GREATER MADISON WISCONSIN AREA

2011 DIRECTORY: HIGH-TECH COMPANIES

A comprehensive guide and inventory of the high-tech sectors compiled by:
mgd.com/ecd
Someone should write a book about the Madison region's 25-year high-tech boom. In lieu of a book, we've asked three movers, shakers, thought-leaders, and longtime supporters of the Madison region's high-tech community to share their historical points of view.

I remember starting the UW Biotechnology Center in late 1984 when there were only three biotech companies in the Greater Madison area: Promega, Agracetus, and Agrigenetics. Non-academic jobs for PhDs in biotechnology, molecular biology, biochemistry, or genetics were virtually non-existent—and literally non-existent for biotech-related service businesses, patent lawyers, relevant University of Wisconsin-Madison services, research parks, or angel investment groups. Awareness of biotechnology in the Madison region and rest of the state was low. Most UW-Madison technology disclosed to Wisconsin Alumni Research Foundation (WARF) was licensed out of state or abroad. The university culture was not very friendly to entrepreneurial professors. Not the greatest picture. And yet, Madison had as much first-rate biological science being done as Stanford + Berkeley in San Francisco or Harvard + MIT in Cambridge.

Today, the state of biotech is red hot. The biotech sector alone makes the Madison region business community one of the most active and growing parts of our high-tech economic development. Wisconsin has so much to offer:

- Over 200 biotech companies, many in the Madison area
- Lots of job opportunities for recently trained PhDs and postdoctoral fellows
- Many biotech-related services and service businesses
- Half a dozen research parks
- Over 20 angel and venture investment groups

Many of the best UW-Madison inventions have been and are now being licensed to local start-up companies founded by university researchers. So how did this dramatic change occur in biotech? Some of the key events that made a difference are listed on the following pages—too many accomplishments and turning points to mention in one letter. Peruse these pages to discover some of the important ways that our successful biotech community was developed.

I was fortunate to have a career that spanned the advent of the biotechnology revolution and to be involved in almost all aspects of the growth of biotechnology in Wisconsin. The point is, I am so proud that the state of Wisconsin is now an active site for starting and growing biotechnology companies. The changes over the last 25 years have been dramatic and exciting—and I look forward to even more ten years from now.

Sincerely,

Richard R. Burgess
Founding Director, UW Biotech Center, 1984-96 and Co-founder ConjuGon, Inc.
An Historic Perspective on the Growth of Wisconsin Biotechnology

By Richard R. Burgess

Key Wisconsin and Madison Region Biotech Events

1978 – Promega, Wisconsin's first biotech company founded by Bill Linton

1984 – UW-Madison Biotechnology Center founded

1984 – University Research Park opened, including the MGE Innovation Center

1987 – Wisconsin Biotechnology Association started (third in the U.S.), (now known as BioForward)

1987 – Wisconsin Governor's Taskforce on Biotechnology

1988 – State economic development group, Forward Wisconsin, targets biotech as a key focus

1990 – UW University-Industry Relations (UIR) program takes active role in helping faculty start companies and write successful Small Business Innovation Research (SBIR) grants (UIR became Office of Corporate Relations [OCR] in 2003)

1991 – First local venture capital group opens office – Venture Investors of Wisconsin (VIW)

1993 – UW-Madison's patenting and licensing organization, Wisconsin Alumni Research Foundation (WARF), begins taking equity in UW start-ups; WARF now includes over 40 companies

1994 – State of Wisconsin Investment Board (SWIB) was allowed to invest venture capital in small Wisconsin high-tech companies

1996 – UW Business School Weinert Applied Ventures in Entrepreneurship (WAVE) program launched, allowing those trained in business and entrepreneurism to work with the scientists/inventors to grow companies

2001 – First angel investment group in Madison started – Wisconsin Investment Partners (WIP)

2001 – First Wisconsin biotech company goes public – Third Wave Technologies, Madison, Wisconsin
How did we build a successful biotech business community in Wisconsin and the Madison region?

Set an ambitious goal: to be the leading biotech region between the coasts

Built on research and training strengths of Wisconsin's universities

Built on Wisconsin's compatible, traditional strengths in agriculture, food processing, beer and cheese making, pulp and paper production

Chose to grow new companies rather than trying to lure existing ones

Created an interactive biotechnology community in Wisconsin, importance of High-Tech and Biotech Happy Hour as a place to socialize, network, do business, and find jobs

As the number of companies grew, there was more lateral mobility for employees

More service businesses acquired biotech-related expertise

Provided more successful scientist/entrepreneur role models

Attracted people back to Wisconsin who had trained here and wanted to return

Started Masters in Biotechnology Program

The efforts and creativity of many Madison-based institutions and organizations such as:

State Government: support of UW-System, use of science expertise in policy making, building funds, and Act 255 tax credit for early investment in qualified small businesses

Other research and training universities, especially UW-Milwaukee, Medical College of Wisconsin, Marquette University but also UW-Green Bay, UW-Eau Claire, UW-River Falls, and others

State Technical College System, MATC (now Madison College) Biotechnicians Training Program

BioForward (formerly the Wisconsin Biotechnology & Medical Devices Association) Wisconsin Technology Council

Thrive

Wisconsin Small Business Development Center

MGE Innovation Center and High-Tech Directory

Wisconsin Association for Biomedical Research and Education (WABRE)

Wisconsin Angel Network

Newly opened interdisciplinary Wisconsin Institutes for Discovery/Morgridge Institute
Reading an old MGE High-Tech Directory can be like searching through the intertwined limbs and branches of a family tree. You never know what long-lost relative you might find. While it's not yet akin to reading an Old Testament list of "begats," the evolution of companies and leaders captured by the MGE Directory in its first 25 years is an impressive reminder of just how far the region's tech community has come.

As a young *Wisconsin State Journal* reporter in the early 1980s, I covered some of the events that helped shape the tech-based future of Madison and Dane County. Thanks to the vision of a few business, university, and civic leaders — including the late Bob Spiegel, editor of the State Journal — the underpinnings of a modern and more diverse economy had begun to emerge. Efforts to learn what was happening in emerging regional economies such as California's Silicon Valley and North Carolina's Research Triangle had sparked a renewed town-and-gown relationship at home and led to a series of events that collectively represent the birth of Madison's high-tech economy.

One of those milestones was actually a failure: the city's public-private attempt to lure Sematech, the semiconductor manufacturer, to Madison. While Madison was among the reported finalists, Sematech selected Austin, Texas, as its home, a decision that continues to define that city. Undaunted, Madison's leadership learned from the loss. In short order, good things began to happen.

The first Madison Venture Fair connected young companies with a new breed: venture capitalists. The Wisconsin Innovation Network helped entrepreneurs and companies led by the likes of Jan Eddy, Bill Linton, Judith Faulkner, and Richard Burgess emerged. The UW-Madison worked with the City and others to form University Research Park, an undertaking some regarded as expensive folly but which others recognized was an investment toward the future.

Around that time, MGE and the City of Madison collaborated on creating a directory to chart the goings and comings of companies in the city's new tech sector. The first edition of the "Greater Madison Wisconsin Area Directory of High-Tech Companies" (1987) was more like a pamphlet, but it quickly grew with each passing year and became a tool for those aiming to learn more about and to work with our region's emerging technology companies. Furthermore, the Directory and MGE's investment in University Research Park through the MGE Innovation Center reflected a belief that Madison was ripe for growth.

Entrepreneurial success is due to a combination of conditions. Ideas, innovation, intellectual property, and investment create the landscape. Add to that infrastructure — from reliable public services to transportation to a systemized way of taking the pulse of the community. MGE's High-Tech Directory does all that. It not only became the official record of our high-tech culture but has also contributed to its growth as well.

Sincerely,

Tom Still
President, Wisconsin Technology Council
In 1986, the combined revenue of Madison area high-tech businesses could be measured in the low tens of millions, jobs perhaps generously estimated at one thousand.

Software businesses were more pervasive than biotech. Formal business plans were just coming into vogue. The personal computer industry was in its infancy. Licensing technology from the University of Wisconsin was something akin to climbing Mount Everest, not for the faint of heart. The University Research Park was vacant. And the Internet? Not yet. No High-Tech Happy Hour. No social networking tools. Back then, your business networking tool was a landline telephone.

Angel investing was not yet a coined term. Most companies were financed by friends, family, and wealthy lawyers or doctors. And most venture capitalists in our region were doing mezzanine rounds or leveraged buyouts. High growth businesses in our region were starved for cash, with an especially large gap in early-stage funding. Most businesses were sold prematurely to out-of-state companies due to the shortage of growth capital in our region.

The first edition of MGE's Greater Madison Area Directory of High-Tech Companies was skinny, but significant, as it legitimized the high-tech business sector. Today, the economic impact of this segment on our state and local economies is measured in the billions of dollars. The jobs number in the tens of thousands. Although Epic stands today as the shining star of software success, this region's biotech industry cluster is the envy of many other states.

The University of Wisconsin-Madison was and remains the significant source of intellectual property and innovation that fuels start-ups. An extensive angel network is spread throughout our state. And although much remains to be done, especially in providing access to capital, it's been an amazing and exciting journey.

We didn't get from there to here by accident. As you read through the Directory, take a moment to think of the thousands of individuals and the hundreds of organizations, such as Accelerate Madison, BioForward, UW-Madison, Office of Corporate Relations, WARF, the Wisconsin Technology Council, and MGE, that have done so much to nurture the growth in this business segment over the past 25 years.

A simple thank you hardly seems enough.

Sincerely,
Jan Eddy
CEO, retired, Wingra Technologies, Inc.
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The 2011 Greater Madison Wisconsin Area Directory of High-Tech Companies is a publication produced by Madison Gas and Electric Company's (MGE) Economic Development Unit.

The aim of this directory is to document the number and diversity of high-tech companies in the Madison/Dane County area and provide some insight into how these companies are changing and growing.

Originally published simply to publicize the array of high-tech companies in the greater Madison area, the directory has become a first source for accurate information about high-tech companies in the Capital Region. Investors seeking investment opportunities in our community use it. Companies seeking new locations, collaborative partners, and local companies searching for information networking and resources use it. Both job seekers and employers use the directory to find and fill positions in science and technology companies.

Information contained in the directory is received directly from company surveys. Every attempt has been made, either by electronic and/or mail survey, phone, and/or fax follow-up, to research all companies for current information.

Firms are included in this directory if they have either: (1) one of the North American Industry Classification System (NAICS) numbers identified by Dun & Bradstreet (see page 217) as high-tech, (2) a significant commitment to research and development and the hiring of highly trained specialists in an unclassified high-tech NAICS category, or (3) a technology-based service company.

High-Technology Overview

More than 600 firms in the greater Madison area (493 identified in the directory) are defined as high-tech.

- Approximately 25 percent are in the manufacturing clusters and the balance in services.
- Biotechnology, bioag, medical/biomedical research, life sciences, micro-electronics, pharmaceuticals, contract research and development, and software and other computer-related firms dominate the list reflecting the University of Wisconsin-Madison's worldwide leadership in research and academic teaching in these areas.

Steady employment increases in these firms are helping to diversify the area's economy. Because the Madison area high-tech firms provide products and services for a wide variety of customers, employment increases in this sector have been steady and have contributed significantly to the area's healthy economy (nearly $6.5 billion in annual sales, revenues, and government awards or contracts).

- Overall employment in the Dane County region has been relatively flat from 2005 to 2009 and totals approximately 297,000, with unemployment ranging between 4% to 5% over the past couple years.
- Ten and one-half percent of the region's total employment (31,000 jobs) is in the high-tech area. During the period of 2006 through 2010, high-tech employment added approximately 3,000 jobs, with approximately 500 added in 2010.

The Madison area economy is growing steadily with high technology playing an ever-increasing role, growing at two times the rate of overall employment growth.

- During the period of 2009 through 2010, 45 additional high-tech firms were added to the directory.
- A total of 35 firms have asked not to be listed or have been dropped from last year's directory due to contractions, failures, mergers, consolidations, or relocations. Of the approximate 45 additional firms added to this year's directory, approximately one-quarter are recent start-ups or new expansions into Dane County. Many
more companies have been added that are not profiled (see pages 161 through 165).

- The number of high-tech companies in the greater Madison metro area with corporate affiliations to firms outside of the Madison area totaled approximately 100 companies, an increase of ten from 2009.

By any measure, the University of Wisconsin-Madison ranks in the top echelons of American research universities. UW-Madison receives total research and development expenditures exceeding $1 billion. Research activity on the University of Wisconsin-Madison campus is a major stimulus for growth in the area's economy.

According to the latest figures available from the National Science Foundation, this makes the University of Wisconsin-Madison the second largest-funded public research university in the country overall.

Businesses can tap into many of the University's research facilities, industrial consortia, and other programs. Financial assistance in the form of grants, venture capital, and loans is also available in the greater Madison area. Business management advice is accessible to any business, whatever stage of development it is in.

See page 169 for a listing of high-tech resources available in the Greater Madison area.

The information for this publication is compiled and maintained by Jim Mohrbacher of MGE's Marketing and Economic Development area. Considerable time and effort were devoted to ensure that this directory is a comprehensive and accurate documentation of the dynamic growth of high-tech firms in the greater Madison area. If there is information that is not current, please send corrected information to us (see Survey Form, page 253). Any errors, misinformation, or omissions are unintentional and will be corrected in future editions.

Thanks to MGE Graphics Services for its help in coordinating the pre-press initial cover design/layout and final printing of the directory. Also, thanks to Barb Blum, MGE Administrative Support, for data entry and editing support.
BIOTECHNOLOGY

NAICS

3254: Pharmaceutical and Medicine Manufacturing
325412: Pharmaceutical Preparation Manufacturing
325413: In-Vitro Diagnostic Substance Manufacturing
325414: Biological Product (except Diagnostic) Manufacturing

FIRMS: 86
EMPLOYED: 6,107
REVENUES: $1.5 BILLION
1.01 ABS Global
1525 River Road
Post Office Box 459
DeForest, Wisconsin 53532

COO: Ian Biggs
Contact: Todd Kronberg, Director of Product Development and Strategic Marketing
Phone No.: (608) 846-3721
Fax No.: (608) 846-6392
Web Site: http://www.absglobal.com

Is the leading global source of bovine genetics and related animal care products, with markets in more than 70 countries around the world.

Parent Company: Genus plc
Parent Location: Crewe, Cheshire, United Kingdom
Year Established: 1941
Employees: 350
Annual Sales: $65,080,000
Percentage of International Sales: 69%

1.02 Agrecol
2918 Agriculture Drive
Madison, Wisconsin 53718

Contact: Mack Weber
Phone No.: (608) 223-3571, Ext. 545
Fax No.: (608) 884-4640
E-mail: ecosolutions@agrecol.com
Web Site: http://www.agrecol.com

Is a grower of native plants and seeds.

Year Established: 1992

1.03 AhR Pharmaceuticals, Inc.
7880 Wood Reed Drive
Madison, Wisconsin 53719

VP & Chief Scientific Officer: Jiasheng (Jason) Song
Contact: Jiasheng (Jason) Song
Phone No.: (608) 692-4971
Fax No.: (608) 848-2558
Web Site: http://www.ahrpharma.com

Develops a newly discovered natural hormone named ITE for the aryl hydrocarbon (Ah) receptor into an efficacious and sustainable but low side effect therapeutic agent in cancer intervention and possible eradication.

Year Established: 2005
Employees: 1
Attorney: Charles E. Neider, Neider & Boucher, S.C.
Accounting: Kevin J. Kelbel, Smith & Gesteland LLP
Banking/Other Financial: University of Wisconsin Credit Union

1.04 Alator Biosciences
1687 North Bristol Street
Sun Prairie, Wisconsin 53590

Contact: John Christianson
Phone No.: (608) 825-8888
Fax No.: (608) 825-8999
E-mail: info@alatorbio.com
Web Site: http://www.alatorbio.com

Supplies bioscience researchers around the world with restriction enzymes, molecular weight markers, and hundreds of other high-quality life science research tools.

Year Established: 2002
1.05 Aldevron
441 Charmany Drive
Madison, Wisconsin  53719

Vice President & General Manager:  Tom Foti
Contact:  Tom Foti
Phone No.:  (701) 499-7282
Fax No.:  (608) 441-3460
E-mail:  foti@aldevron.com
Web Site:  http://www.aldevron.com

Is a contract services organization that provides research, development, and manufacturing services to biotech, pharmaceutical, diagnostic, and bio-supply companies. Has operations in Freiburg, Germany; Fargo, North Dakota; and now Madison, Wisconsin. Specializes in the development and production of high-quality DNA, recombinant proteins, cell culture, antibodies, and assays.

Parent Company:  Aldevron
Parent Location:  Fargo, ND
Year Established:  1998

1.06 Anteco Pharma
925 Development Drive
Post Office Box 100
Lodi, Wisconsin  53555

President:  Howard Teeter
Contact:  Howard Teeter
Phone No.:  (608) 592-6925
Fax No.:  (608) 592-7925
E-mail:  hteeter@antecopharma.com
Web Site:  http://www.antecopharma.com

Provides contract pharmaceutical, medical device, and nutritional product manufacturing specializing in formulation, lyophilization, aseptic filling, and packaging.

Year Established:  2003
Employees:  16
Percentage of International Sales:  50%
Attorney:  Sweeney & Sweeney
Accounting:  Baker Tilly
Banking/Other Financial:  Johnson Bank and Merrill Lynch

1.07 Aova Technologies, Inc.
3513 Anderson Street, Suite 100
Madison, Wisconsin  53704

CEO:  Jesus Martinez
Contact:  Briana Froseth, Research Scientist/Business Development
Phone No.:  (608) 310-9595
Fax No.:  (608) 310-9596
E-mail:  jmartinez@aovatech.com
Web Site:  http://www.aovatech.com

Is a Wisconsin agricultural biotechnology company commercializing patented antibody products produced in chicken eggs. Product use, in simple and complex diets, has shown improved feed efficiency and enhanced growth rate of animals regardless of antibiotic usage.

Year Established:  2001
Employees:  6
Attorney:  Neider & Boucher
Accounting:  Baker Tilly
Banking/Other Financial:  Johnson Bank and Merrill Lynch

1.08 BBI Research
2312-2314 Vondron Road
Madison, Wisconsin  53718

General Manager:  Shawn Feaster
Contact:  Lieanna Pick, Finance/Office Manager
Phone No.:  (608) 310-4105
Fax No.:  (608) 310-4106
Web Site:  http://www.bbigold.com or http://www.buybbi.com

Provides reagent supply, assay development, and contract manufacture services.

Parent Company:  British Biocell International
Parent Location:  Cardiff, Wales
Year Established:  2005
Employees:  14
1.09  **BD**  
2801 Industrial Drive  
Madison, Wisconsin 53713  

**President & CEO:** Edward J. Ludwig  
**Contact:** Tom Gulland, Plant Manager  
**Phone No.:** (608) 221-2218  
**Fax No.:** (608) 221-2225  
**Web Site:** http://www.bd.com  

Is part of the Diagnostic Segment and specializes as the  
high-variety, small-volume producer of prepared  
microbiological culture media for use in hospitals,  
clinics, and the industrial market.  

*Parent Company: Becton, Dickinson & Company*  
*Parent Location: Franklin Lakes, NJ*  
*Year Established: 1897*  
*Employees: 145*  

1.10  **BellBrook Labs LLC**  
5500 Nobel Drive, Suite 250  
Madison, Wisconsin 53711  

**CEO:** Robert Lowery  
**Contact:** John Majer, COO  
**Phone No.:** (608) 227-4502  
**Fax No.:** (608) 441-2967  
**E-mail:** info@bellbrooklabs.com  

Provides high-throughput screening assays and devices  
for the drug discovery market.  

*Year Established: 2002*  
*Employees: 24*  
*Annual Sales: $3,000,000*  
*Percentage of International Sales: 30%*  
**Attorney:** Haus Roman & Banks and Quarles & Brady LLC  
**Accounting:** Smith & Gesteland LLP  
**Banking/Other Financial:** First Business Bank  

1.11  **BioSentinel Pharmaceuticals Inc.**  
510 Charmany Drive, Suite 259  
Madison, Wisconsin 53719  

**Contact:** Ward Tucker, Research Director  
**Phone No.:** (608) 441-8172  
**Fax No.:** (608) 441-8173  
**Web Site:** http://www.biosentinelpharma.com  

Creates novel detection systems to develop high  
specificity and sensitivity portable biosensor devices  
and to discover antagonists for prevention of  
bioterrorism by use of botulinum neurotoxins (BoNTs).  
In addition to advancing the science, FRET-based  
sensors will be used to monitor BoNT activity in vitro  
and in living cells in real time. These sensors will be  
used to design HTS screening assays and to identify  
molecules that antagonize the action of BoNT.  

*Year Established: 2005*  
*Employees: 6*  

1.12  **BioSystem Development LLC**  
802 Deming Way, Suite 172  
Madison, Wisconsin 53717  

**Founder & CEO:** Scott Fulton  
**Contact:** Scott Fulton  
**Phone No.:** (608) 836-5552  
**Fax No.:** (608) 836-5558  
**E-mail:** info@biosystemdevelopment.com  
**Web Site:** http://www.biosystemdevelopment.com  

Provides instrumentation and consumables for analysis  
connected to biopharmaceuticals, biomarkers, and  
general life science research.  

*Year Established: 2002*  
*Employees: 9*  
**Attorney:** Godfrey & Kahn  
**Accounting:** Smith & Gesteland LLP  
**Banking/Other Financial:** Capitol Bank
1.13 **C5.6 Technologies, Inc.**  
2120 West Greenview Drive  
Middleton, Wisconsin 53562  

**Contact:** David Mead  
**Phone No.:** (608) 836-3587  
**Fax No.:** (608) 836-3626  
**Web Site:** http://www.c56technologies.com

Is a bioenergy company developing and marketing enzymes for biofuels production.  

**Year Established:** 2006  
**Employees:** 10  
**Attorney:** Michael Best & Friedrich  
**Accounting:** Smith & Gesteland LLP  
**Banking/Other Financial:** Johnson Bank

1.14 **CareFusion (formerly Cardinal Health, NeuroCare)**  
1850 Deming Way  
Middleton, Wisconsin 53562  

**Vice President & General Manager:** Mary de Sousa  
**Contact:** Nancy Mayek, Marketing Communications Manager  
**Phone No.:** (608) 829-8500  
**Fax No.:** (608) 829-8738  
**Web Site:** http://www.carefusion.com

Develops, manufactures, and markets neurological and neurodiagnostic monitoring products.  

**Parent Company:** CareFusion  
**Parent Location:** San Diego, CA  
**Year Established:** 1967  
**Employees:** 275  
**Annual Sales:** $100,000,000  
**Percentage of International Sales:** 40%  
**Attorney:** Foley & Lardner and Lathrop & Clark KKO  
**Accounting:** Ernst & Young  
**Banking/Other Financial:** M&I Bank

1.15 **Catalent Pharma Solutions (Gala Biotech)**  
8137 Forsythia Street  
Middleton, Wisconsin 53562  

**General Manager:** Michael Jenkins, Ph.D.  
**Contact:** Robert Branflick, Vice President - Finance & Administration  
**Phone No.:** (608) 824-9920  
**Fax No.:** (608) 824-9930  
**E-mail:** galainfo@catalent.com  
**Web Site:** http://www.gpextech.com

Offers GPEx®, a unique, proprietary technology for engineering high-expressing and stable mammalian cell lines for the manufacture of recombinant proteins. Our GPEx® technology routinely produces high-expressing, stable, and cell lines in serum-free media in less than four and one-half months after receipt of cDNA. In addition to GPEx®, also offers process development, analytical development, and cGMP manufacturing services utilizing stirred tank, stainless steel bioreactors in our Middleton, Wisconsin, facility. These projects are supported by the fill/finish capabilities, viral clearance, and other services of other Catalent facilities.  

**Parent Company:** Catalent Pharma Solutions  
**Parent Location:** Somerset, NJ  
**Year Established:** 1996  
**Employees:** 60

1.16 **CDI Bioscience**  
3587 Anderson Street, Suite 103  
Madison, Wisconsin 53704  

**President & CEO:** Todd Bucciarelli  
**Contact:** Todd Bucciarelli  
**Phone No.:** (608) 310-9579  
**E-mail:** ceo@cdibios.com  
**Web Site:** http://www.cdibios.com

Is a cellular technology corporation with a patented method for increasing yields of bioproducts manufactured in cellular systems. The current design of the technology can be readily translated to bacterial and yeast cellular systems for the production of commercial-grade bioproducts.  

**Year Established:** 2007  
**Employees:** 5
1.17 **Cell Line Genetics**  
510 Charmany Drive, Suite 254  
Madison, Wisconsin 53719

**Contact:** Rob Herrera, Chief Business Officer  
**Phone No.:** (608) 441-8160  
**Fax No.:** (608) 441-8162  
**E-mail:** info@clgenetics.com  
**Web Site:** http://www.clgenetics.com

Provides services and products for the regenerative medicine/stem cell market.

*Parent Location:* Madison, WI  
*Branch Location:* New York, NY  
*Attorney:* Neider & Boucher  
*Accounting:* Gordon Meicher  
*Banking/Other Financial:* JP Morgan Chase

1.18 **CellCura, Inc.**  
505 South Rosa Road, Suite 115  
Madison, Wisconsin 53719

**Contact:** Lesley Hutchins  
**Phone No.:** (608) 441-8075  
**E-mail:** info@cellcura.com  
**Web Site:** http://www.cellcura.com

Develops novel equipment and products for use in the medical technology and biotechnology industries.

