulderland and Shenendehowa schools	Jim Guzewish Theodore Thien
22	<b>Specialty Silicone Products Inc.</b> 3 McCrea Hill Road, Corporate Technology Park, Ballston Spa, N.Y. 12020 885-8826   <a href="http://sspinc.com">sspinc.com</a>	\$10,500,000 10.53%	48 48	Resealable silicone rubber liners used in laboratories for chemical analysis and drug research, silicone grease and gas-permeable silicone membranes	N.A.	Paul DiCaprio Susan Premo

### Notes

**Ranked by the Capital Region revenue in 2010.** Information was provided by the individual companies and their websites. The area surveyed includes Albany, Columbia, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schenectady, 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. **TAG Solutions LLC/Nextridge**, which ranked third on last year's list, did not respond to requests for information for this year's list.

**GE Energy, Time Warner Cable and Philips Healthcare** are included as NR, or Not Ranked, at the top of the list because they are unable to determine local revenue.

### FOOTNOTES

- <sup>1</sup>Last ranked March 12, 2010. NR indicates that a company was not ranked on last year's list.
- <sup>2</sup>For companies headquartered locally, this is a total revenue figure; for those not headquartered locally, this revenue is the amount generated in Capital Region locations.
- <sup>3</sup>Percent change is between this year's and last year's data.
- <sup>4</sup>This figure is for GE Energy's Capital Region employees. GE has 7,000 total Capital Region employees, which includes GE Global Research in Niskayuna and GE Healthcare in East Greenbush.
- <sup>5</sup>This company's 2010 revenue is not yet available. The figure shown is from 2009.
- <sup>6</sup>KAPL was unable to provide a revenue figure. This figure is the amount of contracts awarded by the U.S. Department of Defense for 2010, according to [usaspending.org](http://usaspending.org).

Researched by Melissa Gold