*Parent Location:* Norway  
*Year Established:* 2006

1.19 **Cellectar**  
3301 Agriculture Drive  
Madison, Wisconsin 53716

**Founder & Interim CEO:** Jamey Weichert  
**Contact:** Christina Blakley, Finance Manager  
**Phone No.:** (608) 441-8120  
**Fax No.:** (608) 441-8121  
**E-mail:** info@cellectar.com  
**Web Site:** http://www.cellectar.com

Specializes in developing diagnostic imaging and therapeutic products to detect and treat a wide variety of cancers.

*Year Established:* 2000  
*Employees:* 9  
*Attorney:* Neider & Boucher  
*Accounting:* Grant Thornton  
*Banking/Other Financial:* M&I Bank

1.20 **Celltech Ltd./National Homeotherapeutic Products, Inc.**  
518 Tasman Street, Suite B  
Madison, Wisconsin 53714

**CEO & President:** John Cain  
**Contact:** John Cain  
**Phone No.:** (608) 221-9413 or (800) 888-4066  
**Fax No.:** (608) 221-9533  
**E-mail:** customerservice@celletech.com  
**Web Site:** http://www.celletech.com

Manufactures homeotherapeutic products and dietary supplements. Is a worldwide direct marketer of homeopathic medicine and homeotherapeutic products.

*Year Established:* 1988  
*Employees:* 25  
*Annual Sales:* $1,000,000  
*Banking/Other Financial:* Associated Bank of Madison

1.21 **Cellular Dynamics International**  
525 Science Drive  
Madison, Wisconsin 53711

**CEO:** Robert Palay  
**Contact:** David Snyder, Vice President & Chief Financial Officer  
**Phone No.:** (608) 310-5100  
**Fax No.:** (608) 310-5101  
**E-mail:** info@cellulardynamics.com  
**Web Site:** http://www.cellulardynamics.com

Is a privately held producer of fully functional human cells derived from induced pluripotent stem cells. Was founded in 2005 by the scientific team of Dr. James Thomson, Dr. Craig January, and Dr. Tim Kamp in partnership with Tactics II Ventures, LLP. Thomson, January, and Kamp are internationally renowned for their research accomplishments related to stem cells and human heart function.

*Year Established:* 2005  
*Employees:* 100  
*Attorney:* Godfrey & Kahn, S.C.  
*Accounting:* Godfrey & Kahn, S.C.  
*Banking/Other Financial:* JP Morgan Chase
1.22 CENTROSE
802 Deming Way
Madison, Wisconsin 53717

President and CEO: James Prudent
Contact: James Prudent
Phone No.: (608) 836-0207
Web Site: http://www.centrosepharma.com

Is ushering in a new era of treatment by the development of a revolutionary class of targeted therapeutics called Extracellular Drug Conjugates.

Year Established: 2007
Employees: 8
Attorney: Haus Roman & Banks
Accounting: The Bremser Group
Banking/Other Financial: M&I Bank

1.23 Clontech Laboratories (division of TaKaRa Bio USA)
5980 Executive Drive
Fitchburg, Wisconsin 53719

General Manager: Terry Sivesind
Contact: Laurie Sullivan
Phone No.: (608) 310-3513 or (608) 441-2844
Fax No.: (608) 441-2845
E-mail: info@takarabiousa.com
Web Site: http://www.takarabiousa.com

Distributes research biological products in North and South America. Is a division of TaKaRa Bio USA which is headquartered in Mountain View, California.

Parent Location: Mountain View, CA
Year Established: 2008
Employees: 18

1.24 Coating Place Inc.
200 Paoli Street
Post Office Box 930310
Verona, Wisconsin 53593

CEO: Tim A. Breunig
Contact: Fred Schulze, Vice President - Sales & Marketing
Phone No.: (608) 845-9521
Fax No.: (608) 845-9526
Web Site: http://www.encap.com

Is a pharmaceutical drug delivery systems development and contract manufacturing company specializing in Wurster fluid bed coating. Services include contract formulation development, analytical services, and commercial manufacturing for controlled release, sustained release, enteric coating, and taste masking.

Year Established: 1976
Employees: 125
Percentage of International Sales: 10%
Attorney: Godfrey & Kahn
Accounting: Smith & Gesteland LLP
Banking/Other Financial: M&I Bank

1.25 ConjuGon, Inc.
505 South Rosa Road, Suite 29
Madison, Wisconsin 53719

COO: Steve Watt
Contact: Steve Watt
Phone No.: (608) 441-2794
Fax No.: (608) 441-2891
E-mail: info@conjugon.com
Web Site: http://www.conjugon.com

Develops novel therapeutics to combat infectious disease.

Year Established: 2002
Employees: 3
Attorney: Godfrey & Kahn and Casimir Jones
Accounting: Bodilly CPAs & Consultants
Banking/Other Financial: Associated Bank & U.S. Bank
1.26  **Covance**  
3301 Kinsman Boulevard  
Madison, Wisconsin  53704  

**President:**  Michael Lehmann  
**Contact:**  Susan LaBelle, Vice President - Global Marketing  
**Phone No.:**  (608) 310-8223  
**E-mail:**  info@covance.com  
**Web Site:**  http://www.covance.com  

Provides a comprehensive range of drug development services for the pharmaceutical and biotechnology industries. Offers the full array of analytical testing required for the labeling of food and dietary supplements.  

*Parent Company:*  Covance  
*Parent Location:*  Princeton, NJ  
*Year Established:*  1946  
*Employees:*  1,900  
*Annual Sales:*  $1,800,000,000  

1.27  **CRV**  
2423 American Lane  
Madison, Wisconsin  53704  

**Contact:**  Brett Hainer  
**Phone No.:**  (608) 441-3202  
**Fax No.:**  (608) 441-3203  
**E-mail:**  info@crv4all.us  
**Web Site:**  http://www.crv4all.us  

Is an international cattle genetics company.  

*Parent Company:*  CRV  
*Parent Location:*  Arnhem, Netherlands  
*Branch Location:*  Madison, WI  
*Year Established:*  2009  
*Employees:*  6  

1.28  **Danisco USA Inc. - Culture Division**  
3322, 3326, 3329 Agriculture Drive  
Madison, Wisconsin  53716  

**Executive Vice President, Cultures Division:**  Dr. Doug Willrett  
**Contact:**  Eric Hohol, Plant Manager  
**Phone No.:**  (608) 395-2657  
**E-mail:**  eric.hohol@danisco.com  
**Web Site:**  http://www.danisco.com  

Produces cultures and other bio-based ingredients and solutions for the agriculture, dairy, and food industries.  

*Parent Company:*  Danisco A/S  
*Parent Location:*  Copenhagen, Denmark  
*Year Established:*  1906  
*Employees:*  151  

1.29  **Deltanoid Pharmaceuticals, Inc.**  
1603 Monroe Street, 2nd Floor  
Madison, Wisconsin  53711  

**CEO:**  Hector F. DeLuca  
**Contact:**  Linda Leikness, COO & Treasurer  
**Phone No.:**  (608) 238-7710  
**Fax No.:**  (608) 238-7715  
**E-mail:**  info@deltanoid.com  
**Web Site:**  http://www.deltanoid.com  

Is a biopharmaceutical company engaged in research, development, and commercialization of novel therapies for the treatment of diseases including osteoporosis, psoriasis, kidney disease, autoimmune diseases, and other disease targets.  

*Parent Company:*  Deltanoid Pharmaceuticals, Inc.  
*Year Established:*  1999  
*Employees:*  14  
*Attorney:*  Michael Best & Friedrich LLP  
*Accounting:*  Grant Thornton  
*Banking/Other Financial:*  M&I Bank
1.30 **Epicentre Technologies Corporation**
726 Post Road
Madison, Wisconsin  53713

**CEO:** Gary A. Dahl  
**Contact:** Kris Heinemann  
**Phone No.:** (608) 258-3080  
**Fax No.:** (608) 258-3088  
**E-mail:** customerservice@epibio.com  
**Web Site:** http://www.epibio.com

Develops and sells high-quality enzyme kits and reagents for molecular biological research, diagnostics, pharmaceutical bioprocessing, and other biotechnology markets.

**Year Established:** 1987

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1.31 **EraGen Biosciences, Inc.**
918 Deming Way
Madison, Wisconsin  53717

**President & CEO:** Irene Hrusovsky  
**Contact:** Linda Pauls, CFO  
**Phone No.:** (608) 662-9000  
**Web Site:** http://www.eragen.com

Manufactures and distributes molecular diagnostic products.

**Year Established:** 1999  
**Employees:** 59  
**Attorney:** Foley & Lardner  
**Accounting:** Grant Thornton  
**Banking/Other Financial:** Silicon Valley Bank & Johnson Bank

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1.32 **Exact Sciences Corporation**
441 Charmany Drive, Second Floor
Madison, Wisconsin  53719

**CEO:** Kevin Conroy  
**Phone No.:** (608) 284-5700  
**Web Site:** http://www.exactsciences.com

Is a molecular diagnostics company focused on colorectal cancer. Has exclusive intellectual property protecting its non-invasive, molecular screening technology for the detection of colorectal cancer.

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1.33 **FluGen, Inc.**
545 Science Drive
Madison, Wisconsin  53711

**President & CEO:** Paul V. Radspinner  
**Contact:** Maggie Coluccy, Business Manager  
**Phone No.:** (608) 441-2729  
**Fax No.:** (608) 441-2869  
**E-mail:** info@flugen.com  
**Web Site:** http://www.flugen.com

Develops an influenza vaccine.

**Year Established:** 2007  
**Employees:** 8  
**Attorney:** Foley & Lardner  
**Accounting:** Grant Thornton  
**Banking/Other Financial:** First Business Bank of Madison

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1.34 **Forte Research Systems, Inc. (formerly PercipEnz Technologies)**
708 Heartland Trail, Suite 1800
Madison, Wisconsin  53717

**Founder, President & CEO:** Srini Kalluri  
**Contact:** Kerri Phillips  
**Phone No.:** (608) 826-6000  
**Fax No.:** (608) 826-6005  
**E-mail:** info@ForteResearch.com  
**Web Site:** http://www.ForteResearch.com

Develops and markets proprietary, clinical, and translational research management systems. By adopting a highly collaborative product development process, we gather, distill, and fine-tune the best ideas from world-class research institutions to deliver solutions addressing key operational challenges.

**Year Established:** 2000  
**Employees:** 40  
**Annual Sales:** $5,400,000  
**Attorney:** Foley & Lardner  
**Accounting:** Grant Thornton  
**Banking/Other Financial:** State Bank of Cross Plains
1.35 GeneTel Labs LLC
1202 Ann Street
Madison, Wisconsin 53713

President: David Huang
Contact: David Huang
Phone No.: (608) 441-0612
Fax No.: (608) 257-1385
E-mail: info@genetel-lab.com
Web Site: http://www.genetel-lab.com

Provides antibody production services and antibody products for the research community and other biotech/pharmaceutical companies.

Year Established: 2001
Employees: 4
Annual Sales: $450,000
Accounting: John Bird Accounting Services
Banking/Other Financial: M&I Bank

1.36 Genome Technologies
8000 Excelsior Drive, Suite 202
Madison, Wisconsin 53717

President & CEO: Dr. Periannan Senapathy
Contact: Periannan Senapathy
Phone No.: (608) 833-5855
Fax No.: (608) 833-5856
E-mail: psenapathy@genome.com or psenapathy@gmail.com
Web Site: http://www.genome.com

Is a biotech research and development company. Has developed Functional Genomic Fingerprinting (FGF), a powerful alternative to current techniques for identifying disease-causing genes in the human genome. This technology has numerous powerful applications in biomedical, pharmaceutical, and agricultural industries.

Year Established: 1998
Attorney: Dewitt Ross & Stevens
Accounting: Rick Vanden Heuvel CPA
Banking/Other Financial: M&I Bank

1.37 Gentel Biosciences, Inc.
5500 Nobel Drive, Suite 230
Madison, Wisconsin 53711

President & CEO: Alex D. Vodenlich
Contact: Cheryl Yarwood
Phone No.: (608) 441-2904
Fax No.: (608) 441-2970
E-mail: info@gentelbio.com
Web Site: http://www.gentelbio.com

Is a protein chip-based life sciences company whose mission is to deliver new standards in discovery, medical care, and public safety through the application of proprietary miniaturized tests.

Year Established: 2000
Employees: 18
Attorney: Foley & Lardner
Accounting: Smith & Gesteland LLP
Banking/Other Financial: Johnson Bank

1.38 GenTrac Inc. (King Pharmaceuticals, Inc.)
2232 Pleasant View Road
Middleton, Wisconsin 53562

Contact: Dan Pawlak, Vice President - Operations
Phone No.: (608) 836-3500
Fax No.: (608) 836-1268

Manufactures pharmaceutical and hemostasis products for the medical industry.

Parent Company: King Pharmaceuticals
Parent Location: Bristol, TN
Year Established: 1982
Employees: 50
1.39 Heartland Biotech (Pressure Biosciences Midwest)*
6110 Mulberry Circle
Madison, Wisconsin  53711

President: Thomas Strader
Contact: Thomas Strader
Phone No.: (608) 770-7649
Fax No.: (608) 770-7649
E-mail: tom.strader@heartlandbiotech.com
Web Site: http://www.heartlandbiotech.com

Provides instruments, kits, consumables, and support services for biomolecular extraction and enzymatic digestion for mass spectrometry analysis.

Parent Company: Pressure Biosciences
Parent Location: Boston, MA
Year Established: 2004
Employees: 1

1.40 Helix Diagnostics Inc.
505 South Rosa Road, No. 30A
Madison, Wisconsin  53719

President: James Timmins
Contact: James Timmins
Phone No.: (608) 277-0791
Fax No.: (608) 467-7593
E-mail: info@helixdiagnostics.com
Web Site: http://www.helixdiagnostics.com

Holds exclusive licenses to a core DNA/RNA detection platform called CGEH (capillary gel electrophoresis and hybridization). Operating out of five laboratories at the MGE Innovation Center, we currently are a leading CRO providing supportive bioanalytical testing to pharmaceutical and biotech clients developing antisense and RNA therapeutics. Our IP platform and established business operations provide a springboard to growth opportunities in all DNA/RNA diagnostic market segments.

Year Established: 2006 (lab operations)
Employees: <10
Annual Sales: <$1,000,000
Management Consultant: Breakthrough Development LLC

1.41 High Throughput Genomics, Inc.*
7609 Elmwood Avenue
Middleton, Wisconsin  53562

Phone No.: (608) 831-6201
Fax No.: (608) 831-6218
Web Site: http://www.ffpe.com

Analyzes complex brain disorders with gene expression microarrays.

1.42 Hologic, Inc.
502 South Rosa Road
Madison, Wisconsin  53719

Contact: Christine Brooks
Phone No.: (608) 273-8933
Web Site: http://www.hologic.com

Is a women's health company. The Madison site provides superior molecular solutions for DNA and RNA analysis.

Parent Company: Hologic, Inc.
Parent Location: Bedford, MA
Year Established: 1993
Employees: 150
Annual Sales: $54,000,000

1.43 Inviragen, Inc.
6502 Odana Road, Suite 200
Madison, Wisconsin  53719

Contact: Dan Stinchcomb, Ph.D.
Phone No.: (608) 203-8026
Fax No.: (608) 203-8027

Develops life-saving vaccines to protect against emerging infectious diseases worldwide. Is developing a vaccine to protect against dengue fever for global markets, a vaccine to protect against West Nile for the U.S. markets, a combination plague and smallpox vaccine for biodefense, and an avian influenza vaccine.

Year Established: 2005
Employees: 2
1.44 InvivoSciences, LLC
6102 Canyon Parkway
McFarland, Wisconsin  53558

Co-Founder & CEO: Ayla Annac
Contact: Ayla Annac
Phone No.: (608) 628-8035
E-mail: aannac@invivosciences.com
Web Site: http://www.invivosciences.com

Provides a rapid, biological invivo screening system based on engineered tissue constructs.

Parent Location: Milwaukee, WI
Year Established: 2001
Employees: 2
Attorney: Tess Welch, M.BEST
Accounting: Smith & Gesteland LLP

1.45 ioGenetics LLC
3591 Anderson Street, No. 218
Madison, Wisconsin  53704

CEO: Jane Homan
Contact: Jane Homan
Phone No.: (608) 310-9540
Fax No.: (608) 310-9544
Web Site: http://www.iogenetics.com

 Produces novel antimicrobials and anti-infectives.

Year Established: 2000
Employees: 10

1.46 Kendrick Laboratories Inc.
1202 Ann Street
Madison, Wisconsin  53713

President: Nancy Kendrick, Ph.D.
Contact: Nancy Kendrick, Ph.D.
Phone No.: (608) 258-1565
Fax No.: (608) 258-1569
E-mail: 2d@kendricklabs.com
Web Site: http://www.kendricklabs.com

Performs protein electrophoresis as a service for academia, federal institutions, and industry. Helps clients solve proteomic problems quickly and economically especially those requiring two-dimensional (2D) electrophoresis.

Year Established: 1981
Employees: 7
Attorney: Saul C. Glazer
Accounting: Skala
Banking/Other Financial: M&I Bank

1.47 Kerry Ingredients and Flavours
413 Moravian Valley Road
Waunakee, Wisconsin  53597

Plant Manager: Dan Hoefft
Contact: Dan Hoefft
Phone No.: (608) 849-9440
Fax No.: (608) 849-9441

Manufactures and markets savory flavors to the food industry.

Parent Company: Kerry, Inc.
Parent Location: Beloit, WI
Branch Location: Kerry Tralee, Ireland
Year Established: 1985
Employees: 34

1.48 Knight Hollow Nursery, Inc.
7911 Forsythia Court
Middleton, Wisconsin  53562

President: Deborah McCown
Contact: Deborah McCown
Phone No.: (608) 831-5570
Fax No.: (608) 831-3099
Web Site: http://www.knighthollownursery.com

Performs cloning of elite germplasm and produces uniform, high-quality, young plants of superior clones of ornamental trees and shrubs for U.S. nurseries and arboreta.

Year Established: 1981
Employees: 5

1.49 Life Technologies
501 Charmany Drive
Madison, Wisconsin  53719

GM and Head, Discovery and ADME-Tox Systems: Chris Armstrong
Contact: Chris Armstrong
Phone No.: (608) 204-5000
Fax No.: (608) 204-5200
Web Site: http://www.invitrogen.com

Provides products and services that support drug discovery research for pharmaceutical and biotechnology companies as well as academic institutions.

Parent Company: Life Technologies
Parent Location: Carlsbad, CA
Year Established: 1992
Employees: 130
1.50 **LifeGen Technologies***
510 Charmany Drive, Suite 262
Madison, Wisconsin 53719

**Contact:** Jamie Barger, Head, Project Management  
**Phone No.:** (608) 441-8390  
**E-mail:** info@lifegentech.com  
**Web Site:** http://www.lifegentech.com

Is a genomics company that focuses on gene expression profiling as it

*Year Established: 2001*

1.51 **Lucigen Corporation**
2120 West Greenview Drive
Middleton, Wisconsin 53562

**CEO:** David Mead, Ph.D.  
**Contact:** Gregg Larson, Marketing Product Manager  
**Phone No.:** (608) 831-9011  
**Fax No.:** (608) 831-9012  
**E-mail:** lucigen@lucigen.com  
**Web Site:** http://www.lucigen.com

Develops, manufactures, and sells products for gene cloning and genomics. Discovers and develops novel enzymes and other high-value biologicals from new environmental sources for applications in biomedical research, industrial processes, agriculture, diagnostics, and pharmaceuticals.

*Year Established: 1998*  
*Employees: 27*  
*Percentage of International Sales: 15%*  
*Attorney: DeWitt Ross & Stevens*  
*Accounting: Smith & Gesteland LLP*  
*Banking/Other Financial: M&I Bank and Johnson Bank*

1.52 **Medigen Biosciences LLC**
MGE Innovation Center
505 South Rosa Road, Suite 28
Madison, Wisconsin 53719

**Contact:** Venudhar Reddy  
**Phone No.:** (608) 215-3152

Provides preclinical drug discovery and development services like synthesis, PK studies for pharmaceutical and biotech companies.

*Year Established: 2005*  
*Accounting: Arora*  
*Banking/Other Financial: Chase*

1.53 **Metabiologics, Inc.***
505 South Rosa Road, Suite 18
Madison, Wisconsin 53719

**Contact:** Terry Sivesind, President  
**Phone No.:** (608) 441-2730  
**Fax No.:** (608) 441-2731  
**E-mail:** info@metabiologics.com  
**Web Site:** http://www.metabiologics.com

Manufactures and sells all seven serotypes of botulinum toxin for use by accredited researchers on a worldwide basis.

*Year Established: 1999*  
*Employees: 2*

1.54 **Minitube of America**
419 Venture Court  
Post Office Box 930187  
Verona, Wisconsin 53593

**CEO:** Ludwig Simmet  
**Contact:** Valerie Shank, Executive Assistant  
**Phone No.:** (608) 845-1502  
**Fax No.:** (608) 845-1522  
**E-mail:** usa@minitube.com  
**Web Site:** http://www.minitube.com

Is a global leader in the development, manufacturing, and distribution of products and services for artificial insemination, embryo transfer, in-vitro fertilization, cloning, cell culture, and other assisted reproduction technologies for animals and humans.

*Year Established: 1986*  
*Employees: 125*
**1.55 Mirus Bio LLC**  
545 Science Drive, Suite A  
Madison, Wisconsin  53711  

**President:** Terry Sivesind  
**Contact:** Scott Rose, VP Operations  
**Phone No.:** (608) 229-1421  
**Fax No.:** (608) 441-2849  
**Web Site:** http://www.mirusbio.com  

Develops, manufactures, and markets for sale a complete line of transfection reagents to enable life science researchers to apply them to a broad range of experimental problems in cell and molecular biology.

*Year Established: 2008*  
*Employees: 20*  
*Annual Sales: $4,000,000 to $8,000,000*  
*Attorney: Quarles & Brady*  
*Accounting: Clifton Gunderson*  
*Management Consultant: Clifton Gunderson*  
*Banking/Other Financial: Associated Bank*

**1.56 Mithridion, Inc.**  
505 Science Drive, Suite C  
Madison, Wisconsin  53711  

**Chief Executive Officer:** Trevor M. Twose, Ph.D.  
**Contact:** Patti Twose, Operations Director  
**Phone No.:** (608) 215-0775  
**Fax No.:** (608) 443-2434  
**E-mail:** info@mithridion.com  
**Web Site:** http://www.mithridion.com  

Designs and develops drugs for neurodegenerative diseases, in particular Alzheimer's disease & Schizophrenia.

*Year Established: 2004*  
*Attorney: Foley & Lardner*  
*Accounting: Grant Thornton*  
*Banking/Other Financial: Merrill Lynch and U.S. Bank*

**1.57 Molecular Chimerics Company**  
2008 Spring Road  
Stoughton, Wisconsin  53589  

**Manager:** Don Warren  
**Contact:** Don Warren  
**Phone No.:** (608) 513-8079  
**E-mail:** don@warrentech.com  

Develops in-vitro prion detection and Johnes detection diagnostic systems and antibody production, purification, and alteration services.

*Year Established: 1986*  
*Employees: 5*

**1.58 Monsanto Company Agracetus Campus**  
8520 University Green  
Post Office Box 620999  
Middleton, Wisconsin  53562  

**Site Director:** Doug Boyes  
**Contact:** Michael Petersen, Strategy and Operations Director  
**Phone No.:** (608) 821-3500  
**Fax No.:** (608) 836-9710  
**Web Site:** http://www.monsanto.com  

Provides biotechnology research on agricultural crops.

*Parent Company: Monsanto Company*  
*Parent Location: St. Louis, MO*  
*Year Established: 1981*  
*Employees: 70*
1.59 **NanoMedex Pharmaceuticals, Inc.**
5520 Nobel Drive, Suite 150
Fitchburg, Wisconsin  53711

**CEO & President:** David Cooper  
**Contact:** Nate Voss  
**Phone No.:** (608) 310-4458  
**Fax No.:** (608) 310-4456  
**E-mail:** nvoss@nanomedex.com  
**Web Site:** http://www.nanomedex.com

Is a pharmaceutical reformulation company which provides the capability to deliver poorly soluble intravenous drugs safely. Delivery of poorly water-soluble drugs is an industry-wide problem. In addition to generic drugs and new chemical entities, biopharma molecules such as antibodies and viruses may be delivered by our microemulsion technology.

- **Year Established:** 2002  
- **Employees:** 3  
- **Attorney:** Foley & Lardner  
- **Accounting:** Cheryl Connor, CPA  
- **Banking/Other Financial:** Johnson Bank

1.60 **NeoClone**
1202 Ann Street
Madison, Wisconsin  53713

**CEO:** Deven McGlenn  
**Contact:** Deven McGlenn  
**Phone No.:** (608) 260-8190  
**Fax No.:** (608) 260-8192  
**E-mail:** info@neoclone.com  
**Web Site:** http://www.neoclone.com

Develops monoclonal antibodies for the therapeutic, diagnostic, and reagent markets.

- **Parent Location:** NeoClone, LLC  
- **Year Established:** 1999  
- **Employees:** 17  
- **Annual Sales:** $2,000,000+  
- **Percentage of International Sales:** 40%  
- **Attorney:** Reinhart  
- **Accounting:** Grant Thornton  
- **Banking/Other Financial:** Settlers Bank

1.61 **Nerites Corporation**
525 Science Drive, Suite 215
Madison, Wisconsin  53711

**President & CEO:** Tom Mozer, Ph.D.  
**Contact:** Tom Mozer, Ph.D.  
**Phone No.:** (608) 712-2172  
**Fax No.:** (608) 443-2444  
**E-mail:** Nerites@Nerites.com  
**Web Site:** http://www.Nerites.com

Provides biocompatible adhesives and coatings.

- **Year Established:** 2004  
- **Employees:** 14  
- **Annual Sales:** $500,000  
- **Attorney:** Neider & Boucher  
- **Accounting:** SVA  
- **Management Consultant:** David Snider  
- **Banking/Other Financial:** Johnson Bank

1.62 **NeuroGenomeX, Inc.**
Post Office Box 14211
Madison, Wisconsin  53708

**Contact:** Jacqueline Doeler  
**Phone No.:** (608) 335-7329  
**E-mail:** jdoeler@neurogenomex.com

Is a privately held company developing a drug for patients with intractable epilepsy.

- **Year Established:** 2001  
- **Attorney:** Michael Best  
- **Accounting:** Smith & Gesteland LLP  
- **Banking/Other Financial:** M&I Bank

1.63 **NeuWave Medical**
3529 Anderson Street
Madison, Wisconsin  53704

**President & CEO:** Laura King  
**Contact:** Eric Clyse, Vice President - Operations  
**Phone No.:** (608) 512-1500  
**Fax No.:** (608) 512-1509  
**E-mail:** info@neuwave.com  
**Web Site:** http://www.neuwave.com

Provides minimally invasive medical devices.

- **Year Established:** 2004
<table>
<thead>
<tr>
<th></th>
<th>Company Name</th>
<th>Address</th>
<th>CEO</th>
<th>Contact</th>
<th>Phone No.</th>
<th>Fax No.</th>
<th>E-mail</th>
<th>Web Site</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.64</td>
<td><strong>OpGen, Inc.</strong></td>
<td>510 Charmany Drive, Suite 151 Madison, Wisconsin 53719</td>
<td>Noel Dohery</td>
<td>Ed Andrews, Senior Benefits Specialist</td>
<td>(608) 441-8100</td>
<td>(608) 441-8101</td>
<td><a href="mailto:info@opgen.com">info@opgen.com</a></td>
<td><a href="http://www.opgen.com">http://www.opgen.com</a></td>
<td>Commercializes technologies that will revolutionize life sciences and modern medicine by providing fast and affordable ways to compare genomes.</td>
</tr>
<tr>
<td>1.65</td>
<td><strong>Perscitus Biosciences</strong></td>
<td>3587 Anderson Street, Suite 104 Madison, Wisconsin 53704</td>
<td>James Thomas, M.D., Ph.D.</td>
<td></td>
<td>(608) 310-9568</td>
<td></td>
<td></td>
<td></td>
<td>Creates innovative solutions for the biotech and pharmaceutical industries. Develops and commercializes a novel chemo-protectant molecule as well as a redox-based protein assay. These unique applications have the potential to make profound changes in the way oncologists treat their patients and researchers conduct studies on disease prevention.</td>
</tr>
<tr>
<td>1.66</td>
<td><strong>PGP International (formerly Protient)</strong></td>
<td>N2689 County S Post Office Box 67 Juda, Wisconsin 53550</td>
<td>Zachary Wochok</td>
<td>Bill Wieser</td>
<td>(608) 934-1400</td>
<td>(608) 934-1044</td>
<td><a href="mailto:zwochok@protient.com">zwochok@protient.com</a></td>
<td></td>
<td>Manufactures and markets whey products for the food and pharmaceutical industries. Specializes in high-quality whey protein concentrates (20% to 50%) and lactose products (food grade to pharmaceutical).</td>
</tr>
<tr>
<td>1.67</td>
<td><strong>PhylloTech, LLC</strong></td>
<td>505 South Rosa Road, Suite 102 Madison, Wisconsin 53719</td>
<td>Ryan Shepherd</td>
<td></td>
<td></td>
<td></td>
<td><a href="mailto:info@phyllotech.com">info@phyllotech.com</a></td>
<td><a href="http://www.phyllotech.com">http://www.phyllotech.com</a></td>
<td>Is an agricultural biotechnology company that is developing natural product biofungicides for the environmentally friendly control of plant pathogens.</td>
</tr>
<tr>
<td>1.68</td>
<td><strong>PPD</strong></td>
<td>8551 Research Way, Suite 90 Middleton, Wisconsin 53590</td>
<td>David Grange</td>
<td>Magdalena Mejillano, Vice President</td>
<td>(608) 827-9400</td>
<td>(608) 827-8807</td>
<td><a href="http://www.ppdi.com">http://www.ppdi.com</a></td>
<td></td>
<td>Provides drug development services for pharmaceutical and biotechnology companies for preclinical programs, Phase I-IV clinical development, and post-market support.</td>
</tr>
</tbody>
</table>

*Year Established: 2001
Employees: 19
Attorney: Michael Best & Friedrich, LLP
Accounting: Grant Thornton, LLP
Banking/Other Financial: M&I Bank

*Year Established: 1994
Employees: 50
Annual Sales: $7,000,000
Percentage of International Sales: 75%

*Year Established: 2006
Employees: 2
Attorney: Neider & Boucher
Banking/Other Financial: U.S. Bank

*Year Established: 2015
Employees: 600*
1.69 ProCertus BioPharm, Inc.
510 Charmany Drive, Suite 175B
Madison, Wisconsin  53719

President/CEO:  Paul Weiss  
Contact:  Todd Argall, Vice President - Finance  
Phone No.:  (608) 273-8862  
Fax No.:  (608) 273-8862  
Web Site:  http://www.procertus.com

Develops pharmaceuticals to prevent the common side effects of cancer therapies.

Attorney:  Michael Best & Friedrich  
Accounting:  Smith & Gesteland LLP  
Banking/Other Financial:  U.S. Bank

1.70 Promega Corporation
2800 Woods Hollow Road
Madison, Wisconsin  53711

CEO & President:  William Linton  
Contact:  Penny Patterson, Director - Corporate Affairs  
Phone No.:  (608) 274-4330  
Fax No.:  (608) 277-2601  
Web Site:  http://www.promega.com

Is a manufacturer and supplier of biotech tools supporting life science in research, drug discovery, forensics and paternity testing, and hospital and clinic-based diagnostics.

Year Established:  1978  
Employees:  588

1.71 Promoter Neurosciences, LLC
505 South Rosa Road, Suite 52
Madison, Wisconsin  53719

CEO:  Ned Kalin, M.D.  
Contact:  Ned Kalin  
Phone No.:  (608) 441-2990  
Fax No.:  (608) 441-2992  
Web Site:  http://www.promoterneurosciences.com

Develops innovative therapeutic compounds to treat stress, anxiety, and depressive disorders through genetic regulation of the CRF systems.

Year Established:  2000  
Employees:  2  
Annual Sales:  $300,000  
Attorney:  LaFollette Godfrey & Kahn  
Accounting:  Grant Thornton  
Banking/Other Financial:  Home Savings

1.72 Quincy Bioscience
301 South Westfield Road, Suite 200
Madison, Wisconsin  53717

President:  Mark Underwood  
Contact:  Mark Underwood  
Phone No.:  (608) 233-2475 or (608) 827-8000  
Fax No.:  (608) 233-9139  
E-mail:  munderwood@quincybioscience.com  
Web Site:  http://www.quincybioscience.com or http://www.prevagen.com

Researches, develops, and plans to market therapeutic compounds for the treatment of neurodegenerative disorders such as Alzheimer's disease and Parkinson's disease. Also currently marketing the dietary supplement Prevagen.

Branch Location:  Jackson, WI  
Year Established:  2004  
Employees:  30  
Attorney:  Godfrey & Kahn and Quarles & Brady  
Accounting:  Winter, Klomen, Muter & Repp  
Banking/Other Financial:  JP Morgan and Chase

1.73 Quintessence Biosciences, Inc.
505 South Rosa Road
Madison, Wisconsin  53719

CEO:  Ralph Kauten  
Contact:  Kay Groff, Company Administrator  
Phone No.:  (608) 441-2950  
Fax No.:  (608) 441-2952  
Web Site:  http://www.quintbio.com

Is a clinical stage, private biopharmaceutical company focused on development of proprietary cancer therapies based on the Evade technology.

Year Established:  2000  
Employees:  8  
Attorney:  Godfrey & Kahn  
Accounting:  Baker Tilly  
Banking/Other Financial:  First Business Bank
1.74 Ratio, Inc.
304 North Segoe Road, No. 102
Madison, Wisconsin 53705

Vice President: Ben Moga
CEO: Anthony Escarcega
Contacts: Anthony Escarcega or Ben Moga
Phone No.: (608) 239-3374 or (608) 225-3669
E-mail: tony@ratiodrugdelivery.com or ben@ratiodrugdelivery.com
Web Site: http://www.ratiodrugdelivery.com

Is a biotechnology company developing a novel drug delivery pump that attaches to the skin and is the size of a poker chip. It offers safe and reliable sustained delivery of large molecule drugs with the convenience of disposability.

Year Established: 2005
Employees: 2
Attorney: Michael Best
Accounting: Robert Brewer
Banking/Other Financial: AnchorBank

1.75 Roche Madison Inc.
465 Science Drive, Suite C
Madison, Wisconsin 53711

Vice President, Research: Jon Wolff, M.D.
Contact: Jennifer Culliss, Director, Finance & Administrative Services
Phone No.: (608) 316-3915
Fax No.: (608) 441-0741
Web Site: http://www.roche.com

Is a discovery research center of excellence for RNAi delivery. RNA interference, or gene silencing, is a natural cellular mechanism that regulates gene expression and protein production. Is focused on developing human therapeutics that use its Dynamic PolyConjugates.

Parent Company: Hoffman-La Roche Inc.
Parent Location: Nutley, NJ
Year Established: 1995
Employees: 41

1.76 Roche NimbleGen, Inc.
504 South Rosa Road
Madison, Wisconsin 53719

CEO: Gerd Maass, Ph.D.
Contact: Martha Wike, Office Manager
Phone No.: (608) 218-7600
Fax No.: (608) 218-7601
Web Site: http://www.nimblegen.com

Develops, manufactures, and sells DNA microarrays and services.

Parent Company: Hoffman LaRoche
Parent Location: Basel, Switzerland
Year Established: 1999
Employees: 141

1.77 RXOA Biosciences LLC*
1212 Fourier Drive, Suite 200
Madison, Wisconsin 53717

Managing Member: William Petersen
Contact: William Petersen
Phone No.: (608) 229-2833
Fax No.: (608) 827-5050

Provides agriculture biotechnology research.

Year Established: 2004
Employees: 2
Annual Sales: $150,000
Accounting: Smith & Gesteland LLP
Banking/Other Financial: U.S. Bank

1.78 SAFC, Inc.
645 Science Drive
Madison, Wisconsin 53711

Director - Operations: Dave Bornett
Contact: Dave Bornett
Phone No.: (608) 233-3115, Ext. 107
Fax No.: (608) 233-6873
E-mail: safglobal@sial.com
Web Site: http://www.safcpharma.com

Is an FDA-registered GMP contract manufacturer of active pharmaceutical ingredients specializing in complex and highly potent compounds.

Parent Company: Sigma-Aldrich Corporation
Parent Location: St. Louis, MO
Year Established: 1990
Employees: 105
Percentage of International Sales: 20%
Banking/Other Financial: U.S. Bank
1.79 **Scarab Genomics**

1202 Ann Street  
Madison, Wisconsin 53713

**President:** Frederick Blattner  
**Contact:** Tony Pharo, Director - Business Development  
**Phone No.:** (608) 237-2727  
**Fax No.:** (608) 257-2043  
**E-mail:** info@scarabgenomics.com  
**Web Site:** http://www.scarabgenomics.com

Has bioengineered the Clean Genome E. coli by deleting over 15% of the E. coli K-12 genome. Using synthetic biology methods, the K-12 genome was rationally designed by making a series of precise deletions which included the elimination of nonessential genes; recombinogenic or mobile DNA; and cryptic, virulent genes. This genome reduction optimizes the E. coli strain as a biological factory, providing enhanced genetic stability and improved metabolic efficiency. These properties make the Clean Genome the E. coli strain of choice for a wide spectrum of applications ranging from routine cloning to production of biological material for therapeutic purposes.

**Year Established:** 2002

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1.80 **Scientific Protein Laboratories LLC**

700 East Main Street  
Post Office Box 158  
Waunakee, Wisconsin 53597

**CEO:** David G. Strunce  
**Contact:** Michael Reardon, Vice President - Sales & Marketing  
**Phone No.:** (608) 849-5944  
**Fax No.:** (608) 849-4053  
**E-mail:** splcs@splpharma.com  
**Web Site:** http://www.spl-pharma.com

Manufactures active pharmaceutical ingredients, specifically heparin and pancreatic enzymes. Also very active in contract development and manufacturing in the biotechnology sector to include fermentation, extraction, and purification of materials from natural sources.

**Year Established:** 1969  
**Employees:** 148  
**Percentage of International Sales:** 60%  
**Banking/Other Financial:** U.S. Bank

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1.81 **Standard Imaging, Inc.**

3120 Deming Way  
Middleton, Wisconsin 53562

**President & CEO:** Ed Neumueller  
**Contact:** Ed Neumueller  
**Phone No.:** (608) 824-7802  
**Fax No.:** (608) 831-2202  
**Web Site:** http://www.standardimaging.com

Develops, manufactures, and distributes radiation calibration and quality-assurance instrumentation, software, and phantoms for health care, radiation shielding, detecting and handling equipment, quality-control test tools, and accessories for radiation therapy and diagnostic radiology.

**Year Established:** 1989  
**Employees:** 56  
**Percentage of International Sales:** 20%

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1.82 **Stemina Biomarker Discovery**

504B South Rosa Road, Suite 150  
Madison, Wisconsin 53719

**Contact:** Elizabeth Donley  
**Phone No.:** (608) 577-9209 or (608) 204-0104  
**E-mail:** info@stemina.com

Discovers and validates small molecules as biomarkers for high-throughput drug screening and disease diagnostics in an all-human system. Provides compound screening and diagnostic development.

**Year Established:** 2006  
**Employees:** 6
1.83 **Stratatech Corporation**  
505 South Rosa Road, Suite 169  
Madison, Wisconsin 53719  

**President:** B. Lynn Allen-Hoffmann, Ph.D.  
**Contact:** Robert Barnard, Vice President & Treasurer  
**Phone No.:** (608) 441-2750  
**Fax No.:** (608) 441-2757  
**Web Site:** http://www.stratatechcorp.com  

Provides a patented, immortalized skin line for life science applications. Has products for human skin equivalent testing and pharmaceutical screening and is developing human therapeutic applications.  

**Year Established:**  2000  
**Employees:**  25  
**Attorney:** Michael Best & Friedrich, LLP and Medlen & Carroll, LLP  
**Accounting:** Grant Thornton  
**Banking/Other Financial:** First Business Bank, Bank One, and U.S. Bank

1.84 **TRAC Microbiology Inc.**  
124 Owen Road  
Madison, Wisconsin 53716  

**CEO:** Dr. Virginia Deibel  
**Contact:** Virginia Deibel  
**Phone No.:** (608) 204-7440  
**Fax No.:** (608) 204-7445  
**E-mail:** virginia@tracmicro.com  
**Web Site:** http://www.tracmicro.com  

Provides food microbiology research and consulting. Investigates for pathogens in food plants and food. Performs audits and provides employee training and educational seminars.  

**Year Established:**  2001  
**Employees:**  31  
**Attorney:** Sweeney & Sweeney  
**Accounting:** Clifton Gunderson  
**Banking/Other Financial:** First Business Bank

1.85 **TREK Diagnostic Systems, Inc.**  
210 Business Park Drive  
Sun Prairie, Wisconsin 53590  

**President:** Hiroshi Uchida  
**Contact:** Scott Hartwell, Director of Operations  
**Phone No.:** (608) 837-3788  
**Fax No.:** (608) 837-3658  
**Web Site:** http://www.trekds.com  

Produces medical diagnostic products.  

**Parent Company:** Magellan Biosciences, Inc.  
**Parent Location:** Chelmsford, MA  
**Year Established:**  1999  
**Employees:**  62

1.86 **VistaMotif LLC**  
505 South Rosa Road, Suite 111  
Madison, Wisconsin 53719  

**Contact:** Christopher Warren  
**Phone No.:** (608) 335-7294  

Offers assays and services directed toward DNA-based therapeutics. Provides comprehensive DNA-binding profiles of proteins and drug targets using Cognate Site Identifier (CSI) double-stranded DNA arrays which display millions of DNA combinations.
INSTRUMENT, MACHINERY MANUFACTURING

NAICS

3254: Commercial and Service Industry Machinery Manufacturing
333314: Optical Instruments and Lens Manufacturing
333315: Photographic and Photocopying Equipment Manufacturing
3391: Medical Equipment and Supplies Manufacturing

FIRMS: 25
EMPLOYED: 2,100
REVENUES: $325 MILLION
2.01 **Alfalink, Inc.**
1832 Wright Street 
Madison, Wisconsin  53704

**President & CEO:** Mohan Warrior  
**Contact:** Aaron Marshall, VP Finance  
**Phone No.:** (608) 240-4800  
**Fax No.:** (608) 240-4801  
**E-mail:** info@alfalink.com  
**Web Site:** http://www.alfalink.com

Is a leading manufacturer of high-power laser diodes used in the telecommunications, industrial, and military markets. Manufactures a range of hand-held laser systems for law enforcement and military applications including the NLOD (non-lethal ocular disruptor). This product line derives from a technology portfolio driven by world-class developments in optical power, efficiency, and wavelength stabilization.

**Year Established:** 1998  
**Employees:** 40  
**Attorney:** Foley & Lardner  
**Accounting:** Baker Tilly

2.02 **Amcor Flexibles Inc.**
4101 Lien Road 
Madison, Wisconsin  53704

**President:** Peter Brues  
**Contact:** Stephanie Walsh, Purchasing Manager  
**Phone No.:** (608) 249-0404  
**Fax No.:** (608) 249-4175  
**Web Site:** http://www.amcor.com

Manufactures materials used to produce flexible packaging for medical and health care devices.

**Parent Company:** Amcor  
**Parent Location:** Melbourne, Australia  
**Year Established:** 1963  
**Employees:** 108

2.03 **AquaMost, Inc.**
5519 Sedgemeadow Road 
Middleton, Wisconsin  53562

**CEO:** Todd Asmuth  
**Contact:** Todd Asmuth  
**Phone No.:** (608) 843-1425  
**E-mail:** todd@aquamostlabs.com  
**Web Site:** http://www.aquamostlabs.com

Manufactures a device that purifies water of chemicals.

**Year Established:** 2006  
**Employees:** 4  
**Attorney:** Whyte Hirschboeck Dudek  
**Accounting:** Baker Tilly  
**Banking/Other Financial:** First Business Bank

2.04 **Automation Plus CSF Inc.**
810 Highway 51 East 
Post Office Box 227  
Stoughton, Wisconsin  53589

**President & CEO:** Dennis J. Hilgendorf  
**Contact:** Dennis J. Hilgendorf  
**Phone No.:** (608) 873-7130  
**Fax No.:** (608) 873-7226  
**E-mail:** sales@csfincorporated.com  
**Web Site:** http://www.hilgendorf.com or http://www.csfincorporated.com

Designs and manufactures automated assembly systems for consumer, electronics, food service, and pharmaceutical industries. Provides engineering and consulting services for complete product development from concept to production, prototype production, machine parts, and material-handling transports.

**Year Established:** 1961  
**Employees:** 16  
**Annual Sales:** $1,500,000  
**Percentage of International Sales:** 2%  
**Accounting:** Meicher & Associates  
**Banking/Other Financial:** First National Bank
2.05 Class Biologically Clean Ltd.
3202 Watford Way
Madison, Wisconsin 53713

President: Karen Holland
Contact: Dave Holland, Vice President
Phone No.: (608) 273-9661
Fax No.: (608) 273-9668
E-mail: kh@cbclean.com
Web Site: http://www.cbclean.com

Is a manufacturer of flexible film clean rooms, flexible film and semi-rigid isolators/glove boxes, chemically protective suits, and chlorine dioxide decontamination units.

Year Established: 1978
Employees: 9
Percentage of International Sales: 45%

2.06 Cummins Filtration
1801 Highway 51
Post Office Box 600
Stoughton, Wisconsin 53589

General Manager: Bob Zande
Contact: Paulette Carter, Director - Sales
Phone No.: (608) 873-4200
Fax No.: (608) 873-4166
Web Site: http://www.cumminsfiltration.com

Designs, develops, manufactures, and sells products for the control of environmental contaminants including sound, vibration, and particulates as well as exhaust and filtration systems.

Parent Company: Cummins Engine
Parent Location: Columbus, IN
Year Established: 1939
Employees: 270

2.07 Echometrix LLC
551 West Main Street
Madison, Wisconsin 53703

CEO: Sam Adams
Contact: Sam Adams
Phone No.: (608) 217-2685
E-mail: sadams@echo-metrix.com
Web Site: http://www.echo-metrix.com

Is an advanced ultrasound technology developer.

Year Established: 2007

2.08 Eso-Technologies, Inc.
1317 Boundary Road
Middleton, Wisconsin 53562

President & CEO: Bonnie J. Reinke
Contact: Bonnie Reinke
Phone No.: (608) 770-8170
E-mail: breinke@esotechnic.com

Develops a novel cardiac-monitoring device via the esophagus.

Year Established: 2007

2.09 Flex Biomedical, Inc.*
505 South Rosa Road, Suite 10B
Madison, Wisconsin 53719

CEO: Sal Braico
Contact: Sal Braico
Phone No.: (608) 213-8246
Web Site: http://www.flexbio.com

Develops products to treat orthopedic diseases and injuries.

Year Established: 2007
2.10  **Flownamics Analytical Instruments Inc.**
9 Marsh Court
Madison, Wisconsin  53718

**President:** Michael Biksacky
**Contact:** Michael Biksacky
**Phone No.:** (608) 240-1604
**Fax No.:** (608) 240-1606
**Web Site:** http://www.flownamics.com

Responds to the growing needs of fermentation and bioreactor operators in the biotechnology industry. Our focus is to design high-quality products that are easy to operate. Our products assist researchers in developing methods to optimize their fermentation or bioreactor process and are utilized in a variety of settings including labs, pilot plants, and production environments.

*Year Established: 1995*

2.11  **GE Healthcare - Life Support Solutions**
3030 Ohmeda Drive
Post Office Box 7550
Madison, Wisconsin  53707

**VP & General Manager:** Thierry Leclercq
**Phone No.:** (608) 221-1551
**Fax No.:** (608) 223-2496
**Web Site:** http://www.gehealthcare.com

Manufactures anesthesia and critical-care ventilation systems for the medical industry and is one of the largest such companies worldwide. Reports indicate that GE manufactures 9,000 anesthesia machines annually and has a 75% share of the U.S. market.

*Parent Company: General Electric
Parent Location: Waukesha, WI
Year Established: 1904
Employees: 750*

2.12  **Isthmus Engineering & Manufacturing Cooperative**
4035 Owl Creek Drive
Madison, Wisconsin  53718

**Co-Owner:** John Kessler
**Contact:** Tim Custer, President
**Phone No.:** (608) 222-9000
**Fax No.:** (608) 222-9183
**E-mail:** salesinfo@isthmuseng.com
**Web Site:** http://www.isthmuseng.com

Designs, engineers, and manufactures custom automation equipment serving a variety of industries from consumer products to medical/pharmaceutical. Areas of expertise include precision assembly, material handling, robotic integration, system integration, and others.

*Year Established: 1980
Employees: 50
Annual Sales: $16,000,000
Percentage of International Sales: 5%*

2.13  **Medical Engineering Innovations, Inc.*
3591 Anderson Street, Suite 211D
Madison, Wisconsin  53704

**President:** Dieter Haemmerich
**Contact:** Dr. James A. Will, Vice President & General Manager
**Phone No.:** (608) 576-9481
**Web Site:** http://www.medicalengineeringinnovations.com

Is a medical device company developing a liver and other solid organ resection (i.e., surgical removal of portions of organs) device that allows tissue coagulation and sealing of 5-mm vessels within three minutes, facilitating minimal blood loss.

*Year Established: 2005
Management Consultant: Mark A. Gambale, Director of Development*
2.14 **Metal Skills Plus, LLC**  
600 Burton Boulevard  
DeForest, Wisconsin 53532

**President:** John Jurkowski  
**Contact:** John Jurkowski  
**Phone No.:** (608) 846-0380  
**Fax No.:** (608) 846-0383  
**Web Site:** http://www.metalskills.com

Manufactures a wide range of metal components and assemblies for consumer products, medical equipment, electrical components, and X-ray testing cabinets.

- **Year Established:** 2000  
- **Employees:** 16  
- **Annual Sales:** $2,000,000  
- **Accounting:** Smith & Gesteland  
- **Banking/Other Financial:** Oak Bank

2.15 **Nexstim, Inc.**  
510 Charmany Drive, Suite 267  
Madison, Wisconsin 53719

**Contact:** Lori Cross  
**Phone No.:** (608) 692-2000  
**Web Site:** http://www.nexstim.com

Develops and manufactures a patented, non-invasive brain-scanning and stimulation system called navigated brain stimulation (NBS).

2.16 **PIKE Technologies of Wisconsin, Inc.***  
6125 Cottonwood Drive  
Madison, Wisconsin 53719

**Owner:** Irene Brierley  
**Contact:** Irene Brierley  
**Phone No.:** (608) 274-2721  
**Fax No.:** (608) 274-0103  
**Web Site:** http://www.piketech.com

Manufactures sampling accessories for use with FTIR spectrometers.

- **Year Established:** 1989  
- **Employees:** 35

2.17 **Platypus Technologies, LLC**  
5520 Nobel Drive, Suite 100  
Madison, Wisconsin 53711

**President & CEO:** Richard Schifreen, Ph.D.  
**Contact:** Kim Toussaint, Director of Finance & Administration  
**Phone No.:** (608) 237-1272  
**Fax No.:** (608) 237-1271  
**E-mail:** info@platypustech.com  
**Web Site:** http://www.platypustech.com

Provides Oris Cell Migration Assay, Oris Cell Migration Assay-Collagen, gold-coated substrates, including silicon wafers, mica, glass microscope slides, and glass cover slips. Also provides nanotechnology-based products for the physical and life sciences.

- **Year Established:** 2000  
- **Employees:** 23  
- **Accounting:** Neider & Boucher, S.C.  
- **Banking/Other Financial:** First Business Bank

2.18 **Research Products Corporation**  
1015 East Washington Avenue  
Post Office Box 1467  
Madison, Wisconsin 53701

**CEO:** Larry Olsen  
**Contact:** Tim Watson, IT Director  
**Phone No.:** (608) 257-8801  
**Fax No.:** (608) 257-4357  
**Web Site:** http://www.aprilaire.com

Manufactures air-treatment products including Aprilaire humidifiers, dehumidifiers, air cleaners, zone control systems, thermostats, and energy recovery ventilators; EZ Kleen air filters; Coolpad cooler pads; and paint arrestors.

- **Year Established:** 1938  
- **Employees:** 300

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*Platypus Technologies of Wisconsin, Inc.* is a separate business from Platypus Technologies, LLC.
2.19 SciLog, Inc.
8845 South Greenview Drive
Middleton, Wisconsin 53562

President: Juliette Schick, Ph.D.
Contact: Juliette Schick, Ph.D.
Phone No.: (608) 824-0500
Fax No.: (608) 824-0509
E-mail: scilog@scilog.com
Web Site: http://www.scilog.com

Designs and manufactures patented high-precision liquid-handling equipment that automates, optimizes, and documents biopharm applications; e.g., protein purification, ultrafiltration, TFF, diafiltration, perfusion, rapid filling, preparative chromatography, reactor feed by weight or by volume, and pH control. Single-use sensors are used to monitor and document critical biopharm applications (SciPure GMP Automated Purification Platforms).

Year Established: 1990
Employees: 22
Annual Sales: $6,500,000
Percentage of International Sales: 15%
Attorney: Frederick Schick, Esq.
Accounting: Clifton & Gunderson
Management Consultant: Paul Cook
Banking/Other Financial: Associated Bank

2.20 Semba Biosciences, Inc.
505 South Rosa Road
Madison, Wisconsin 53719

President & CEO: Robert Mierendorf
Contact: Robert Mierendorf
Phone No.: (608) 441-8006
Fax No.: (608) 441-8329
E-mail: info@sembabio.com
Web Site: http://www.sembabio.com

Is a manufacturer of instruments and consumables for purification of chemicals and biomolecules. Customers include academic, government, and industrial research and manufacturing laboratories worldwide.

Year Established: 2005

2.21 Spacelabs Healthcare, Inc.*
2802 Coho Street, No. 202
Madison, Wisconsin 53713

Vice President, Research & Development: Ronald Tobia
Contact: Ronald Tobia
Phone No.: (425) 657-7200, Ext. 4008
Fax No.: 
E-mail: 
Web Site: 

Provides medical anesthesia systems and ICU ventilation product development.

Parent Company: OSI Systems Inc.
Year Established: 1980

2.22 SpectroCon LLC
2701 Van Hise Avenue
Madison, Wisconsin 53705

CEO: Nadine Connor
Contact: Will Hogoboom, CFO
Phone No.: (608) 217-4192
Fax No.: (608) 237-2293
E-mail: will@willhogoboom.com
Web Site: http://www.spectrocon.com

Is an innovative medical device company.

Year Established: 1998
Employees: 1
Annual Sales: $1,000,000
Attorney: Murphy Desmond S.C.
Accounting: Smith & Gesteland LLP
Banking/Other Financial: State Bank of Cross Plains

2.23 Stealth Therapeutics, Inc.*
5520 Nobel Drive, Suite 150
Fitchburg, Wisconsin 53711

CEO: Peter Drumm
Contact: Peter Drumm
Phone No.: (608) 577-4484
Web Site: http://www.stealththerapeutics.com

Is a manufacturer of vascular access products.

Year Established: 2007
2.24  **TomoTherapy Incorporated**  
1240 Deming Way  
Madison, Wisconsin  53717

**CEO:** Frederick A. Robertson, M.D.  
**Contact:** Trish Boelter, Executive Administrator  
**Phone No.:** (608) 824-2984  
**Fax No.:** (608) 830-3930  
**Web Site:** http://www.tomotherapy.com

Manufactures and develops large medical devices used to treat cancer.

*Year Established:*  1997  
*Employees:*  400  
*Percentage of International Sales:*  40%

2.25  **Universal - Acoustic & Emission Technologies**  
1925 Highway 51/138 West  
Post Office Box 411  
Stoughton, Wisconsin  53589

**CEO:** Randall J. Eppli  
**Contact:** Randy Olson, Vice President, Global Operations  
**Phone No.:** (608) 873-4272  
**Fax No.:** (608) 873-4298  
**E-mail:** us@universal-silencer.com  
**Web Site:** http://www.universalAET.com

Provides stationary and industrial noise and emissions control and filtration solutions for the power generation, industrial process, marine, and oil and gas markets.

*Year Established:*  1959  
*Employees:*  60  
*Annual Sales:*  $86,000,000  
*Percentage of International Sales:*  15%
COMPUTER AND ELECTRONIC MANUFACTURING

NAICS

3341: Computer and Peripheral Equipment Manufacturing

33411: Electronic Computer Manufacturing

334112: Computer Storage Device Manufacturing

334113: Computer Terminal Manufacturing

334119: Other Computer Peripheral Equipment Manufacturing

334413: Semiconductor and Related Device Manufacturing

334516: Analytical Laboratory Instrument Manufacturing

FIRMS: 36
EMPLOYED: 1,939
REVENUES: $300 MILLION
3.01 Advanced Assembly
5901 Research Park Boulevard
Madison, Wisconsin 53719

President: Mark Turner
Contact: Samantha Mohrbacher, Marketing Communications
Phone No.: (608) 238-5400
Fax No.: (608) 238-4808
E-mail: mark.turner@ultratec.com
Web Site: http://www.advancedassembly.com

Provides contract manufacturing specializing in electronic assemblies.

Year Established: 2000

3.02 Automation Components, Inc.
2305 Pleasant View Road
Middleton, Wisconsin 53562

CEO/President: Troy Schwenn
Contact: Troy Schwenn
Phone No.: (608) 831-2585
Fax No.: (608) 831-7407
Web Site: http://www.workaci.com

Manufactures and provides sensors and transmitters for a variety of industries. Products monitor temperature, relative humidity, pressure, current, air quality, light level, and enthalpy. Products are compatible with controllers from many industries. Products are used in building automation systems and HVAC, refrigeration, pharmaceutical, and industrial markets around the world.

Year Established: 1991
Employees: 120
Annual Sales: >$25,000,000
Percentage of International Sales: 11%
Attorney: Mohs, MacDonald, Widder & Paradise
Accounting: Smith & Gesteland LLP and TDM

3.03 Berntsen International Inc.
3801 Hanson Road
Post Office Box 8670
Madison, Wisconsin 53708

President: Rhonda L. Rushing
Contact: Bill Rushing, Vice President
Phone No.: (608) 249-8549
Fax No.: (608) 249-9794
E-mail: brushing@berntsen.com
Web Site: http://www.berntsen.com

Specializes in RFID, orbital forging, and precision machining. Products include RFID infrastructure marking systems and asset management systems, RFID survey monuments, markers and related accessories, and RFID underground public utility marking systems.

Year Established: 1972
Employees: 18
Percentage of International Sales: 5%

3.04 Bioionix, Inc.
4603 Triangle Street
McFarland, Wisconsin 53558

President & CEO: James A. Tretheway
Contact: James Tretheway
Phone No.: (608) 838-0300
Fax No.: (608) 838-0301
E-mail: jtretheway@bioionix.com
Web Site: http://www.bioionix.com

Designs and manufactures advanced electrochemical systems to disinfection systems for food safety and water reuse.

Year Established: 2005
Employees: 8
Annual Sales: $1,000,000
Attorney: Foley & Lardner
Accounting: Baker Tilly Virchow Krause, LLP
Banking/Other Financial: M&I Bank
3.05 bIT 360, Inc.
2902 Agriculture Drive
Madison, Wisconsin  53718

Managing Director: Mohammed Hashim
Contact: Mohammed Hashim
Phone No.: (608) 222-3344
Fax No.: (608) 222-5261
E-mail: mhashim@bit360.com
Web Site: http://www.bit360.com

Delivers a total 360-degree solution for all your IT needs. Provides hardware, software, and technical services with proven results nationally as well as internationally.

Year Established: 1999
Employees: 20

3.06 Bou-Matic
1919 South Stoughton Road
Post Office Box 8050
Madison, Wisconsin  53708

CEO: Ed Johann
Contact: Jim Timbers, Vice President - Marketing
Phone No.: (608) 222-3484
Fax No.: (608) 222-9314
E-mail: sales@boumatic.com
Web Site: http://www.boumatic.com

Is a major international dairy equipment manufacturer with products ranging from bulk cooling tanks to automated milking systems and a full line of sanitation and route service products with integrated computerized management systems.

Parent Company: Madison One Holding
Parent Location: Madison, WI
Employees: 350

3.07 Bruker AXS Inc.
5465 East Cheryl Parkway
Madison, Wisconsin  53711

Co-Presidents & General Managers: Frank Burgaey/Thomas Schuelein
Contact: Lisa Neuenfeldt, Senior Human Resources Administrator
Phone No.: (608) 276-3000
Fax No.: (608) 276-3014
E-mail: Lisa.Neuenfeldt@bruker-axs.com
Web Site: http://www.bruker-axs.com

Develops and provides life science and advanced materials research tools based on X-ray technology. Develops, manufactures, and markets worldwide advanced X-ray solutions for the three-dimensional structure determination of biological and chemical compounds as well as for advanced materials research and analysis.

Parent Company: Bruker Corporation
Parent Location: Billerica, MA
Year Established: 1997
Employees: 145
Annual Sales: $63,000,000
Attorney: Axley Brynelson, LLP
Accounting: Ernst & Young
Management Consultant: MRA
Banking/Other Financial: Chase Bank

3.08 CAMECA (division of AMETEK)
5500 Nobel Drive
Madison, Wisconsin  53711

CEO & CTO: Thomas Kelly
Contact: Deb Mohr, Executive Assistant
Phone No.: (608) 274-6880
Fax No.: (608) 442-0622
E-mail: info@cameca.com
Web Site: http://www.cameca.com

Provides comprehensive nano-scale metrology solutions to the semiconductor, data storage, advanced materials, and biomaterials industries. The resolving power of Imago's LEAP microscope and its analytical functions make it the only instrument in the world that analyzes materials literally atom by atom and, in so doing, provides true 3D compositional imaging with single-atom visibility.

Year Established: 1998
Employees: 31
Attorney: Buddy Arnheim, Perkins Coie LLP
Accounting: Dennis F. Breunig, Smith & Gesteland LLP
3.09 DHD Enterprise
6509 Sutton Road
Madison, Wisconsin 53711

CEO: Dave Drives
Contact: Dave Drives
Phone No.: (608) 278-4500
E-mail: dhd@tds.net

Is a manufacturer's representative specializing in the design and manufacture of electronic assemblies. Services include electronic design and manufacturing, software design and development, cable wire assembly, testing, printed circuit boards, and more.

Year Established: 1994
Employees: 1

3.10 Gammex Inc.
7600 Discovery Drive
Post Office Box 620327
Middleton, Wisconsin 53562

President: Margaret Lescrenier
Contact: Peggy Lescrenier
Phone No.: (608) 828-7000
Fax No.: (608) 828-7500
E-mail: sales@gammex.com
Web Site: http://www.gammex.com

Is a world leader in the manufacture and distribution of quality-control devices for medical imaging and radiation oncology. Products include laser-alignment systems and quality-control test instruments for ultrasound, diagnostic radiology, and mammography.

Parent Location: Middleton, WI
Branch Location: United Kingdom and Germany
Year Established: 1969
Employees: 55
Percentage of International Sales: 30%
Attorney: Solheim Billing & Grimmer
Accounting: Benes & Krueger
Banking/Other Financial: M&I Bank, Baraboo, First Business

3.11 Gilson, Inc.
3000 Parmenter Street
Post Office Box 620027
Middleton, Wisconsin 53562

President: Dr. Robert Gilson
Contact: Richard Weisgerber (COO) or Atika El Sayed (CEO)
Phone No.: (608) 831-5440, Ext. 3222
Fax No.: (608) 831-4451
E-mail: rweisgerber@gilson.com or aelsayed@gilson.com
Web Site: http://www.gilson.com

Manufactures laboratory research equipment.

Year Established: 1966
Employees: 130
Attorney: Foley & Lardner
Accounting: Grant Thornton
Banking/Other Financial: M&I Bank

3.12 Hi-Techniques Inc.
2515 Frazier Avenue
Madison, Wisconsin 53713

President & CEO: Jon Milbrandt
Contact: Jon Milbrandt
Phone No.: (608) 221-7500
Fax No.: (608) 221-7509
E-mail: info@hi-techniques.com
Web Site: http://www.hi-techniques.com

Manufactures and markets digital oscilloscopes and data-acquisition systems for research and industry.

Year Established: 1985
Employees: 25
3.13 Innovation Technologies Worldwide Inc.
1841 Bourbon Road
Post Office Box 183
Cross Plains, Wisconsin 53528

CEO & President: Doug Schwartz
Contact: Ravi Raj, National Accounts Manager
Phone No.: (608) 798-3555
Fax No.: (608) 798-3567
E-mail: marketing@innovationtw.com
Web Site: http://www.innovationtw.com

Designs and manufactures voice messaging and computer telephony products for the lodging industry. Also offers an IP PBX/phone system with voice mail, call accounting, and unified messaging for hotels and small to large businesses.

Year Established: 1988
Employees: 17

3.14 Intelix LLC
2222 Pleasant View Road, Suite 1
Middleton, Wisconsin 53562

CEO: Steven Cohan
Contact: Steven Cohan
Phone No.: (608) 831-0880
Fax No.: (608) 831-1833
E-mail: intelix@intelix.com
Web Site: http://www.intelix.com

Manufactures audio and video equipment including matrix mixer, mic/line mixers, automatic mixers, room combine systems, remote monitoring mixing systems, paging and program distribution systems, media extension products, and Balun Cats distribution equipment.

Year Established: 2000
Employees: 20
Annual Sales: $3,900,000
Percentage of International Sales: 15%
Attorney: Von Briessen Roper, Peter Garson
Accounting: Wegner LLP, Peter Oettinger
Banking/Other Financial: Chase Bank

3.15 Intellectual Property, LLC
8030 Stagecoach Road
Cross Plains, Wisconsin 53528

Managing Member & CEO: William N. Reining
Contact: William N. Reining
Phone No.: (608) 798-0904
E-mail: reining@ipllc.cc
Web Site: http://www.ipllc.cc

Holds and develops patented intellectual property for license or sale converting patented ideas to custom application-specific integrated circuit (ASIC) designs.

Year Established: 1999
Employees: 2
Attorney: Lathrop & Clark
Accounting: Smith & Gesteland LLP
Banking/Other Financial: State Bank of Cross Plains

3.16 IT Controls
544 West Wilson Street
Madison, Wisconsin 53703

CEO: Scott Coutre
Contact: Scott Coutre
Phone No.: (608) 257-9629
Web Site: http://www.itcontrols.com

Designs/develops property technologies, home automation, custom electronic installations, video display sales and installations, security systems, and Web-based control systems.

Year Established: 2000
Annual Sales: $350,000

3.17 Johnson Controls Inc. - Madison Branch
2400 Kilgust Road
Madison, Wisconsin 53713

Contact: Scott Adams, Service Branch Manager
Phone No.: (608) 220-5100
Fax No.: (608) 222-9490

Installs and services building HVAC, facility management, security/fire alarm, and temperature-control systems. Provides energy systems services contracting for institutional, industrial, and commercial buildings.

Parent Company: Johnson Controls Inc.
Parent Location: Milwaukee, WI
Year Established: 1954
Employees: 65
3.18 La Mont Medical Inc.
555 D'Onofrio Drive, Suite 3
Madison, Wisconsin  53719

President & CEO: Tony Montgomery
Contact: Tony Montgomery
Phone No.: (608) 827-9000
Fax No.: (608) 827-8600
E-mail: sales@lamontmedical.com
Web Site: http://www.lamontmedical.com

Designs, manufactures, sells, and services La Mont medical devices (amplifiers and interface cards) for sleep labs and EEG departments in the U.S. and internationally.

Year Established:  1994
Attorney:  Michael Best & Friedrich LLP
Accounting:  Baker Tilly International
Banking/Other Financial:  U.S. Bank and Associated Bank

3.19 Micro Optics Technologies, Inc.
8608 University Green, No. 5
Middleton, Wisconsin  53562

President: Jeffrey Buchholz
Contact: Jeffrey Buchholz
Phone No.: (608) 831-0655
Fax No.: (608) 831-5821
E-mail: headset@fibersound.com
Web Site: http://www.fibersound.com

Provides solutions for audio communication in difficult environments with high noise and high electromagnetic fields for improved worker performance and safety. Develops and produces optically based microphone and headphone communications products for use in high electromagnetic field environments where conventional technologies are unusable. Industries served include the military and MRI medical imaging.

Year Established:  1988
Employees:  2
Annual Sales:  $350,000
Attorney:  DeWitt Ross & Stevens
Accounting:  Skala & Associates LLC

3.20 National Electrostatics Corporation
7540 Graber Road
Post Office Box 620310
Middleton, Wisconsin  53562

CEO: James A. Ferry
Contact: Gregory Norton, Vice President - Marketing
Phone No.: (608) 831-7600
Fax No.: (608) 831-9591
E-mail: nec@pelletron.com
Web Site: http://www.pelletron.com

Manufactures multimillion-volt electrostatic particle accelerator systems for accelerator mass spectroscopy (carbon dating), material modification (ion implantation), material analysis (Rutherford Backscattering), and contraband detection.

Year Established:  1965
Employees:  92
Annual Sales:  $8,500,000
Percentage of International Sales:  60%
Accounting:  Smith & Gesteland LLP
Banking/Other Financial:  Johnson Bank and Johnson Trust

3.21 nPoint, Inc.
3030 Laura Lane, Suite 100
Middleton, Wisconsin  53562

CEO: Max Lagally
Contact: Katerina Moloni, Vice President - Product Development
Phone No.: (608) 824-1770, Ext. 208
Fax No.: (608) 824-1774
E-mail: katerina.moloni@npoint.com
Web Site: http://www.npoint.com

Designs, manufactures, and sells devices for rapid, precise, and repeatable positioning and motion at the nanometer scale. Products achieve manipulation at the sub-molecular level by providing motion in increments of as little as a fraction of a nanometer with high precision and speed. These devices comprise a fundamental enabling technology that is used in an increasing number of research, manufacturing, and test applications in the semiconductor, biotechnology, and nanotechnology industries.

Year Established:  1997
Accounting:  Grant Thornton
Banking/Other Financial:  Johnson Bank
3.22 Pond Systems
3224 Kingsley Way
Madison, Wisconsin  53713

CEO: Dick Mortrud
Contact: Ernie Branch, CFO
Phone No.: (608) 275-6760
Fax No.: (608) 275-6765
E-mail: kelly.mortrud@pobox.com

Specializes in new and used computer sales; computer, notebook, and printer repair; networking; telephone systems; printer consumables; new and used printer sales; management consulting; and accounting services.

Year Established:  1985
Employees:  9
Annual Sales:  $500,000
Accounting:  Bodilly & Company
Banking/Other Financial:  M&I Bank

3.23 Prairie Technologies, Inc.
3030 Laura Lane, Suite 140
Middleton, Wisconsin  53562

President: Mike Szulczewski
Contact: Barbara Tesch, General Counsel
Phone No.: (608) 662-0022
Fax No.: (608) 662-0023
Web Site: http://www.prairie-technologies.com

Manufactures scientific instruments for biological research.

Year Established:  1996
Employees:  31
Annual Sales:  $12,000,000
Percentage of International Sales:  30%
Attorney:  Reinhart Boerner
Accounting:  Clifton Gunderson
Banking/Other Financial:  Associated Bank

3.24 Precision Devices, Inc.
8840 North Greenview Drive
Middleton, Wisconsin  53562

President: Christopher Sokol
Contact: Christopher Sokol
Phone No.: (608) 831-4445
Fax No.: (608) 831-3343
E-mail: chris_s@pdixtal.com
Web Site: http://www.pdixtal.com

Manufactures crystals, filters, and oscillators.

Year Established:  1989
Employees:  150
Annual Sales:  $21,000,000
Percentage of International Sales:  30%
Attorney:  Michael Banks
Accounting:  Frank Bremser
Banking/Other Financial:  Associated Bank

3.25 Prion Light Diagnostics, LLC
2008 Spring Road
Stoughton, Wisconsin  53589

President: Don Warren
Contact: Don Warren
E-mail: don@warrentech.com

Develops bioreactors and ultrasensitive prion detection systems for Mad Cow, Chronic Wasting Disease, Scrapie, and CJD.

Year Established:  2005
3.26 **Pro-Active Engineering, Inc.**
350 Business Park Drive
Sun Prairie, Wisconsin  53590

**President:** Toby Klusmeyer  
**Contact:** Toby Klusmeyer  
**Phone No.:** (608) 837-7838  
**Fax No.:** (608) 825-2676  
**E-mail:** toby.klusmeyer@proactiveng.com  
**Web Site:** http://www.proactiveng.com

Designs and manufactures electronic products. Services include project management, electronic design, PCB design, quick-turn prototyping, software design, verification testing, and automated electronic assembly services. Specialties include manufacturing of SMT PCB assemblies.

**Year Established:**  1996  
**Employees:**  20  
**Annual Sales:**  $2,800,000  
**Accounting:** Accurate Accounting Services, Inc.  
**Management Consultant:** Full Spectrum Solutions, LLC  
**Banking/Other Financial:** M&I Bank

3.27 **Quantum Devices, Inc.**
112 Orbison Street
Post Office Box 100
Barneveld, Wisconsin  53507

**President:** Glenn Ignatius  
**Contact:** Matt Ignatius, Vice President - Sales  
**Phone No.:** (608) 924-3000  
**Fax No.:** (608) 924-3007  
**Web Site:** http://www.quantumdev.com

Manufactures wavelength-specific optoelectronic components and systems.

**Year Established:**  1989  
**Employees:**  45

3.28 **R&D Engineering & Machining**
129 North Street
DeForest, Wisconsin  53532

**President:** Rodney Byers  
**Contact:** David Dennis, Vice President  
**Phone No.:** (608) 825-6121  
**Fax No.:** (608) 837-9586  
**E-mail:** ddennis@rdeng.com  
**Web Site:** http://rdeng.com

Specializes in Automatic part assembly, CNC machining, custom robotics, and automated assembly equipment.

**Year Established:**  1993  
**Employees:**  10

3.29 **Reciprocal Labs**
3 South Pinckney Street, Suite 815
Madison, Wisconsin  53703

**CEO:** David Van Sickle  
**Contact:** Mark Gehring, Co-Founder  
**Phone No.:** (608) 251-0470  
**Fax No.:** (608) 251-0470  
**E-mail:** david@asthmapolis.com  
**Web Site:** http://www.asthmapolis.com

Develops Asthmapolis, a clinically proven platform that improves asthma management and brings patients under control. It uses medication sensors, mobile phones, and advanced analytics to help patients and physicians minimize symptoms and reduce the risk of costly and dangerous attacks. By capturing when and where asthma occurs in the community, the company is also creating a valuable database for researchers and public health officials.

**Year Established:**  2008  
**Attorney:** Michael Best & Friedrich
3.30 SoftSwitching Technologies Corporation
8155 Forsythia Street
Middleton, Wisconsin 53562

CFO: Jason Doescher
Contact: Jay Doescher
Phone No.: (608) 662-7200
Fax No.: (608) 662-7300
E-mail: info@softswitch.com
Web Site: http://www.softswitch.com

Is an emerging industry leader providing proven power-quality solutions as well as the innovative I-Grid Web-based power-monitoring system.

Year Established: 1995
Employees: 50

3.31 SonoPlot, Inc.
3030 Laura Lane, Suite 120
Middleton, Wisconsin 53562

Chief Executive Officer: Glen Donald
Contact: Glen Donald
Phone No.: (608) 824-9311
Fax No.: (608) 234-5955
E-mail: info@sonoplot.com
Web Site: http://www.sonoplot.com

Manufactures and sells GIX Microplotter instruments which use controlled ultrasonics to spot or plot very small features of materials ranging from conductive nanoparticle inks, carbon nanotube solutions, and graphene and aqueous solutions containing biological materials.

Year Established: 2003
Employees: 4
Percentage of International Sales: 50%
Attorney: Neider & Boucher, S.C.
Accounting: Robert T. Brewer & Associates, LLC
Banking/Other Financial: JPMorgan Chase

3.32 Standard Imaging, Inc.
3120 Deming Way
Middleton, Wisconsin 53562

President & CEO: Ed Neumueller
Contact: Ed Neumueller
Phone No.: (608) 824-7802
Fax No.: (608) 831-2202
Web Site: http://www.standardimaging.com

Develops, manufactures, and distributes radiation calibration and quality-assurance instrumentation, software, and phantoms for health care, radiation shielding, detecting and handling equipment, quality-control test tools, and accessories for radiation therapy and diagnostic radiology.

Year Established: 1989
Employees: 56
Percentage of International Sales: 20%

3.33 Stress Photonics Inc.
3002 Progress Road
Madison, Wisconsin 53716

President: Jon Lesniak
Contact: Jon Lesniak
Phone No.: (608) 224-1230
Fax No.: (608) 224-1233
Web Site: http://www.stressphotonics.com

Manufactures and sells instruments for measuring stress to characterize engineering materials and structures. Typical applications are glass, silicon for solar cells, and automotive components. Product quality measurement and product development are the target applications.

Year Established: 1988
Employees: 6
Percentage of International Sales: 75%
3.34 **Thermo Fisher Scientific**  
5225 Verona Road  
Madison, Wisconsin 53711

*Vice President and General Manager:* Mike Jost  
*Contact:* Brian Musser  
*Phone No.:* (608) 276-6100  
*Fax No.:* (608) 273-5046  
*E-mail:* analyze@thermo.com  
*Web Site:* http://www.thermofisher.com

Designs, manufactures, and markets worldwide analytical instrumentation including FT-IR, Raman, NIR, UV-VIS, surface analysis, microanalysis, cellular imaging, accessories, microscopes, system software, and spectral libraries for chemical analysis and research.

*Parent Company:* Thermo Fisher Scientific  
*Parent Location:* Waltham, MA  
*Year Established:* 1964  
*Employees:* 430

3.35 **Update Instrument Inc.**  
6701 Seybold Road  
Madison, Wisconsin 53719

*President:* Wayne Mueller  
*Contact:* Donald L. Accola, Business Manager  
*Phone No.:* (608) 274-6035  
*Fax No.:* (608) 274-6035  
*Web Site:* http://www.updateinstrument.com

Manufactures scientific instruments (i.e., rapid-mixing apparatus) and remanufactures vacuum tube spectrophotometers converting them to solid-state electronics. Also repairs UV-VIS spectrophotometers.

*Year Established:* 1973  
*Employees:* 3  
*Accounting:* Smith & Gesteland LLP  
*Banking/Other Financial:* First Business Bank of Madison

3.36 **Veridt, Inc.**  
7182 U.S. Highway 14, Suite 401  
Middleton, Wisconsin 53562

*President:* Dr. Martin Janiak  
*Contact:* Martin Janiak  
*Phone No.:* (608) 833-1840  
*Fax No.:* (608) 833-1806  
*E-mail:* mjaniak@veridt.com  
*Web Site:* http://www.veridt.com

Designs, develops, and manufactures advanced technology for personal identity verification used in enterprise security and access control for the private sector, government agencies, the military, and border protection operations.

*Year Established:* 2004
TELECOMMUNICATIONS

NAICS

3342: Communications Equipment Manufacturing

33421: Telephone Apparatus Manufacturing

33422: Radio and Television Broadcasting and Wireless Communications

33429: Other Communications Equipment Manufacturing

FIRMS: 10
EMPLOYED: 2,072
REVENUES: $215 MILLION
4.01 All Sat Digital d/b/a Affordable
Satellite TV, Internet & Telephone
5114 Wintergreen Drive
Madison, Wisconsin 53704

President: Scott Dell
Contact: Scott Dell
Phone No.: (608) 446-1000
Fax No.: (608) 246-8000
E-mail: dishtv@charter.net
Web Site: http://www.iwantdish.net

Provides satellite-related services for commercial and residential applications. Also provides Internet (featuring WildBlue, Starband, and Hughesnet) as well as TDS, Charter, Vonage and MagicJack phone/Internet, and VOIP phone services.

Year Established: 2003

4.02 American Tel-A-Systems Inc.
(AMTELCO)
4800 Curtin Drive
McFarland, Wisconsin 53558

CEO & President: Joe Everly and Tom Curtin
Contact: James Becker, Vice President
Phone No.: (608) 838-4194
Fax No.: (608) 838-8367
E-mail: jim@amtelco.com
Web Site: http://www.amtelco.com

Designs, manufactures, and installs customized call center systems for telephone answering services, hospital call centers, and small to medium general call centers. Designs and manufactures compact PCI and PCI telecommunication boards. Also, manufactures emergency notification systems (Red Alert).

Year Established: 1977
Employees: 110
Percentage of International Sales: 5%
Accounting: Grant Thornton
Banking/Other Financial: McFarland State Bank

4.03 CapTel, Inc.
5801 Research Park Boulevard
Madison, Wisconsin 53719

President: Robert Engelke
Contact: Samantha Mohrbacher, Marketing Communications
Phone No.: (608) 310-8500
Fax No.: (608) 441-8836
E-mail: CapTel@CapTel.com
Web Site: http://www.CapTel.com

Is a communications research center for telecommunications technology call centers to assist telephone users who are deaf or hard of hearing.

Year Established: 2000

4.04 On Track Communications Inc.
248 West Main Street
Stoughton, Wisconsin 53589

President: Bill Mansfield
Contact: J. R. Ewings, Director of Partner Sales
Phone No.: (608) 516-8396
Fax No.: (866) 507-5826
E-mail: jr@ontrackcom.com
Web Site: http://www.ontrackcom.com

Is a full-service independent telecom brokerage firm that specializes in providing discounted voice and data communications services to business clientele nationally from the top telecom providers. Our large portfolio of commercial voice and data clientele allows us to leverage our buying power to offer you the best products, services, and most of all, the best prices available today in the telecom industry.

Year Established: 1996
Employees: 6
Annual Sales: $1,800,000
4.05  **Simicomm**  
Post Office Box 628363  
Middleton, Wisconsin  53562  

**CEO:** Dennis Barnum  
**Contact:** Ron Miller, Vice President  
**Phone No.:** (608) 807-4047  
**Fax No.:** (608) 831-6299  
**Web Site:** http://www.simicomm.com  

Develops an IP PBX software designed for small businesses.  

- **Year Established:** 2006  
- **Employees:** 7  
- **Annual Sales:** $300,000  
- **Percentage of International Sales:** 10%  
- **Attorney:** Neider & Boucher  
- **Accounting:** Curran Financial  
- **Banking/Other Financial:** Starion Financial

4.06  **TDS Telecommunications Corporation**  
525 Junction Road, Suite 2500  
Madison, Wisconsin  53717  

**President & CEO:** Dave Wittwer  
**Contact:** Deanne Boegli, National Public Relations Manager  
**Phone No.:** (608) 684-4428  
**Fax No.:** (608) 664-4184  
**E-mail:** pr@tdstelecom.com  
**Web Site:** http://www.tdstelecom.com  

Markets communications services to business and residential customers in 30 states through its brands TDS Telecom® and TDS Metrocom®. With nearly 1.2 million access line equivalents in service, we connect customers to phone, broadband, and entertainment solutions. Is the eighth largest independent telephone company in the U.S.  

**Parent Company:** Telephone and Data Systems  
**Parent Location:** Middleton, WI; and Chicago, IL  
**Year Established:** 1969  
**Employees:** 1,800

4.07  **Ultratec Inc.**  
c/o UW Research Park  
450 Science Drive  
Madison, Wisconsin  53711  

**CEO:** Robert Engelke  
**Contact:** Jacqueline Morgan, Director - Marketing  
**Phone No.:** (608) 238-5400  
**Fax No.:** (608) 238-3008  
**Web Site:** http://www.ultratec.com  

Is a leading manufacturer of text telephones (TTYs), amplified telephones, and signalers for individuals who are deaf or hard of hearing.  

- **Year Established:** 1978

4.08  **US Signal**  

**President & CEO:** Rich Postma  
**Contact:** Kathy Hein  
**Phone No.:** (866) 2-SIGNAL  
**Fax No.:** (608) 237-2168  
**E-mail:** khein@ussignalcom.com  
**Web Site:** http://www.ussignalcom.com  

Is a facilities-based fiber-network provider offering Dedicated Internet Access, MPLS, Ethernet, Private Line Transport, and Collocation services to carrier, wholesale, and business customers in WI, MI, IN, IL, and OH.  

**Parent Location:** Grand Rapids, MI  
**Year Established:** 2001  
**Employees:** 5
4.09 **Valicom Corporation**
5940 Seminole Centre Court, Suite 300
Madison, Wisconsin 53711

**CEO:** Nancy Peckham  
**Contact:** Lacinda Athen, Marketing Specialist  
**Phone No.:** (608) 274-3515  
**E-mail:** marketing@valicomcorp.com  
**Web Site:** http://valicomcorp.com

Is a 100% woman-owned business offering telecommunications expense management (TEM) both through business process outsourcing and via Clearview, our Web-delivered software-as-a-service. TEM services can include telecom auditing, invoice processing and invoice payment, asset management, cost allocation, CSR analysis, test calls, network optimization, contract compliance, contract negotiations, RFP, and order fulfillment.

*Year Established: 1991*  
*Employees: 25*

4.10 **Windstream Communications***
2970 Chapel Valley Road, Suite 103
Madison, Wisconsin 53711

**President & CEO:** Jeff Gardner  
**Contact:** David Snodgrass, Director of Sales  
**Phone No.:** (608) 288-2025  
**E-mail:** david.snodgrass@windstream.com  
**Web Site:** http://www.windstream.com

Is an S&P 500 communications and technology company with operations in 29 states and the District of Columbia. Provides IP-based voice and data services, MPLS networking, data center and managed hosting services, and communication systems to businesses and government agencies. Also delivers broadband, digital phone, and high-definition TV services to residential customers primarily located in rural areas and operates a local and long-haul fiber network spanning approximately 60,000 route miles.

*Parent Company: Windstream*  
*Parent Location: Little Rock, AR*  
*Year Established: 1943*  
*Employees: 15*  
*Annual Sales: $4,000,000,000*
ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING

NAICS

3353: Electrical Equipment Manufacturing

335313: Switchgear and Switchboard Apparatus Manufacturing

335314: Relay and Industrial Controls Manufacturing

FIRMS: 10
EMPLOYED: 1,100
REVENUES: $980 MILLION
5.01 **Accuweb, Inc.**  
4249 Argosy Court  
Post Office Box 7816  
Madison, Wisconsin  53707  

Chairman & CEO: Raymond A. Buisker  
Contact: Brian Buisker, Vice President  
Phone No.: (608) 223-0625  
Fax No.: (608) 223-0074  
E-mail: frontdesk@accuweb.com  
Web Site: http://www.accuweb.com  

Provides electronic Web guide devices for the printing and converting industries.  

- Year Established: 1984  
- Employees: 37  
- Annual Sales: $10,000,000  
- Percentage of International Sales: 10%  
- Accounting: Bremser Group, Inc.  
- Banking/Other Financial: Park Bank

5.02 **Convenience Electronics, Inc.**  
2306 Vondron Road  
Madison, Wisconsin  53718

President: Harry Lum  
Contact: Betsy VandenWymelenberg, Sales Manager  
Phone No.: (608) 273-4856  
Fax No.: (608) 273-2472  
E-mail: bvan@convenienceelectronics.com  
Web Site: http://www.convenienceelectronics.com  

Provides custom cable assemblies, custom electronic assembly and design, and custom embedded LED signage.  

- Year Established: 1989  
- Employees: 45  
- Banking/Other Financial: First Business Banking

5.03 **ETC (Electronic Theatre Controls)**  
3031 Pleasant View Road  
Post Office Box 620979  
Middleton, Wisconsin  53562  

CEO: Fred Foster  
Contact: Patricia Bornhofen, Senior Communications Specialist  
Phone No.: (608) 831-4116  
Fax No.: (608) 836-1736  
E-mail: patricia.bornhofen@etcconnect.com  
Web Site: http://www.etcconnect.com  

Designs and manufactures lighting and rigging products and control systems for entertainment, commercial, and architectural markets.  

- Year Established: 1977  
- Employees: 726 (worldwide); 550 (local)  
- Percentage of International Sales: 30%

5.04 **Full Compass Systems Ltd.**  
9770 Silicon Prairie Parkway  
Madison, Wisconsin  53593  

CEO: Jonathan Lipp  
Contact: Susan Lipp, Chairman of the Board  
Phone No.: (608) 831-7330  
Fax No.: (608) 831-6330  
E-mail: jon@fullcompass.com  
Web Site: http://www.fullcompass.com  

Sells, designs, services, and integrates professional audio, video, lighting, and computer multimedia systems.  

- Year Established: 1977  
- Employees: 155  
- Annual Sales: $100,000,000

5.05 **Meridian Laboratory**  
2415 Pleasant View Road  
Middleton, Wisconsin  53562  

Owner: C. H. Krause  
Contact: Lawrence Van Epps, General Manager  
Phone No.: (608) 836-7571  
Fax No.: (608) 831-0300  
E-mail: sales@meridianlab.com  
Web Site: http://www.meridianlab.com

Produces rotary electrical contacts and high-friction, precision-molded materials.  

- Year Established: 1965  
- Employees: 5
5.06  **Optametra, LLC**  
510 Charmany Drive, Suite 273  
Madison, Wisconsin  53719

**President:** Robert Marsland  
**Contact:** Robert Marsland  
**Phone No.:** (877) 768-8880, Ext. 110  
**Fax No.:** (608) 441-8063  
**E-mail:** info@optametra.com  
**Web Site:** http://www.optametra.com

Provides signal analyzers that enable customers to characterize, install, and monitor complex modulation transceivers on the bench, on the factory floor, and in the field.

**Year Established:**  2007

5.07  **PowerDesigners USA LLC**  
4005 Felland Road, Suite N  
Madison, Wisconsin  53718

**CEO:** Joe Kremer  
**Contact:** Joe Kremer  
**Phone No.:** (608) 231-0450, Ext. 205  
**Fax No.:** (608) 231-9979  
**Web Site:** http://www.powerdesignersusa.com

Is a design and manufacturing firm offering a complete line of battery management solutions including high-frequency fast chargers, battery monitors, cyclers, and equalizers.

**Year Established:**  1998

5.08  **Rayovac Remington (division of Spectrum Brands, Inc.)**  
601 Rayovac Drive  
Madison, Wisconsin  53711

**CEO & COO:** Kent Hussey  
**Contact:** Courtney Davidson, Senior Recruiter  
**Phone No.:** (608) 275-3340  
**Fax No.:** (608) 278-7599  
**Web Site:** http://www.spectrumbrands.com

Is a global-branded consumer products company with leading market positions in major product categories including consumer batteries, electric shaving and grooming, electric personal care products, and portable lighting. We are a leading worldwide manufacturer and marketer of alkaline, zinc carbon, and hearing aid batteries and a leading worldwide designer and marketer of rechargeable batteries, battery-powered lighting products, electric shavers and accessories, grooming products, and hair care appliances.

**Parent Company:** Spectrum Brands  
**Parent Location:** Atlanta, GA  
**Year Established:**  1906  
**Employees:** 7,000 (worldwide)  
**Annual Sales:** $1,640,000,000

5.09  **Silatronix**  
3591 Anderson Street, Suite 209  
Madison, Wisconsin  53704

**CEO:** Mark Zager  
**Contact:** Mark Zager  
**Phone No.:** (414) 840-9666  
**E-mail:** mzager@silatronix.com  
**Web Site:** http://www.silatronix.com

Develops organosilicon electrolytes for energy storage.

**Year Established:**  2007
5.10 SolRayo, Inc.
4005 Felland Road, Suite 107
Madison, Wisconsin  53718

CEO & President:  Mark Daugherty
Contact:   Mark Daugherty
Phone No.:  (608) 213-0594
E-mail:  mark.daugherty@solrayo.com
Web Site:  http://www.solrayo.com

Is a high-tech start-up company that focuses on new nanotechnology-based materials for energy storage applications and instruments for testing their performance.

Parent Company:  Enable IPC
Parent Location:  CA
Year Established:  2005
SOFTWARE MANUFACTURING AND SERVICES

NAICS

334611: Software Reproducing
334612: Pre-recorded Compact Disc, Tape and Record Reproduction
334613: Magnetic and Optical Recording Media Manufacturing
5112: Software Publishers

FIRMS: 34
EMPLOYED: 4,980
REVENUES: $810 MILLION
6.01 Avid Technology
6400 Enterprise Lane, Suite 200
Madison, Wisconsin  53719

CEO: Gary Greenfield
Phone No.: (608) 274-8686
Fax No.: (608) 273-5876
Web Site: http://www.avid.com

Specializes in broadcast newsroom automation and nonlinear video editing software and hardware.

Parent Location: Tewksbury, MA
Year Established: 1975
Employees: 45
Percentage of International Sales: 50%

6.02 BOSS International, Inc.
6300 University Avenue
Middleton, Wisconsin  53562

CEO: Chris Maeder
Contact: Tami Stellar
Phone No.: (608) 258-9910
Fax No.: (608) 258-9943
E-mail: info@bossintl.com
Web Site: http://www.bossintl.com

Provides hydraulics and environmental engineering consulting, hydraulics software, and software and research development.

Branch Location: United Kingdom, Germany, Italy, Spain, France, Australia, and India
Year Established: 1986
Employees: 12
Attorney: Neider & Boucher, S.C.
Accounting: Professional Accounting Inc.
Management Consultant: Neider & Boucher, S.C.
Banking/Other Financial: Wells Fargo

6.03 Compuware Corporation
5315 Wall Street, Suite 220
Madison, Wisconsin  53718

CEO: Peter Karmanos, Jr.
Contact: Andy McIntyre
Phone No.: (608) 240-6250
Fax No.: (608) 240-6251
E-mail: http://www.compuware.com

Provides products and services to help information technology departments deliver high-quality solutions on time. Provides business value through software and professional services that optimize productivity and reduce costs across the application life cycle. Meets the rapidly changing needs of businesses of all sizes improving the quality, ease of integration, and enhancing the performance of distributed, e-business, and enterprise software.

Parent Company: Compuware Corporation
Parent Location: Detroit, MI
Year Established: 1973
Employees: 152

6.04 Dane Solutions
5950 Seminole Centre Court, Suite 110
Madison, Wisconsin  53711

President: Mike Bernhardt
Contact: Mike Bernhardt
Phone No.: (888) 238-7778
Fax No.: (608) 288-0200
E-mail: info@danesolutions.com
Web Site: http://www.danesolutions.com

Is a software development company with many years of experience in the software industry. Specializes in custom software development, .NET consulting, BlackBerry consulting, Web site development, and various other services. Our years of experience collaborating with our clients have given us knowledge of many different industries. We take pride in being able to successfully deliver projects within budget and on time.

Year Established: 2005
Employees: 5
Banking/Other Financial: Oak Bank
6.05 **Devesys Technologies, Inc.**
802 West Broadway, Suite 205
Monona, Wisconsin 53713

**Vice President:** James Preysz  
**Contact:** James Preysz, Vice President  
**Phone No.:** (608) 223-1311, Ext. 205  
**Fax No.:** (608) 663-1332  
**E-mail:** info@devesys.com  
**Web Site:** http://www.devesys.com

Develops software with an emphasis on case management software products for SQL server, but we welcome other SQL server projects.

*Year Established: 1997 (incorporation)*  
*Employees: 5*

6.06 **DynaSend, LLC*  
611 Fremont Street  
Lake Mills, Wisconsin 53551

**President & CEO:** Rex Weston  
**Contact:** Rex Weston  
**Phone No.:** (920) 648-5408  
**Fax No.:** (920) 648-3237  
**E-mail:** rex@stationerycentral.com  
**Web Site:** http://www.stationerycentral.com or http://www.dynasend.com or http://www.digitechbranding.com or http://www.zuplo.com

Is a developer of branded and visually formatted messaging platforms for business and consumer applications.

*Year Established: 2000*  
*Annual Sales: $150,000*  
*Percentage of International Sales: 5%*  
**Attorney:** Hurley, Burish and Stanton  
**Banking/Other Financial:** Bank of Lake Mills

6.07 **Epic**  
1979 Milky Way  
Verona, Wisconsin 53593

**CEO:** Judith R. Faulkner  
**Contact:** Terri Leigh Rhody, Director - Marketing  
**Phone No.:** (608) 271-9000  
**Fax No.:** (608) 271-7237  
**E-mail:** info@epic.com  
**Web Site:** http://www.epic.com

Develops health care software. Provides the information backbone for the most progressive health care organizations, enabling them to improve care and patient service.

*Year Established: 1979*  
*Employees: 4200*  
*Annual Sales: $650,000,000*

6.08 **Extract Systems**  
6418 Normandy Lane, Suite 200  
Madison, Wisconsin 53719

**President:** David Rasmussen  
**Contact:** Rita Riehemann, Marketing Manager  
**Phone No.:** (608) 216-7950  
**Fax No.:** (608) 216-7960  
**E-mail:** david_rasmussen@extractsystems.com  
**Web Site:** http://www.extractsystems.com

Develops data entry productivity software for identity theft protection, automated data extraction, and parcel mapping. Our products and professional services focus on data entry productivity. Has over 400 customers across the United States.

*Year Established: 1998*  
*Employees: 18*
6.09  **F-Chart Software, LLC**  
Post Office Box 44042  
Madison, Wisconsin 53744

  **Partners:** William A. Beckman & S. A. Klein  
  **Contact:** William Beckman, Partner  
  **Phone No.:** (608) 255-0842  
  **Fax No.:** (608) 255-0841  
  **E-mail:** info@fchart.com  
  **Web Site:** http://www.fchart.com

Provides design of engineering software such as Energy Analysis and Engineering Equation Solver and Finite Element Heat Transfer.

  **Year Established:** 1975  
  **Employees:** 3  
  **Annual Sales:** $450,000  
  **Percentage of International Sales:** 50%

6.10  **Filament Games**  
2010 Eastwood Drive, Suite 104  
Madison, Wisconsin 53704

  **Founding Partner & CTO:** Alex Stone  
  **Founding Partner & Lead Designer:** Dan Norton  
  **Founding Partner & CEO:** Dan White  
  **Phone No.:** (608) 251-0477  
  **E-mail:** contact@filamentgames.com  
  **Web Site:** http://www.filamentgames.com

Is a game production studio that exclusively creates learning games. Our core competency is producing games that combine best practices in commercial game development with key concepts from the learning sciences. Accordingly, our senior staff is comprised of individuals who are equal parts game and instructional designers; a "dual literacy" that allows us to engineer authentic gameplay mechanics (rules and interactions that directly correlate with specific learning objectives).

6.11  **Gaming Informatics, LLC**  
3001 West Beltline Highway, Suite 301  
Madison, Wisconsin 53713

  **Contact:** Grant Stousland, President & CEO  
  **Phone No.:** (608) 204-9584  
  **Fax No.:** (608) 204-9585  
  **E-mail:** Info@gaminginformatics.com  
  **Web Site:** http://www.gaminginformatics.com

Provides asset and process management software for highly regulated industries.

  **Year Established:** 2003  
  **Employees:** 2  
  **Annual Sales:** $250,000

6.12  **Genetic Software Services**  
421 South Nine Mound Road  
Post Office Box 930398  
Verona, Wisconsin 53593

  **CEO:** Jay Mattison  
  **Contact:** Jay Mattison  
  **Phone No.:** (608) 848-6455, Ext. 111  
  **Fax No.:** (608) 848-7675  
  **Web Site:** http://www.dairybulls.com

Develops genetic and agri-food software applications.

  **Year Established:** 1996  
  **Percentage of International Sales:** 60%

6.13  **JetNett Corporation**  
701 Watson Avenue, Suite 102  
Madison, Wisconsin 53713

  **President:** Sherri Molnar  
  **Contact:** Sherri Molnar  
  **Phone No.:** (800) 405-2100, Ext. 203  
  **Fax No.:** (608) 223-1881  
  **E-mail:** smolnar@metroeguide.com  
  **Web Site:** http://www.metroeguide.com

Is a Madison-based certified, women-owned small business dedicated to developing a suite of software products and services that will be useful nationwide to businesses of any size, relocation departments, real estate companies, educational institutions, economic development agencies, and governmental agencies. Our primary and first product line developed and introduced was the Metro eGuide. This is a comprehensive, electronic relocation guide and community information center. Currently, the Metro eGuide is being used in 103 real estate market areas nationwide. Our newest and latest technologies have resulted in the development of several new products that facilitate e-business, Internet usage, and information retrieval.

  **Year Established:** 1996  
  **Employees:** 2  
  **Annual Sales:** $250,000
6.14 **Learning Multi-Systems**
1402 Greenway Cross
Madison, Wisconsin 53713

**President:** Brad Oltrogge  
**Contact:** Brad Oltrogge  
**Phone No.:** (608) 273-8060  
**Fax No.:** (608) 273-8065  
**Web Site:** http://www.lmssite.com

Provides educational software development and publishing.

Year Established: 1978  
Employees: 6  
Annual Sales: $480,000  
Accounting: Johnson & Block  
Banking/Other Financial: Chase

6.15 **Learnitec, Inc.**
318 North Franklin Avenue
Madison, Wisconsin 53705

**President:** Ruth Ross  
**Contact:** Ruth Ross  
**Phone No.:** (608) 658-1454  
**Fax No.:** (608) 238-8949  
**E-mail:** info@learnitec.com  
**Web Site:** http://www.learnitec.com

Develops software technology to support learning, information retrieval, and medical informatics.

Year Established: 2006

6.16 **MapWise Software, LLC**
4510 Regent Street
Madison, Wisconsin 53705

**CEO:** Lydie A. Hudson  
**Contact:** Lydie Hudson  
**Phone No.:** (608) 237-3034  
**E-mail:** customercare@mapwisesoftware.com  
**Web Site:** http://www.mapwisesoftware.com

Provides trademark portfolio management software.

Year Established: 2007

6.17 **NavGate Technologies**
583 D’Onofrio Drive, Suite 101
Madison, Wisconsin 53719

**President & CEO:** Robert Pearson  
**Contact:** Juliett Dykstra, Operations & Communications Manager  
**Phone No.:** (608) 833-2524  
**Fax No.:** (608) 833-7540  
**Web Site:** http://www.navigate.com

 Designs and develops analytic software and Web-based and cloud applications for wellness, health care, and care planning initiatives for employers, professionals, and consumers.

6.18 **Net@Work**
309 West Washington Avenue
Madison, Wisconsin 53703

**Presidents:** Ed and Alex Solomon  
**Contact:** Shirley Crocker, Senior Business Analyst  
**Phone No.:** (608) 216-0304  
**E-mail:** scrocker@netatwork.com  
**Web Site:** http://www.netatwork.com

Sells, installs, trains, and supports business software solutions. Is one of the largest authorized resellers of Sage Accpac accounting software in North America as well as an Intuit Solution Provider for QuickBooks.

Parent Company: Net@Work  
Parent Location: New York, NY  
Branch Location: Madison, WI  
Year Established: 2001  
Employees: 1  
Annual Sales: $200,000
6.19 **Norback Ley LLC**
3022 Woodland Trail
Middleton, Wisconsin 53562

**Co-Owner:** Kathleen A. Ley  
**Contact:** Kathy Ley  
**Phone No.:** (608) 233-3814  
**E-mail:** nla@norbackley.com  
**Web Site:** [http://www.norbackley.com](http://www.norbackley.com)

Provides software and services to the food industry. Specializes in HACCP plan development and educational tools for food safety and thermal process information systems. Is available in English, Spanish, Portuguese, French, and Japanese.

*Year Established: 1993  
Employees: 3  
Percentage of International Sales: 40%  
Attorney: Paul Taylor  
Accounting: Mennenga  
Banking/Other Financial: M&I Bank*

6.20 **NovaShield, Inc.**
918 Deming Way, 3rd Floor
Madison, Wisconsin 53717

**CEO:** Praveen Sinha  
**Contact:** Hao Wang, Director - Research  
**Phone No.:** (608) 833-2610  
**E-mail:** hwang@novashield.com  
**Web Site:** [http://www.novashield.com](http://www.novashield.com)

Focuses on developing innovative and effective software solutions for detecting and preventing malware such as viruses, worms, trojans, and bots.

6.21 **PerBlue Inc.**
6401 Odana Road, Suite 20
Madison, Wisconsin 53719

**CEO:** Justin Beck  
**Contact:** Justin Beck  
**Phone No.:** (608) 712-9449  
**E-mail:** justin@perblue.com  
**Web Site:** [http://www.perblue.com](http://www.perblue.com)

Provides design, production, and publishing mobile and social computer games.

*Year Established: 2008  
Employees: 12  
Percentage of International Sales: 40%*

6.22 **Philips Radiation Oncology Systems - Madison**
5520 Nobel Drive, Suite 125
Fitchburg, Wisconsin 53711

**Phone No.:** (608) 298-2100  
**Fax No.:** (608) 298-2101  
**Web Site:** [http://www.medical.philips.com](http://www.medical.philips.com)

Develops software for medical imaging and three-dimensional radiotherapy treatment planning.

*Parent Company: Philips Medical Systems  
Parent Location: Milpitas, CA  
Year Established: 1996  
Employees: 60*

6.23 **Plain Black Corporation**
1360 Regent Street, No. 145
Madison, Wisconsin 53715

**President:** J. T. Smith  
**Contact:** Tavis Parker, Vice President of Marketing  
**Phone No.:** (703) 286-2525  
**E-mail:** info@plainblack.com  
**Web Site:** [http://www.plainblack.com](http://www.plainblack.com)

Is an international software company that develops the WebGUI CMS (Content Management System) and provides Web applications for businesses, universities, and government agencies around the world.

*Year Established: 2001  
Employees: 6  
Annual Sales: $1,500,000  
Percentage of International Sales: 15%  
Accounting: ATC Wegge Ltd.  
Banking/Other Financial: U.S. Bank*
6.24 Quest Software, Inc.
525 Junction Road, Suite 2500
Madison, Wisconsin 53717

Contact: Tom Willis, Senior Manager - Software Development
Phone No.: (608) 662-4400, Ext. 32761
Fax No.: (608) 662-0545
E-mail: tom.willis@quest.com
Web Site: http://www.quest.com

Develops e-mail migration, coexistence, and archiving solutions, as well as SQL backup recovery and desktop virtualization products. With Quest, you can tackle the toughest IT work easier and faster and save your organization a lot of money.

Parent Company: Quest Software, Inc.
Parent Location: Aliso Viejo, CA
Year Established: 1987
Employees: 41

6.25 Raven Software
8496 Greenway Boulevard
Middleton, Wisconsin 53562

Studio Head: Brian Raffel
Contact: Kristin Todd, Executive Assistant
Phone No.: (608) 833-5791
Fax No.: (608) 833-7178
E-mail: ktodd@ravensoft.com
Web Site: http://www.ravensoft.com

Develops computer game software for systems using Intel-based Pentium or better technology. Also develops console games.

Parent Company: Activision Blizzard
Parent Location: Santa Monica, CA
Year Established: 1990
Employees: 177
Annual Sales: $65,000,000
Percentage of International Sales: 45%

6.26 Scooter Software Inc.
2828 Marshall Court, Suite 112
Madison, Wisconsin 53705

E-mail: sales@scootersoftware.com
Web Site: http://www.scootersoftware.com

Develops and markets Beyond Compare, a software utility for comparing files and folders.

Year Established: 1970
Employees: 8

6.27 Sharendipity
3 South Pinckney Street, Suite 815
Madison, Wisconsin 53703

CEO: Mark Gehring
Contact: Mark Gehring
Phone No.: (608) 251-0470
E-mail: info@sharendipity.com
Web Site: http://www.sharendipity.com

Is a collaborative platform for constructing, distributing, and discovering games and interactive media applications. Our intuitive, Web-based drag-and-drop environment enables rapid creation of new casual games and multimedia applications which can be easily shared on your favorite social networks or Web sites.

Year Established: 2006
Attorney: Michael Best & Friedrich
Accounting: Grant Thornton
Banking/Other Financial: Town Bank

6.28 Singlewire Software*
Post Office Box 46218
Madison, Wisconsin 53744

Chief Executive Officer: Paul Shain
Contact: Brett Rimkus, Chief Financial Officer
Phone No.: (608) 661-1140
Web Site: http://www.singlewire.com

Provides software development for mass communication, emergency notification, paging, and local messaging utilizing a VOIP network.

Year Established: 2009
Annual Sales: $7,000,000
Percentage of International Sales: 15%

6.29 Skyward, Inc.
595 Science Drive, Suite B
Madison, Wisconsin 53711

Contact: Mike Bianco
Phone No.: (800) 236-5970
Web Site: http://www.skyward.com

Is a developer of student, finance, and human resources administrative software exclusively for public and private K-12 school districts.
6.30 Sonic Foundry, Inc.
222 West Washington Avenue
Madison, Wisconsin 53703

Chairman & CEO: Rimas Buinevicius
Contact: Erica St. Angel, Vice President - Marketing
Phone No.: (608) 443-1600
Fax No.: (608) 443-1601
E-mail: getinfo@sonicfoundry.com
Web Site: http://www.sonicfoundry.com

Provides Web casting hardware, software, and event Web casting services for e-learning, hybrid/virtual events, and corporate training.

Year Established: 1991
Employees: 75
Annual Sales: $20,000,000
Percentage of International Sales: 20%
Attorney: McBreen & Kopko
Accounting: Grant Thornton
Banking/Other Financial: Silicon Valley Bank

6.31 Sony Creative Software*
8215 Greenway Boulevard, Suite 400
Middleton, Wisconsin 53562

GM/SVP: Brad Reinke
Contact: Dave Chairmon, Vice President of Marketing
Phone No.: (608) 203-2300
Web Site: http://www.sonycreativesoftware.com

Inspires artistic expression with its line of products for digital video, audio, and music production as well as industry-leading technology for DVD production and Blu-ray DiscT authoring. Sound ForgeT Pro, ACIDT Pro, and VegasT Pro software have defined digital content creation for a generation of creative professionals. These signature product lines continue to advance media production by providing powerful, accessible tools. In addition, we also produce the extensive Sony(R) Sounds Series collection of royalty-free loops and samples, Sony Pictures Sound Effects Series exclusive sound effects, and Vision Series video creation assets. Also provides the industry-leading tools for enterprise-level Blu-ray DiscT authoring: Blu-codeT encoder, Blu-print(R) software, and on-Q Create(R) for Blu-ray Java.

Parent Company: Sony
Parent Location: New York, NY
Year Established: 1998

6.32 SVA Consulting, LLC
1221 John Q Hammons Drive
Post Office Box 44966
Madison, Wisconsin 53717

Managing Partner: John A. Baltes
Contact: Denise Statz, Administrative Assistant
Phone No.: (608) 826-2400
Fax No.: (608) 831-4243
E-mail: info@svaconsulting.com
Web Site: http://www.svaconsulting.com

Provides business IT, process, and reengineering consulting to mid-market organizations. Has strong emphasis on accounting/ERP, sales automation, warehouse management, job costing, and collaborative systems. Provides implementation and support of Microsoft Dynamics GP, Microsoft Dynamics SL, Microsoft Dynamics NAV, and Microsoft Dynamics CRM. Develops custom software or frequently integrates commercial software to meet an organization's unique needs.

Parent Company: Diversified Services of Wisconsin, Inc.
Parent Location: Madison and Milwaukee, WI; and Rockford, IL
Year Established: 1992
Employees: 30

6.33 Velocity Learning Systems
6502 Grand Teton Plaza
Madison, Wisconsin 53719

President: Michael Underwood
Contact: Adrian Crabb, Director of Digital Media
Phone No.: (608) 829-5900
E-mail: info@velocitymsn.com
Web Site: http://www.velocitymsn.com

Provides business development and product design management to help corporations and nonprofit organizations reach new markets and increase revenues. Offers sales strategy and sales execution support. Also leverages the power of digital media including Web sites, SEO, Web video, and e-Learning modules to help our clients effectively reach their audiences.

Year Established: 2003
Employees: 3
Percentage of International Sales: 50%
Banking/Other Financial: U.S. Bank
6.34  **WTS Paradigm**  
1600 Aspen Commons, Suite 500  
Middleton, Wisconsin  53562  

**President:** Nathan Herbst  
**Contact:** Amber Mau  
**Phone No.:** (608) 664-9292  
**Web Site:** http://www.wtsparadigm.com  

Is a software development and implementation company for the window and door industry. Provides an integrated, modular solution to manufacturers of all sizes and product lines. The heart of the software is a product configurator which is the central repository for all product information.

**Branch Location:** Medford, WI  
**Year Established:** 1999  
**Employees:** 60  
**Percentage of International Sales:** 35%  
**Attorney:** Murphy Desmond, Steve Tumbush  
**Banking/Other Financial:** AMCORE - Chris Cox
COMPUTER SERVICES AND DATA PROCESSING

NAICS

44312: Computer and Software Stores
5141: Information Services
5142: Data Processing Services

FIRMS: 16
EMPLOYED: 3,207
REVENUES: $170 MILLION
7.01 AgSource Cooperative Services
135 Enterprise Drive
Post Office Box 930230
Verona, Wisconsin  53593

CEO: Peter Giacomini
Contact: Richard Bauer, AVP, Technology Services
Phone No.: (608) 845-1900
Fax No.: (608) 845-1999
Web Site: http://www.agsource.com

Provides agricultural testing (e.g., milk, soil, feed, water) and management information services.

Parent Company: Cooperative Resources International
Parent Location: Shawano, WI
Year Established: 1959
Employees: 35
Annual Sales: $15,000,000
Percentage of International Sales: 5%
Accounting: Wipfli
Banking/Other Financial: M&I Bank

7.02 Computer & Networking Solutions, Inc.
144 Owen Road
Monona, Wisconsin  53716

CEO: Brian Carlin
Contact: Brian Carlin
Phone No.: (608) 274-9910
Fax No.: (608) 274-4272
E-mail: bcarlin@inxpress.net
Web Site: http://www.continentalmapping.com

Provides photogrammetric mapping, lidar, aircraft and satellite imagery services, and other geospatial data development.

Branch Location: Plainfield, IN; and Portland, OR
Year Established: 1999
Employees: 25
Annual Sales: $3,000,000

7.03 Continental Mapping Consultants, Inc.
121 South Bristol Street, Suite 201
Sun Prairie, Wisconsin  53590

President: David M. Hart
Contact: Ben Redding, Project Manager
Phone No.: (608) 834-9823
Fax No.: (608) 834-8534
E-mail: bredding@continentalmapping.com
Web Site: http://www.continentalmapping.com

Provides photogrammetric mapping, lidar, aircraft and satellite imagery services, and other geospatial data development.

7.04 Credence Computer Services Inc.
1501 Progress Lane
Stoughton, Wisconsin  53589

CEO: David Lyle
Contact: David Lyle
Phone No.: (608) 873-6639
Fax No.: (608) 873-6861
E-mail: ccsi@credenccomputers.com
Web Site: http://www.credencecomputers.com

Services and repairs computer systems and peripherals. Sells new, used, and reconditioned computers, peripherals, add-ons, and upgrades. Provides Web hosting, dial-up Web access, Web site design, and networking.

Year Established: 1983
Employees: 1
ForTheFarm.com
6417 Normandy Lane
Madison, Wisconsin 53719

President: Chris Houden
Contact: Jason Batton, Director - Marketing
Phone No.: (608) 277-5952
Fax No.: (608) 277-9021
Web Site: http://www.onlinefarmer.com

Provides a comprehensive agricultural destination Internet site.

Year Established: 1999
Employees: 15
Annual Sales: $1,000,000
Percentage of International Sales: 5%

7.05

HP Enterprise Services (formerly EDS)
6406 Bridge Road
Madison, Wisconsin 53713

Account Executive: Diane Evenson
Contact: Marie Bornitzke, Administrative Assistant
Phone No.: (608) 221-4746
Fax No.: (608) 498-4727
E-mail: diane.evenson@hp.com

Provides services ranging from mainframe platforms to the Internet. Processes Medicaid claims for the State of Wisconsin.

Parent Company: HP
Parent Location: Palo Alto, CA
Employees: 900

7.06

ITAdvantage Corporation
Post Office Box 8791
Madison, Wisconsin 53708

President: Eric Larsen
Contact: Eric Larsen
Phone No.: (608) 268-7152
Fax No.: (608) 268-5872
Web Site: http://www.itadvant.com

Develops Expresso Ticketing software.

Year Established: 2000
Employees: 4
Attorney: DeWitt Ross & Stevens
Accounting: Smith & Gesteland LLP
Banking/Other Financial: Capitol Bank

7.07

Mapping Specialists Ltd.
3000 Cahill Main, Suite 220
Fitchburg, Wisconsin 53711

President & Owner: Dave Knipfer
Contact: David Knipfer
Phone No.: (608) 274-4004
Fax No.: (608) 274-9689
Web Site: http://www.mappingspecialists.com

Specializes in thematic mapping for textbooks, encyclopedias, trade and reference books, and travel guides. Provides full-service map program development and consultation services using the latest computer and animated techniques with PC, Mac, and CD-ROM output.

Year Established: 1984
Employees: 24
Annual Sales: $2,000,000
Percentage of International Sales: 5%

7.08

MasterGraphics Inc.
2979 Triverton Pike Drive, Suite 200
Madison, Wisconsin 53711

President: Michael Wilkes
Phone No.: (608) 256-4884
Fax No.: (608) 210-2810
E-mail: mastergraphics@mastergraphics.com
Web Site: http://www.mastergraphics.com

Offers a unique mix of software, hardware, training, support, and digital imaging and distribution services to help AEC and manufacturing firms better design, manage, and distribute their project design data.

Branch Location: Milwaukee and Appleton, WI; Minneapolis, MN; and Chicago, IL
Year Established: 1949
Employees: 31

7.09
7.10 Outdoor InSite LLC*
8025 Excelsior Drive
Madison, Wisconsin 53717

President: Brian Jensen
Contact: Brian Jensen
Phone No.: (608) 836-1500
E-mail: info@outdoorinsite.com
Web Site: http://www.outdoorinsite.com

Provides application development for the outdoor industry including mapping services and Web platform.

Year Established: 2010
Employees: 4

7.11 ProVideo & Film, Inc.
2302 West Badger Road
Madison, Wisconsin 53713

President: Jim Stiener
Contact: Jim Stiener
Phone No.: (608) 271-1226
Fax No.: (608) 271-2737
E-mail: jim@provideo.com
Web Site: http://www.provideo.com

Provides film and high-definition video production, post production, and creative services.

Branch Location: Los Angeles, CA
Year Established: 1986
Employees: 17
Annual Sales: $4,500,000

7.12 TDS Telecommunications Corporation
8401 Greenway Boulevard, Suite 230
Middleton, Wisconsin 53562

President & CEO: David Wittwer
Contact: Deanne Boegli
Phone No.: (608) 664-4000
Web Site: http://www.tdsbusiness.com

Provides voice, data, and satellite television service to business and residential customers in 30 states including business phone systems and business data solutions such as VOIP ManagedIP and data storage and colocation.

Parent Company: Telephone & Data Systems, Inc.
Parent Location: Chicago, IL
Year Established: 1969
Employees: 2,100

7.13 The Retail Computer Group
1001 West Main Street
Post Office Box 105
Sun Prairie, Wisconsin 53590

President: Mark Simmons
Contact: Herb Quandt, Vice President
Phone No.: (608) 825-4413
Fax No.: (608) 825-4614
E-mail: msimmons@trcgllc.com
Web Site: http://www.trcgllc.com

Provides inventory control solutions for retail point of sale, wholesale distribution, and e-commerce. Provides turnkey solutions for single and multisite stores on Novell, Microsoft, and UNIX.

Year Established: 1994
Employees: 7
Annual Sales: $650,000

7.14 Token Creek Mobile Television, Inc.
501 Moravian Valley Road
Waunakee, Wisconsin 53597

President: John Salzwedel
Contact: John Salzwedel
Phone No.: (608) 849-4965
Fax No.: (608) 849-4035
E-mail: john@tokencreek.com
Web Site: http://www.tokencreek.com

Provides live television coverage of sports, news, entertainment, and informational programs for television networks and stations.

Year Established: 1992
Employees: 9
Annual Sales: $3,500,000
Accounting: SVH
Banking/Other Financial: First Bank Financial Centre
7.15 **Web Courseworks**  
7617 Mineral Point Road, Suite 301  
Madison, Wisconsin  53717

**CEO:** Jon Aleckson  
**Contact:** Aileen Zhang, VP Business Development  
**Phone No.:** (608) 824-8900  
**Fax No.:** (608) 824-8908  
**E-mail:** jonaleckson@webcourseworks.com  
**Web Site:** [http://www.webcourseworks.com](http://www.webcourseworks.com) or [http://www.mpftime.com](http://www.mpftime.com)

Develops eLearning content and provides software as a service for corporate and association clients nationwide. The core eLearning business includes learning management system implementation and hosting, custom eLearning development, and game and simulation development. Our video production division, Madison Productions, Inc., is entering its fourth decade as a producer of videos for corporate sales, training, and motivation.

**Year Established:** 1979  
**Employees:** 20  
**Attorney:** Michael Best & Friedrich LLP  
**Accounting:** Sorge CPA  
**Banking/Other Financial:** Park Bank

7.16 **XNR Productions Inc.**  
931 East Main Street, Suite 10  
Madison, Wisconsin  53703

**President:** Laura McCormick  
**Contact:** Laura McCormick  
**Phone No.:** (608) 663-4600, Ext. 23  
**Fax No.:** (608) 663-4601  
**Web Site:** [http://www.xnrproductions.com](http://www.xnrproductions.com)

Provides cartographic services for print and digital media.

**Year Established:** 1995  
**Employees:** 10  
**Attorney:** Boardman  
**Accounting:** Curran Financial  
**Banking/Other Financial:** M&I Bank
ARCHITECTURAL, ENVIRONMENTAL ENGINEERING AND RELATED SERVICES

NAICS

5413: Architectural, Environmental Engineering and Related Services

54138: Testing Laboratories

FIRMS: 36
EMPLOYED: 1,789
REVENUES: $495 MILLION
8.01 AECOM Technical Services, Inc.
1350 Deming Way, Suite 100
Middleton, Wisconsin 53562

CEO: John M. Dionisio
Contact: Jennifer Heibel, Office Administrator
Phone No.: (608) 836-9800
Fax No.: (608) 836-9767
Web Site: http://www.aecom.com

Provides consulting, design, construction, and operational services to meet the environmental and infrastructure needs of industry and government.

Parent Company: AECOM
Parent Location: Los Angeles, CA
Year Established: 1990
Employees: 60
Percentage of International Sales: 44%

8.02 Affiliated Construction Services (ACS)
3330 University Avenue
Madison, Wisconsin 53705

President: Jim Corkery
Contact: Jamie Keehn, Marketing Manager
Phone No.: (608) 663-1590
Web Site: http://www.acscm.com

Designs and builds research laboratories, research animal holding areas, and engine test laboratories and equipment. The company's Wisconsin-based projects include the Institute for Influenza Viral Research on the UW-Madison campus and the Kettle Foods manufacturing facility in Beloit. Kettle Foods became the state's first Leadership in Energy and Environmental Design (LEED) gold-certified manufacturing facility.

Year Established: 1994
Employees: 95
Annual Sales: $46,000,000

8.03 Affiliated Engineers, Inc.
Post Office Box 44991
Madison, Wisconsin 53744

Managing Principal: David Odegard
Contact: Julie Bauer, Director - Marketing
Phone No.: (608) 238-2616
Fax No.: (608) 238-2614
Web Site: http://www.aeieng.com

Provides mechanical, electrical, piping/plumbing, and information technology systems design.

Branch Location: Seattle, WA; Tampa, FL; Walnut Creek, CA; Gainesville, FL; Chapel Hill, NC; Metro D.C.; Chicago, IL; Phoenix, AZ; Houston TX; and Minneapolis, MN
Year Established: 1978
Employees: 223
Annual Sales: $84,000,000
Percentage of International Sales: <1%

8.04 Architecture Network Inc.
116 East Dayton Street
Madison, Wisconsin 53703

President: Arlan Kay, AIA
Contact: Arlan Kay
Phone No.: (608) 251-7515
Fax No.: (608) 251-7566
E-mail: ani@architecture-network.net
Web Site: http://www.architecture-network.net

Provides architectural and sustainable design with an emphasis on existing and historic buildings.

Year Established: 1960
Employees: 5
Annual Sales: $500,000

8.05 Aro Eberle Architects
116 King Street, Suite 202
Madison, Wisconsin 53703

President: Matthew Aro
Contact: Matthew Aro
Phone No.: (608) 204-7464
E-mail: aro@aroebeler.com
Web Site: http://www.aroebeler.com

Is a commercial architectural design firm focused on high-tech, higher education science, commercial, and hospitality design.

Year Established: 2005
Employees: 3
8.06 **Audible Difference LLC**  
5727 Pembroke Drive  
Madison, Wisconsin 53711

**President:** Veronica H. Heide, Au.D.  
**Contact:** Veronica H. Heide, Au.D.  
**Phone No.:** (608) 273-3036  
**Fax No.:** (608) 273-0779  
**E-mail:** vheide@audible-difference.com  
**Web Site:** http://www.audible-difference.com

Provides advanced hearing technology (signal processing) for the hearing impaired. Renders hearing conversation programs, consultations, diagnostic counseling, and rehabilitation services. Provides high-fidelity customer ear protection and listening devices.

*Year Established: 1991  
Employees: 1  
Attorney: DeWitt Ross & Stevens*

8.07 **Ayres Associates Inc.**  
1802 Pankratz Street  
Madison, Wisconsin 53704

**President:** Tom Pulse, P.E.  
**Contact:** Frederick J. Halfen, Market Leader Energy Corridors  
**Phone No.:** (608) 443-1200  
**Fax No.:** (608) 443-1250  
**E-mail:** halfenf@ayresassociates.com  
**Web Site:** http://www.AyresAssociates.com

Provides architectural and structural engineering, ecological services, municipal engineering and planning, environmental and waste management, wastewater technologies, real estate acquisition services, surveying, construction services, photogrammetry, geographic information systems, water resources engineering, and transportation engineering services.

*Parent Company: Ayres Associates Inc.  
Parent Location: Eau Claire, WI  
Year Established: 1959  
Employees: 72  
Annual Sales: $7,000,000  
Attorney: Axley Brynelson LLP  
Accounting: Internal Accounting Department, audited by Wipfli LLP  
Banking/Other Financial: U.S. Bank*

8.08 **BIT 7, Inc.**  
7 Fen Oak  
Madison, Wisconsin 53718

**President:** James Frater  
**Contact:** Mike Roosa, Vice President - Business Development  
**Phone No.:** (608) 224-0377  
**Fax No.:** (608) 224-0455  
**E-mail:** info@bjorksten.com  
**Web Site:** http://www.bjorksten.com

Brings resources throughout the New Product life cycle. Provides product portfolio management; market, user, and laboratory research; industrial design; mechanical, electrical, chemical, and software engineering and design; product performance testing; electronic and software verification testing; complex computer simulations; and agency (FDA, UL, CE) compliance navigation.

*Year Established: 1944  
Employees: 65*

8.09 **Creative Design Associates**  
5227 Highway M  
Waunakee, Wisconsin 53597

**President:** Austin Munson  
**Contact:** Austin Munson  
**Phone No.:** (608) 831-4269  
**Fax No.:** (608) 831-8832  
**E-mail:** creativedesign@tds.net  
**Web Site:** http://www.creativedesignassociates.net

Provides product development, industrial design engineering, product styling, prototype development, model making, graphics, and logo development.

*Parent Location: Portage, WI  
Year Established: 1955  
Employees: 2*
8.10  **Design Concepts Inc.**  
5301 Buttonwood Drive  
Madison, Wisconsin  53718  

  **President:** Dave Franchino  
  **Contact:** Jim Womble, Director - Business Development  
  **Phone No.:** (608) 316-8455  
  **Fax No.:** (608) 221-2133  
  **E-mail:** info1@design-concepts.com  
  **Web Site:** http://www.design-concepts.com

Design Concepts Inc. is an innovation and product development consultancy focused on helping clients build brands and business through product strategy, research, design, engineering, and prototyping. The firm collaborates with companies worldwide to solve problems and change the way people live, work, and play. For more than 40 years, we have designed product and service solutions to build the brand, grow the business, and improve the bottom line of our clients.

  **Year Established:** 1967  
  **Employees:** 50

8.11  **Electrical Testing Lab LLC**  
104 South Military Road  
Dane, Wisconsin  53529  

  **Owner:** Bob Fredrickson  
  **Contact:** Bob Fredrickson  
  **Phone No.:** (608) 849-4200  
  **Fax No.:** (608) 849-4212  
  **E-mail:** electtestlab@tds.net

Electrical Testing Lab LLC provides testing of high-voltage rubber protective safety equipment.

  **Year Established:** 1978

8.12  **Farnsworth Group, Inc.**  
821 South Main Street  
DeForest, Wisconsin  53532  

  **CEO:** Karen Jensen  
  **Contact:** Chad Grindle, Commissioning Manager, Midwest Region  
  **Phone No.:** (608) 846-8015  
  **Fax No.:** (608) 846-3777  
  **Web Site:** http://www.f-w.com

Farnsworth Group, Inc. provides full-service architectural and engineering services specializing in commissioning, sustainable design, LEED certification, thermal storage, laboratories, indoor air quality, and productivity.

  **Parent Location:** Bloomington, IL  
  **Year Established:** 1984  
  **Employees:** 4  
  **Annual Sales:** $400,000

8.13  **Flad Architects**  
644 Science Drive  
Post Office Box 44977  
Madison, Wisconsin  53711  

  **President & CEO:** William J. Bula, AIA  
  **Contact:** Mary Hirsch  
  **Phone No.:** (608) 238-2661  
  **Fax No.:** (608) 238-6777  
  **E-mail:** flad@flad.com  
  **Web Site:** http://www.flad.com

Flad Architects serves key knowledge-based industries in all areas of planning and design. Clients include science and technology, higher education, and health care organizations with specialized planning and design needs.

  **Year Established:** 1927  
  **Employees:** 265  
  **Annual Sales:** $66,000,000  
  **Percentage of International Sales:** 1%


8.14 Foth & Van Dyke LLC  
1402 Pankratz Street, Suite 300  
Madison, Wisconsin 53704

CEO: Tim Weyenberg  
Contact: Bill Dunlop, Senior Project Manager  
Phone No.: (608) 242-5900  
Fax No.: (608) 242-5999  
E-mail: foth@foth.com  
Web Site: http://www.foth.com

Provides general civil, environmental, and industrial engineering, including municipal engineering, solid waste management, environmental compliance/permitting, water and wastewater treatment, commercial packaging/material handling/production systems engineering, and turnkey production solutions.

Parent Company: Foth & Van Dyke, LLC  
Parent Location: Green Bay, WI  
Branch Location: Milwaukee and La Crosse, WI; Chicago, Champaign, and Peoria, IL; Orlando, FL; Minneapolis/St. Paul, MN; Des Moines and Cedar Rapids, IA; Sioux Falls, SD; Battle Creek, MI; Kansas City, KS; Jefferson City, Springfield, and St. Louis, MO; and Washington, D.C.  
Year Established: 1938  
Employees: 30  
Annual Sales: $110,000,000

8.15 Iconica  
901 Deming Way  
Madison, Wisconsin 53717

CEO: Tom Pientka  
Contact: John Seamon, Architectural Director  
Phone No.: (608) 664-3500  
Fax No.: (608) 664-3535  
Web Site: http://www.iconicacreates.com

Provides integrated architectural, engineering, interior design, and general contracting services for the biotechnology, medical technology, and high-technology industries.

8.16 InForm Product Development, Inc.  
700 Wilburn Road  
Sun Prairie, Wisconsin 53590

President: Mark A. Gilbertson  
Contact: Mark Gilbertson  
Phone No.: (608) 825-4700, Ext. 201  
Fax No.: (608) 825-4707  
E-mail: gilbertson@in-form.com  
Web Site: http://www.in-form.com

Is a product development consulting firm offering creative concept ideation; industrial design; mechanical, analytical, and electronic engineering; prototyping; and testing services for clients worldwide. Specific capabilities include concept ideation, ergonomics, design for manufacturing and assembly, product styling, and analytical engineering services to simulate the performance of products or components well before the onset of production.

Year Established: 1995  
Employees: 19  
Attorney: Neider & Boucher S.C.  
Accounting: Smith & Gesteland LLP  
Banking/Other Financial: Bank of Sun Prairie

8.17 Inspire Design Group, LLC  
2219 Eagle Drive  
Middleton, Wisconsin 53562

President: Jim Boda  
Contact: Doug Birkholz, Chief Design Officer  
Phone No.: (608) 836-8180, Ext. 114  
Fax No.: (608) 836-9191  
E-mail: inquire@inspire-design.com  
Web Site: http://www.inspire-design.com

Provides industrial design, mechanical engineering, electrical engineering, human factors, and model making/prototyping.

Year Established: 1998  
Employees: 11  
Attorney: Lathrop & Clark  
Accounting: Smith and Wegner LLP  
Management Consultant: Eric S. Brown  
Banking/Other Financial: AMCORE Bank
8.18 Intertek
8431 Murphy Drive
Middleton, Wisconsin  53562

President: Gregg Tieman
Contact: Rhonda Byrne, Operations Manager
Phone No.: (608) 836-4400, Ext. 430
Fax No.: (608) 831-9279
E-mail: rhonda.byrne@intertek.com
Web Site: http://www.etlsemko.com

Provides a wide range of product testing and certification for safety and performance.

Year Established:  1983
Employees:  49

8.19 KJWW Engineering Consultants
802 West Broadway, Suite 312
Madison, Wisconsin  53713

President: Paul Van Duyne, P.E.
Contact: David Smith, Branch Manager
Phone No.: (608) 223-9600
Fax No.: (608) 223-9601
Web Site: http://www.kjww.com

Provides mechanical, electrical, plumbing, and structural engineering design and consulting; telecommunications design and consulting; and lighting design and consulting.

Parent Company: KJWW Engineering Consultants
Parent Location: Rock Island, IL
Year Established:  1961
Employees:  40
Annual Sales:  $5,000,000

8.20 Matrix Product Development, Inc.
13 North Bird Street
Sun Prairie, Wisconsin  53590

President: Ronald Pulvermacher
Contact: Ronald Pulvermacher
Phone No.: (608) 834-1661
Fax No.: (608) 834-6443
E-mail: ronp@matrixpd.com
Web Site: http://www.matrixpd.com

Provides high-tech electronic consulting engineering, microprocessor development (firmware, 8-32 bit, linux, .net), wireless and RFID specialty, wireless temperature sensors, Cath Lab Room Asset Management, and turnkey design and supply services.

Year Established:  1998
Employees:  3
Annual Sales:  $750,000
Attorney: DeWitt Ross & Stevens
Accounting: Curran Financial Services
Management Consultant: Eric S. Brown
Banking/Other Financial:  Associated Bank

8.21 MWH Americas, Inc.
6325 Odana Road, Suite A
Madison, Wisconsin  53719

President: Robert Uhler
Contact: Karen Olesky, Administrative Assistant
Phone No.: (608) 310-5400
Fax No.: (608) 310-5399
Web Site: http://www.mwhglobal.com

Provides environmental engineering, construction management, asset management, program management, and financial management services for industrial, municipal, and government clients worldwide. Local expertise includes groundwater, hazardous/solid waste, IT, power, storm water, remediation assessments, and compliance.

Parent Company:  MWH Americas, Inc.
Year Established:  1955
Employees:  10
Annual Sales:  $5,000,000
8.22 NovaTech Engineering, LLC
429 Engelhart Drive
Madison, Wisconsin  53713

President:  Richard A. Schulte
Contact:  Richard A. Schulte
Phone No.:  (608) 270-1904
E-mail:  rick.schulte@sbcglobal.net

Provides specialized custom machinery, assembly automation, test, and work-holding fixtures; end-of-arm tooling; and engineering consulting in the areas of geometric dimensioning and tolerancing, stack analysis, variation simulation analysis, and conversion of linear dimensions into GD&T. Also provides consulting on Solid Works and AutoCad.

Year Established:  1998
Employees:  1
Banking/Other Financial:  AnchorBank

8.23 Paradigm Design Inc.
5413 Larkspur Road
Middleton, Wisconsin  53562

President:  Jeffrey Wong
Contact:  Jeffrey Wong
Phone No.:  (608) 831-8860
E-mail:  jeffwong@midplains.net

Provides mechanical and optical engineering consulting services specializing in solid modeling computer-aided design. Offers mechanical design services using SolidWorks software for CAD-to-CAM seamless integration for rapid prototyping and fabrication, FEA analysis, simulation modeling, and photorendering.

Year Established:  1996
Employees:  1
Attorney:  DeWitt Ross & Stevens
Accounting:  Bodilly CPA
Banking/Other Financial:  Middleton Community Bank

8.24 PFS Corporation
1507 Matt Pass
Cottage Grove, Wisconsin  53527

CEO:  James A Rothman P.E.
Contact:  Jim Rothman, President
Phone No.:  (608) 839-1344
Fax No.:  (608) 839-1345
Web Site:  http://www.pfs corporation.com

Provides third-party testing and a full range of wood products testing, inspection, quality assurance, and certification serving the engineered wood, wood panel, and factory-built construction industries.

Branch Location:  CA, NC, PA, and TX
Year Established:  1978
Employees:  30
Annual Sales:  $6,500,000
Attorney:  Wheeler, Van Sickle and Anderson S.C. and Michael Best & Friedrich LLP
Accounting:  Smith & Gesteland LLP
Banking/Other Financial:  Johnson Bank

8.25 Plunkett Raysich Architects, LLP
2310 Crossroads Drive, Suite 2000
Madison, Wisconsin  53718

Managing Partner:  David Raysich
Contact:  Scott Kramer, Partner
Phone No.:  (608) 240-9900
Fax No.:  (608) 240-9690
E-mail:  skramer@prarch.com
Web Site:  http://www.prarch.com

Has provided planning, design, and interior design expertise to the high-tech marketplace since 1935. Has innovative designs that integrate the latest in technology with flexibility to meet the future needs of each facility. Believes that architecture is an integral component in defining our culture and shaping the well being of people on all levels. Our promise to our clients and to our community is creative design. Our focus is people. Our commitment is to quality in all that we achieve.

Parent Location:  Milwaukee, WI
Branch Location:  Madison, WI; and Northbrook, IL
Year Established:  1935
8.26 Potter Lawson, Inc.
15 Ellis Potter Court
Madison, Wisconsin 53711

President & CEO: Eric Lawson, AIA, NCARB
Contact: Beth Prochaska, Executive Vice President
Phone No.: (608) 274-2741
Fax No.: (608) 274-3674
E-mail: bethp@potterlawson.com
Web Site: http://www.potterlawson.com

Is an architectural, planning, and interior design firm with a reputation for excellence dating back to 1913. Is organized into four groups of specialization. The Corporate Group concentrates on designing office space that improves efficiency and productivity. The Education Group focuses on K-12 and higher education facilities that create exciting spaces that stimulate learning and spur collaboration. The Justice/Municipal Group designs city and county facilities that serve and protect our communities. The Research/High-Tech Group specializes in laboratory and research spaces.

Year Established: 1913
Employees: 35
Annual Sales: $7,000,000
Attorney: Boardman Law Offices
Accounting: RSM McGladrey
Banking/Other Financial: Associated Bank and M&I Bank

8.28 Realtime Utility Engineers, Inc.
8417 Excelsior Drive
Madison, Wisconsin 53717

President: Robert Strycharske
Contact: Stephanie Severn, Office Administrator
Phone No.: (608) 664-208, Ext. 6830
Fax No.: (608) 664-2009
E-mail: rstrycharske@rue-inc.com
Web Site: http://www.realtimeutilityengineers.com

Is a leading consulting engineering firm providing distribution and transmission substation and transmission line engineering to electric utilities, wind developers, and industrial clients nationwide.

Parent Company: Quanta Services, Inc.
Parent Location: Houston, TX
Branch Location: Marlborough MA
Year Established: 1994
Employees: 75
Annual Sales: $15,000,000

8.27 Power System Engineering Inc.
1532 West Broadway
Madison, Wisconsin 53713

President: Douglas R. Joens
Contact: Candice Roth, Client Communications Coordinator
Phone No.: (608) 268-3520
Fax No.: (608) 222-9378
E-mail: rothc@powersystem.org
Web Site: http://www.powersystem.org

Is a full-service consulting firm for electric utilities providing services in substation automation, communications, technology and strategic planning, system planning, automated staking and line design, rates and financial planning, system integration, SCADA, AMI, and demand response.

Branch Location: Minneapolis, MN; Indianapolis, IN; and Marietta, OH
Year Established: 1974

8.29 RMT Inc.
744 Heartland Trail
Madison, Wisconsin 53717

President: Stephen D. Johannsen
Contact: Cherith Bruckner, Sales & Marketing Coordinator
Phone No.: (608) 831-4444
Fax No.: (608) 831-3334
E-mail: info@rmtinc.com
Web Site: http://www.rmtinc.com

Is an engineering and consulting firm that develops environmental and energy solutions for our clients. Capabilities include air, water, and waste management; remediation; environmental, health, and safety management; sustainability; climate change; renewable energy (wind, solar, geothermal, biomass); facility siting and development; energy management; and combustion services.

Parent Company: Alliant Energy Corporation
Parent Location: Madison, WI
Branch Location: Milwaukee, WI; Ann Arbor, Grand Rapids, and Lansing, MI; Columbus, OH; Greenville, SC; Austin and Houston, TX; Pasadena and San Mateo, CA; and Philadelphia, PA
Year Established: 1977
Employees: 335 (600+ total)
Percentage of International Sales: 1.50%
8.30 Safety Engineering Associates, Inc.
2798 South Fish Hatchery Road
Madison, Wisconsin  53711

President & CEO: Kris Kubly
Contact: Kris Kubly
Phone No.: (608) 271-7884
Fax No.: (608) 271-3720
E-mail: office@safetyengineering.com
Web Site: http://www.safetyengineering.com

Provides consulting services in mechanical and civil engineering with emphasis on accident reconstruction, vehicle testing, and product failure analysis.

Year Established: 1947
Employees: 15

8.31 Seventh Generation Systems Integration, Inc.
4 South Baldwin
Madison, Wisconsin  53703

Director: Jim Yockey
Contact: Alicia Leinberger
Phone No.: (608) 467-4228
Fax No.: (866) 762-7496
E-mail: info@sges.us
Web Site: http://www.sges.us

Provides sales, design, and installation of wind and solar electric energy systems serving residential, commercial, and agricultural sectors.

Parent Company: Seventh Generation Energy Systems
Parent Location: Madison, WI
Year Established: 2002
Employees: 15
Accounting: Smith & Gesteland
Banking/Other Financial: Heartland Credit Union

8.32 SourceOne Solutions Inc.
3225 Deming Way, Suite 100
Middleton, Wisconsin  53562

Owner: Gary Strombeck
Contact: Gary Strombeck
Phone No.: (608) 833-2700
Fax No.: (608) 833-2701
E-mail: gstrombeck@soneinc.com
Web Site: http://www.soneinc.com

Provides contract assembly, design/build, and supplies of machined, fabricated, and finished parts outsourcing services to a broad southern Wisconsin manufacturing base. An extensive network of preselected machine and fabrication shops to supply spare, wear, or replacement parts in support of production, parts for new or modified production equipment, or machined parts for finished product. Is a contract sourcing agent for machined and fabricated components. Designs and builds custom automation equipment.

Year Established: 1999
Employees: 5
Annual Sales: $2,500,000
Banking/Other Financial: Associated Bank

8.33 Strand Associates Inc.
910 West Wingra Drive
Madison, Wisconsin  53715

Chairman & CEO: Theodore J. Richards, P.E.
Contact: Howard Isnor, Director - Marketing Operations
Phone No.: (608) 251-4843
Fax No.: (608) 251-8655
E-mail: www.marketing@strand.com
Web Site: http://www.strand.com

Provides planning, designing, and construction services in the areas of wastewater, water supply, storm water, transportation, municipal, civil, electrical, mechanical, and structural engineering.

Branch Location: Milwaukee, WI; Lexington and Louisville, KY; Cincinnati and Columbus, OH; Columbus and Indianapolis, IN; Joliet, IL; Mobile, AL; and Phoenix, AZ
Year Established: 1946
Employees: 177
8.34 Strang Architecture, Engineering, Interior Design  
6411 Mineral Point Road  
Madison, Wisconsin  53705  

President: Lawrence Barton, AIA, LEED AP  
Contact: Lawrence Barton  
Phone No.: (608) 276-9200  
Fax No.: (608) 276-9204  
E-mail: barton@strang-inc.com  
Web Site: http://www.strang-inc.com  

Provides comprehensive architectural, engineering, and interior design services for the science and technologies industries including biotechnology, microelectronics, contract research and development, telecommunications, pharmaceuticals, and computer technology among others. In addition to offices, the firm's specialized expertise also includes GMP facilities, analytical laboratories, clean rooms, complex building systems, pilot plants, high-level containment laboratories, computer facilities, and regulatory compliance.  

Year Established:  1935  
Employees:  29  
Annual Sales:  $4,000,000  
Percentage of International Sales:  <1%  
Attorney:  Lathrop & Clark LLP  
Accounting:  Smith & Gesteland LLP  
Banking/Other Financial:  First Business Bank  

8.35 The Renschler Company  
555 D'Onofrio Drive  
Madison, Wisconsin  53719  

President: Bernie Lange  
Contact: Eric Truelove, Director - Business Development  
Phone No.: (608) 833-2321  
Fax No.: (608) 833-7964  
E-mail: erict@renschler.com  
Web Site: http://www.renschler.com  

Is a design/build company with emphasis on manufacturing, retail, and office buildings specializing in green building, sustainable development, and LEED-certification services.  

Year Established:  1976  
Employees:  9  
Annual Sales:  $10,000,000  

8.36 Venus Graphics Corporation  
10951 Blackhawk Drive  
Blue Mounds, Wisconsin  53517  

President: Michael Allex  
Contact: Michael Allex  
Phone No.: (608) 437-6965  
E-mail: mike@venusgraphics.com  
Web Site: http://www.venusgraphics.com  

Provides mechanical design services and SolidWorks consulting.  

Year Established:  1995  
Employees:  1  
Accounting:  Sorge CPA  
Banking/Other Financial:  State Bank of Cross Plains
COMPUTER SYSTEM DESIGN AND RELATED SERVICES

NAICS

5415: Computer System Design and Related Services
541511: Customer Computer Programming Services
541519: Other Computer-Related Services

FIRMS: 167
EMPLOYED: 3,830
REVENUES: $815 MILLION
9.01 5NINES llc
222 West Washington Avenue, No. 360
Madison, Wisconsin 53703

President: Todd Streicher
Contact: Rylee Wedekind, Vice President - Customer Service
Phone No.: (608) 512-1000
Fax No.: (608) 512-1025
E-mail: tstreicher@5ninesdata.com
Web Site: http://www.5ninesdata.com

Is a provider of managed Internet solutions encompassing co-location, hosting, Internet, and IP telephony. Is downtown Madison's only commercial data center.

Year Established: 2002
Employees: 21
Attorney: Williard Stroud
Accounting: Bremser CPA
Management Consultant: Matador Consulting LLC
Banking/Other Financial: Associated Bank

9.02 Aberdeen Consulting LLC
c/o University Research Park
595 Science Drive, Suite D
Madison, Wisconsin 53711

Managing Partner: Jim Blair
Contact: Jim Blair
Phone No.: (608) 204-9620
Fax No.: (608) 204-9621
E-mail: jim.blair@aberdean.com
Web Site: http://www.aberdean.com

Is a managed services provider and an information technology consulting firm specializing in network design, system administration, network security, data protections, service desk support, and server and desktop virtualization. Was selected as one of the Top 3 Local IT Consultants in the December 2008 and 2009 Issues of IN Business Magazine Executive Survey.

Year Established: 2003
Employees: 13
Annual Sales: $1,500,000
Attorney: Quarles & Brady
Accounting: Meicher CPA / Johnson Block CPA
Banking/Other Financial: State Bank of Cross Plains

9.03 Access Information Management
2538 Daniels Street
Madison, Wisconsin 53718

CEO: Dennis Barnedt
Contact: Thomas Dahlen, Branch Manager
Phone No.: (608) 221-3212
Fax No.: (608) 221-4110
E-mail: madison@accesscorp.com
Web Site: http://www.accesscorp.com

Provides state-of-the-art media vault space and tape rotation services. Delivery available 24/7/365. Offers a Web-hosted document management system, imaging, and hard-copy storage and retrieval. Also provides secure destruction services for final disposition of confidential information.

Year Established: 1987
Employees: 12

9.04 Accessible Computing Inc.
120 West Verona Avenue
Verona, Wisconsin 53593

President: William C. Cummings
Contact: William C. Cummings
Phone No.: (608) 848-8649
E-mail: accessiblecomputing@hotmail.com

Provides full-line business consulting. Computerizes businesses including hardware, software, installation, training, and support. Has extensive experience in UNIX and Windows networking environments. Is an authorized passport manufacturing software sales consultant.

Year Established: 1990
Employees: 1
9.05 **Acumium, LLC**  
5133 West Terrace Drive, Suite 300  
Madison, Wisconsin 53718

**Founder & President:** Dan Costello  
**Contact:** Daniel C. Costello  
**Phone No.:** (608) 310-9700  
**Fax No.:** (608) 310-9701  
**E-mail:** dcostello@acumium.com  
**Web Site:** http://www.acumium.com

Is an e-business consulting and development firm specializing in custom software solutions, e-business strategic planning, e-commerce, e-marketing, dynamic Web development and design, portal development, system integration, and Web content management systems.

*Year Established:* 2001  
*Employees:* 8  
*Attorney:* Von Briesen & Roper  
*Accounting:* Bremser Group

9.06 **Adesys***  
5950 Seminole Centre Court  
Fitchburg, Wisconsin 53711

**President:** Jason Adamany  
**Contact:** Jason Adamany  
**Phone No.:** (608) 288-0100, Ext. 105  
**Fax No.:** (608) 288-0200  
**Web Site:** http://www.adesys.com

Provides high-tech, high-quality products and services to companies. Helps small businesses maintain their technological edge and maintain their competitive edge without investing heavily in on-site staff. Is an authorized partner of HP, Microsoft, Cisco, EMC VMware, Blackberry, Trend Micro as well as others.

*Year Established:* 1997  
*Employees:* 8  
*Annual Sales:* $1,250,000  
*Accounting:* Rick Vanden Heuvel, CPA  
*Banking/Other Financial:* Oak Bank

9.07 **AE Business Solutions**  
2310 Crossroads Drive, Suite 2800  
Madison, Wisconsin 53718

**CEO:** Lori Gordon  
**Contact:** Amy Johnson, Accounting Manager  
**Phone No.:** (608) 395-2900  
**Fax No.:** (608) 395-2901  
**E-mail:** info@aeb.com  
**Web Site:** http://www.aeb.com

Provides information technology product sales and consulting.

*Parent Location:* Madison, WI  
*Branch Location:* Milwaukee and Wausau, WI  
*Year Established:* 1949  
*Employees:* 100

9.08 **Alice.com**  
8215 Greenway Boulevard, Suite 340  
Middleton, Wisconsin 53562

**CEO:** Brian Wiegand  
**Contact:** Rebecca Thorman  
**Phone No.:** (608) 662-1796  
**Fax No.:** (608) 662-0883  
**E-mail:** info@alice.com  
**Web Site:** http://www.alice.com

Develops online software to ease the purchase of nonperishable home essentials and allow consumers to manage the purchase and delivery of home products like toothpaste, trash bags, and cleaning products.

*Year Established:* 2008  
*Employees:* 14
9.09  **Alpha Technology Group, LLC**  
23 South Owen Drive  
Madison, Wisconsin  53705  

**Principal:** Kim Peterson  
**Contact:** Kim Peterson  
**Phone No.:** (608) 238-9104  
**E-mail:** kp@alphatg.com  
**Web Site:** http://www.alphatg.com

Specializes in research, analysis, and planning to support public and private enterprises. Conducts focus groups, usability studies, heuristic evaluations, key informant interviews, Web- and mail-based surveys, and strategic planning exercises.

*Year Established:  1998  
Employees:  2  
Annual Sales:  <$1,000,000*

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9.10  **Amplitude Design, Inc.**  
6501 Inner Drive  
Madison, Wisconsin  53705  

**Founder:** Kevin Johnson  
**Contact:** Kevin Johnson  
**Phone No.:** (608) 833-1284  
**E-mail:** kevin@amplitudedesign.com  
**Web Site:** http://www.amplitudedesign.com

Provides Web design/application development and marketing consulting.

*Year Established:  2003  
Employees:  1  
Attorney:  McCormick Law Group, Chicago  
Accounting:  McCormick Law Group, Chicago  
Banking/Other Financial:  First Federal*

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9.11  **AMPRO Data Services, Inc.**  
6200 Gisholt Drive, Suite 103  
Madison, Wisconsin  53713  

**CEO:** Jerry Peterson  
**Contact:** Kim Doyle, President  
**Phone No.:** (608) 223-5120  
**Fax No.:** (608) 223-5125  
**E-mail:** ampro@amprodta.com  
**Web Site:** http://www.amprodta.com

Is a systems integrator/VAR that provides computers (servers and workstations), networking, scanners, printers, sales and service, supplies, accessories, and peripherals. Provides all name-brand products at discount prices and service after sales.

*Year Established:  1982  
Employees:  8*

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9.12  **Apex Embedded Systems**  
116 Owen Road  
Monona, Wisconsin  53716  

**CEO:** Michael Ihm  
**Contact:** Michael Ihm  
**Phone No.:** (608) 256-0767  
**Fax No.:** (608) 256-0765  
**E-mail:** customer.service@apexembeddedsystems.com  
**Web Site:** http://www.apexembedded.com

Manufactures smart signal analysis and data collection systems from board level to complete environmentally secure system solutions.

*Year Established:  1992  
Employees:  4*

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9.13  **Applied Tech Solutions Inc.**  
203 South Paterson Street, Suite 500  
Madison, Wisconsin  53703  

**Owner & President:** Kurt Sippel  
**Contact:** Julie Sheldon  
**Phone No.:** (608) 257-6051  
**Fax No.:** (608) 268-6007  
**E-mail:** info@appliedtech.us  
**Web Site:** http://www.appliedtech.us

Provides IT consulting and implementation, managed services, VoIP, business continuity, and disaster recovery services.

*Year Established:  1999  
Attorney:  Murphy Desmond  
Banking/Other Financial:  First Business Bank*
9.14 **Argus Ventures, LLC**  
30 West Mifflin Street, No. 404  
Post Office Box 910  
Madison, Wisconsin  53701

**President & CEO:** Daniel G. Guerra, Jr.  
**Contact:** Daniel Guerra, Jr.  
**Phone No.:** (608) 240-0524  
**E-mail:** dguerrajr@ArgusVentures.com  
**Web Site:** http://www.argusventures.com

Provides Internet technologies, social media, marketing, content management systems, and Web site hosting and development.

**Year Established:**  2001  
**Annual Sales:**  $250,000  
**Attorney:** Samuel Phillips Law Office  
**Banking/Other Financial:** Park Bank

9.15 **Automated Vision**  
1111 Deming Way, Suite 102  
Madison, Wisconsin  53717

**President:** Reddiar Anbalagan  
**Contact:** Reddiar Anbalagan  
**Phone No.:** (608) 836-9393  
**Fax No.:** (608) 836-5151  
**E-mail:** anbu@automatedvision.com  
**Web Site:** http://www.automatedvision.com

Provides complete vision systems and solutions for quality control and process improvements in the manufacturing industries. The system includes computer imaging, processing, decision making, and the required automated part handling.

**Year Established:**  1997  
**Employees:**  6  
**Annual Sales:**  $1,500,000  
**Percentage of International Sales:** <5%  
**Attorney:** Neider & Boucher, S.C.  
**Accounting:** Wegner LLP CPAs & Consultants  
**Banking/Other Financial:** Wells Fargo

9.16 **AVI Systems**  
5201 Femrite Drive  
Madison, Wisconsin  53718

**Regional Vice President:** Jane Phillips  
**Contact:** Jane Phillips  
**Phone No.:** (608) 221-8888  
**Fax No.:** (608) 221-9252  
**E-mail:** info@avisystems.com  
**Web Site:** http://www.avisystems.com

Is an audio/visual systems integrator.

**Parent Company:** AVI Systems  
**Parent Location:** Eden Prairie, MN  
**Year Established:**  1974  
**Employees:**  15  
**Annual Sales:**  $88,000,000

9.17 **Beacon Technologies, Inc.**  
6110 Mineral Point Road  
Madison, Wisconsin  53705

**President:** Todd Meier  
**Contact:** Lisa Mavroulis  
**Phone No.:** (608) 233-9910  
**Fax No.:** (608) 233-1748  
**E-mail:** tmeier@beacontechninc.com  
**Web Site:** http://www.beacontechninc.com

Provides technology and business process management consulting along with custom software solutions.  
Services from complete software solutions to on-site consulting, system design, software development, business analysis, project management, quality assurance, e-commerce, Web, client/server, and mainframe systems.

**Year Established:**  1998  
**Employees:**  90  
**Attorney:** Pellino/King Law  
**Accounting:** Metis Management Solutions  
**Banking/Other Financial:** Settlers Bank

9.18 **BestWebBackup.com**  
3038 Churchill Drive  
Madison, Wisconsin  53713

**Contact:** William Young  
**Phone No.:** (608) 509-8771  
**Web Site:** http://www.bestwebbackup.com

Provides end users a completely secure, economical, and simple way to back up their computer data.
9.19  Bigtime Creative Services
223 Windham Hill
Cottage Grove, Wisconsin  53527

  Ringleader: George Greven
  Contact: George Greven
  Phone No.: (608) 217-8361
  E-mail: george@bigtimecreative.com
  Web Site: http://www.bigtimecreative.com

Provides branding, ad campaign development, copywriting, print and Web design, marketing, brochures, annual reports, direct mail concepting and development, and radio and TV video production.

  Year Established:  2002
  Employees:  1
  Annual Sales:  $200,000
  Attorney: Lathrop & Clark
  Accounting: Bodilly CPA
  Banking/Other Financial: M&I Bank

9.20  BioInfoRx, Inc.
510 Charmany Drive, Suite 275
Madison, Wisconsin  53719

  CEO: Yuerong Zhu
  Contact: Yuerong Zhu
  Phone No.: (608) 234-7752
  E-mail: info@bioinforx.com
  Web Site: http://www.bioinforx.com

Is a Web-based information management solution provider. Helps clients analyze and identify their business needs and develops and delivers practical and affordable data management and processing solutions.

  Year Established:  2005
  Employees:  3

9.21  BitCraft Embedded Computing Solutions, LLC
2007 Lewis Street
Cross Plains, Wisconsin  53528

  Owner: Robert Lepage
  Contact: Robert Lepage
  Phone No.: (608) 798-0046
  Fax No.: (608) 798-0254
  E-mail: rlepage@bit-craft.com
  Web Site: http://www.bit-craft.com

Provides embedded computing systems design and development services of microprocessor-based control, instrumentation, and data-collection systems. Services include hardware design, software design, interface to sensors and actuators, and project management.

  Year Established:  2003
  Employees:  1

9.22  Blue Spark, LLC
710 Oneida Place
Madison, Wisconsin  53711

  President: Deborah Still
  Contact: Deborah Still
  Phone No.: (608) 232-2125
  Fax No.: (608) 232-0532
  E-mail: dstill@bluesparkgadgets.com
  Web Site: http://www.bluesparkgadgets.com or http://www.energyedsoftware.com

Produces interactive learning tools that engage the public and classroom in current issues.

  Year Established:  2002
  Employees:  1
  Attorney: Michael Best & Friedrich LLP and Quarles & Brady
  Banking/Other Financial: U.S. Bank and M&I Bank
9.23 **Blue Storm Media**  
602 West Olin Avenue  
Madison, Wisconsin 53715  

**CEO:** Klaren Pe  
**Contact:** Greg Romashko, Chief Technical Officer  
**Phone No.:** (608) 661-8447  
**E-mail:** klaren@bluestormmedia.com  
**Web Site:** http://www.bluestormmedia.com

Are builders of custom online software, Web sites, and multimedia for educational, organizational, and business needs.

*Year Established: 2002  
Employees: 2 (and 4 consultants)*

9.24 **Broadcast Interactive Media**  
122 West Washington Avenue, Suite 620  
Madison, Wisconsin 53703  

**CEO:** Timur Yarnall  
**Contact:** Angela Wheaten  
**Phone No.:** (608) 255-8150  
**Fax No.:** (608) 257-1210  
**E-mail:** info@bimlocal.com  
**Web Site:** http://www.broadcast-interactive.com

Is the leading provider of locally focused advertising, content, and technical solutions for television, radio, and newspaper Web sites. Since acquiring TitanTV Media in early 2010, our offerings have expanded to encompass powerful data tools and management solutions. Core products are the BIMVid and TitalCast video systems, YouNews social media platform, MediaStar suite, TitanTV Guide, BIM Local Ad Network, local sales initiatives such as Healthy Living and Green, and STELA Compliance Tools.

*Branch Location: New York, NY; Austin, TX; Los Angeles, CA; and Cedar Rapids, IA  
Year Established: 1988  
Employees: 40*

9.25 **Bugaboo Software**  
7500 Paoli Road  
Verona, Wisconsin 53593  

**Owner:** Craig Heilman  
**Contact:** Craig Heilman  
**Phone No.:** (608) 424-6860  
**Fax No.:** (815) 301-9263  
**E-mail:** craigh@bugsoft.com  
**Web Site:** http://www.bugsoft.com

Assists corporations with the design and development of electronic products and software. Primary focus is developing firmware for embedded systems products. Experienced in requirements specification, medical electronics, and embedded communications for industrial control.

*Year Established: 1988  
Employees: 1  
Attorney: Michael Best & Friedrich  
Accounting: Hometown Tax & Financial  
Banking/Other Financial: M&I Bank*

9.26 **Burne Photo Imaging, Inc.**  
4289 West Beltline Highway  
Madison, Wisconsin 53711  

**President & Co-Owner:** Barry R. Burne  
**Contact:** Barry R. Burne  
**Phone No.:** (608) 277-0802  
**Fax No.:** (608) 274-5845  
**E-mail:** barry@burne.com  
**Web Site:** http://www.burne.com

Provides commercial photo finishing and scanning.

*Year Established: 1978  
Employees: 6*
9.27  **Capital Computer**  
5980 Executive Drive, Suite C  
Fitchburg, Wisconsin  53719  

**President:** Gary Annen  
**Contact:** Gary Annen  
**Phone No.:** (608) 278-6860  
**Fax No.:** (608) 278-6868  
**E-mail:** gannen@capcomputer.com  
**Web Site:** http://www.capcomputer.com

Is a distributor of computer-related products for corporate, small business, and educational clients. Provides clients with a mix of computer supply products, technical products, and services.

**Year Established:** 1964  
**Employees:** 19  
**Attorney:** Kohls & Associates  
**Accounting:** Porter & Sack

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9.28  **Capital Technology Group, Inc.***  
5980 Executive Drive, Suite C  
Fitchburg, Wisconsin  53719  

**Founder & CEO:** Steve Johnston  
**Contact:** Steve Johnston  
**Phone No.:** (608) 513-7929  
**Fax No.:** (866) 815-8496  
**E-mail:** info@ctgwi.com  
**Web Site:** http://www.ctgwi.com

Is a value-added reseller of networking, security, and storage solutions.

**Year Established:** 2002  
**Employees:** 3  
**Annual Sales:** $1,000,000  
**Attorney:** Reno Simonini  
**Accounting:** Launder & Baker  
**Banking/Other Financial:** Town Bank

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9.29  **CDW**  
5520 Research Park Drive  
Madison, Wisconsin  53711  

**Contact:** Connor Waddel, Branch Manager - Madison  
**Phone No.:** (608) 288-3000  
**Fax No.:** (608) 288-3007  
**Web Site:** http://www.cdw.com

Specializes in integrated and cost-effective IT solutions including data center, security, application development, communication and collaboration, productivity applications, systems and storage, and network infrastructure.

**Parent Company:** CDW Corporation  
**Parent Location:** Vernon Hills, IL  
**Year Established:** 1993  
**Employees:** 300  
**Annual Sales:** $7,200,000,000

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9.30  **Clarity Technology Group, Inc.**  
6417 Normandy Lane, Suite 100  
Madison, Wisconsin  53719  

**President:** William Thousand, Jr.  
**Contact:** Jennifer Endicott, Vice President  
**Phone No.:** (608) 258-4500  
**Fax No.:** (608) 258-4503  
**E-mail:** info@claritytech.com  
**Web Site:** http://www.claritytech.com

Is a provider of network consulting, Internet/intranet application development, and data center services with a mission to offer our clients a complete package of cost-effective services tailored to their specific business needs.

**Year Established:** 1999  
**Employees:** 10  
**Accounting:** Porter & Sack
9.31  **Clifton Gunderson Technology Solutions**  
8215 Greenway Boulevard  
Middleton, Wisconsin  53562  
Partner: Bruce Barchus  
Contact: Kristen Nelson, Marketing Manager  
Phone No.: (608) 662-8600  
Fax No.: (608) 833-0194  
E-mail: Bruce.Barchus@cliftoncpa.com  
Web Site: http://www.cliftontechnology.com  

Provides business software, communications, networking and infrastructure, content management and storage, application delivery, and security services to area businesses.  

*Parent Company: Clifton Gunderson LLP*  
*Year Established: 1940*  
*Employees: 25*

9.32  **Clotho Business Solutions**  
1850 Hoffman Street  
Madison, Wisconsin  53704  
Partner & CEO: Ryan Zerwer  
Contact: Ryan Zerwer  
Phone No.: (608) 294-7900  
E-mail: info@clotho.com  
Web Site: http://www.clotho.com  

Specializes in Web site design and development, e-commerce solutions, enterprise-class Web systems, online marketing strategies, iPhone application development, and back-end business systems integration.  

*Year Established: 1996*  
*Employees: 7*  
*Annual Sales: $1,750,000*  
*Attorney: Lathrop & Clark*  
*Accounting: Baker Tilly*  
*Banking/Other Financial: Capitol Bank*

9.33  **Comprehensive Computer Consulting**  
1500 West Main Street, Suite 100  
Sun Prairie, Wisconsin  53590  
CEO: Ronald Holub  
Contact: Aaron Powell, Vice President, Sales & Marketing  
Phone No.: (608) 837-8694  
Fax No.: (608) 825-9517  
E-mail: apowell@compcc.com  
Web Site: http://www.compcc.com  

Has been providing real-world IT solutions for public and private enterprises looking to enter markets quicker, deliver higher degrees of reliability, and realize a faster return on their investment.  

*Year Established: 1995*  
*Employees: 97*  
*Annual Sales: $13,000,000*  
*Percentage of International Sales: 9%*

9.34  **Computer Magic, Inc.**  
2820 Walton Commons West  
Madison, Wisconsin  53718  
President: Gregory J. Gracyalny  
Contact: Donna Dillman, Administrative Assistant  
Phone No.: (608) 441-9888  
Fax No.: (608) 221-1459  
E-mail: greg@pc-magik.net  
Web Site: http://www.pc-magik.com  

Provides computer and network support and installation services for small and medium businesses.  

*Year Established: 1998*  
*Employees: 5*  
*Accounting: A&G Accounting Services LLC*  
*Banking/Other Financial: AMCORE Bank*
9.35 CompuTherm, LLC
437 South Yellowstone Drive, Suite 217
Madison, Wisconsin 53719

President: Fan Zhang
Contact: Fan Zhang
Phone No.: (608) 274-1414
Fax No.: (608) 274-6045
E-mail: fan.zhang@computherm.com
Web Site: http://www.computherm.com

Develops intelligent, reliable, user-friendly computational tools for alloy design and processing optimization. These tools can be applied to commercial multicomponent nickel, titanium, steel, magnesium, aluminum, and other alloy systems.

Year Established: 1996
Employees: 5

9.36 Core BTS (formerly Inacom Information Systems)
3001 West Beltline Highway
Madison, Wisconsin 53713

CEO: Laurie Benson
Contact: Maria Morris, Marketing Manager
Phone No.: (608) 661-7788
Fax No.: (608) 661-7701
E-mail: info@inacom.com
Web Site: http://www.inacom.com

Is a locally owned, Wisconsin company providing business solutions to our customers through technology, application, database and Web development, education, voice, video, and integrated data.

Branch Location: Appleton and Brookfield, WI
Year Established: 1984
Employees: 140
Annual Sales: $80,000,000

9.37 Covario (formerly Netconcepts)
2820 Walton Commons West, Suite 123
Madison, Wisconsin 53718

Founder and President: Stephan Spencer
Phone No.: (608) 285-6600
Fax No.: (608) 285-6601
E-mail: infodesk@netconcepts.com
Web Site: http://www.netconcepts.com

Is the leading provider of natural search marketing. Offers automated natural search technology and value-added services tailored to help retailers drive online sales. For the largest retail brands, our GravityStream solution is an award-winning technology that powers the natural search channel. Serves retail brands such as Campmor, Ann Taylor, Northern Tool, Allen Edmonds, and Cabela's among others.

Year Established: 1995
Employees: 25
Percentage of International Sales: 5%
Accounting: Clifton Gunderson
Banking/Other Financial: U.S. Bank

9.38 CPU Solutions
3225 Deming Way, Suite 180
Middleton, Wisconsin 53562

Owner: Maureen McMahon
Contact: Maureen McMahon
Phone No.: (608) 824-9955, Ext. 1288
Fax No.: (608) 824-9616
E-mail: mo@cpusolutions.com
Web Site: http://www.cpusolutions.com

Develops custom-built computer and OEM computer appliances. Is a wholesaler of computer components.

Year Established: 1998
Employees: 6
Annual Sales: $3,000,000
Attorney: Cullen, Weston, Pines & Bach
Banking/Other Financial: Starion Financial
9.39  Cquensys*
525 Junction Road, Suite 8700
Madison, Wisconsin  53717

Director: Leonard George
Contact: Leonard George
Phone No.: (608) 664-1430
Fax No.: (608) 646-7600
E-mail: info@cquensys.com
Web Site: http://www.cquensys.com

Provides IT professional services, technical staffing, and software development.

Year Established:  2001
Annual Sales:  $2,500,000
Accounting:  Goetz & Associates
Banking/Other Financial:  Settler's Bank

9.40  Custom Computer Systems of Wisconsin, Inc., DBA ICC
6406 Odana Road
Madison, Wisconsin  53719

CEO: Cynthia Heberling
Contact: Cynthia Heberling
Phone No.: (608) 277-8000
Fax No.: (608) 276-6404
Web Site: http://www.iccnow.com

Designs and delivers IT solutions since 1984. Offers a variety of computer-based business services. Provides customers with the newest technologies in the workplace, creating a more efficient way to conduct business. New technology enhances productivity and creates new opportunities.

Year Established:  1984
Employees:  20

9.41  Custom Internetworking, Inc. (CiNet)
6406 Odana Road
Madison, Wisconsin  53719

CEO: C. L. Heberling
Contact: C. L. Heberling
Phone No.: (608) 663-8000
Fax No.: (608) 276-6406
E-mail: chheberling@iccnow.com
Web Site: http://www.cinet.net

Provides business-focused Internet services. Also provides Internetworking solutions including but not limited to dedicated lines, Web hosting, e-mail solutions, network design, implementation, and off-site e-mail filtering for spam, viruses, and malware.

Year Established:  1998
Employees:  6

9.42  CustomCall Data Systems
1009 South Whitney Way
Madison, Wisconsin  53711

CEO: Frank Peregrine
Contact: Brian Hall, Marketing Manager
Phone No.: (608) 274-3009, Ext. 231
E-mail: mrkting@customcall.com
Web Site: http://www.customcall.com

Is a leading provider of billing, operational support, and business process management software and services for voice, data, Internet, video, and wireless service providers.

Year Established:  1993
Employees:  35

9.43  DANEnet
517 North Segoe Road, No. 210
Madison, Wisconsin  53705

Executive Director: Eric Howland
Contact: Eric Howland
Phone No.: (608) 274-3107
Web Site: http://www.danenet.org

Provides technical support and technology education to nonprofit organizations.

Year Established:  1995
Employees:  4
**9.44 DataBase Solutions Inc.**

6907 University Ave, Suite 262  
Middleton, Wisconsin 53562  

**CEO:** Walter Steger  
**Contact:** Walter Steger  
**Phone No.:** (608) 833-8515  
**Fax No.:** (608) 729-4248  
**E-mail:** wsteger@dbsweb.com  
**Web Site:** http://www.dbsweb.com  

Provides consulting, custom programming, systems analysis, and project management for relational database management systems (Oracle DB2 SQL Server Sybase). Other services include networking client/server and computer-aided software engineering.

*Year Established: 1986  
Employees: 3*

**9.45 Digicorp, Inc.**

Post Office Box 44843  
Madison, Wisconsin 53744  

**President:** George Fahr  
**Contact:** Lisa Book, Manager of Business Development  
**Phone No.:** (800) 253-3678  
**Fax No.:** (608) 838-0913  
**E-mail:** mdiemer@digicorp-inc.com  
**Web Site:** http://www.digicorp-inc.com  

Consults, designs, and builds network infrastructure for small to medium-sized businesses that communication applications run on. Technicians and engineers average 10+ years of experience in installation and trouble-solving technical solutions.

*Parent Company: Digicorp, Inc.  
Parent Location: Milwaukee, WI  
Branch Location: Verona, WI  
Year Established: 1976  
Employees: 1  
Annual Sales: $4,500,000*

**9.46 DirectNetworks, Inc.**

1070 Applegate Road, Suite 100  
Madison, Wisconsin 53713  

**Contact:** Colin Mehlum  
**Phone No.:** (608) 270-9980  
**Fax No.:** (608) 298-9980  
**E-mail:** cmehlum@directnetworksinc.com  
**Web Site:** http://www.directnetworksinc.com  

Is a local provider of Cloud-based managed services such as IT support, off-site data backup, hosted exchange, hosted VOIP and hosted AV/security. IT project implementations include servers, virtualization, SAN, and Cisco VOIP.

*Branch Location: Milwaukee, WI  
Year Established: 1999*

**9.47 DNASTAR, Inc.**

3801 Regent Street  
Madison, Wisconsin 53705  

**CEO:** Frederick Blattner  
**Contact:** Tom Schwei, Vice President, CFO, & General Manager  
**Phone No.:** (608) 258-7420  
**Fax No.:** (608) 258-7439  
**E-mail:** support@dnastar.com  
**Web Site:** http://www.dnastar.com  

Is a software company located near UW serving life scientists for more than 25 years. Develops software for DNA, RNA, and protein sequence assembly, analysis, and visualization and microarray gene expression. Provides tools on standard desktop computers to help scientists advance their research including assembling whole human genomes in less than a day.

*Parent Location: Madison, WI  
Year Established: 1984  
Employees: 35  
Attorney: Lathrop & Clark  
Accounting: RSM McGladrey  
Banking/Other Financial: M&I Bank*
9.48  DocuSafe of Madison, Inc.
3700 Commerce Drive
Madison, Wisconsin  53719

CEO: Richard E. Dohm
Contact: Richard E. Dohm
Phone No.: (608) 829-3888
Fax No.: (608) 833-8798
E-mail: rdohm@docusafe.net
Web Site: http://www.docusafe.net

Provides information security and regulatory compliance solutions involving off-site storage and management services for hard copy and computer media, secure document shredding and recycling, imaging, workflow and business process solutions, e-mail archiving, and e-vaulting.

Year Established:  1990
Employees:  15

9.49  Dragon Technology Solutions, LLC
4226 Savannah Court
Middleton, Wisconsin  53562

President & CEO: Jane Huang
Contact: Jane Huang
Phone No.: (608) 213-6773
Fax No.: (608) 836-8860
E-mail: janehuang@dragontechsolu.com
Web Site: http://www.dragontechsolu.com

Provides information technology consulting especially in software architect/design/development and project management to the State of Wisconsin and private companies.

Year Established:  2003
Attorney: Hurley, Burish & Stanton, S.C.
Accounting: Comprehensive SUNTAX & Associates, Inc.
Banking/Other Financial: M&I Bank

9.50  DTSTEK, LLC*
2364 Jackson Street, No. 302
Stoughton, Wisconsin  53589

President & Owner: Dallas Widing
Contact: Dallas Widing
Phone No.: (608) 712-1680
E-mail: www.dtstek.com
Web Site: http://www.dtstek.com

Provides Microsoft/Novell directory services, CiviCRM database design, implementation, and hosting as well as network, service, and desktop managed services.

Year Established:  2001
Employees:  1
Annual Sales:  $100,000

9.51  e.serv Technical Solutions, Inc.
201 West Water Street
Cambridge, Wisconsin  53523

CEO: Robert Warren
Contact: Robert Warren
Phone No.: (608) 423-4770
Fax No.: (608) 423-4772
E-mail: r-warren@eservtech.net
Web Site: http://www.eservtech.net

Is a national IT professional services organization specializing in full life-cycle application development, system conversions, legacy management, and project management for mainframe and client/server platforms.

Year Established:  1999
Attorney: Schuyler, Roche & Zwirner, Rumpf Law Offices
Accounting: Petkovsek & Moran
Banking/Other Financial: Cambridge State Bank
9.52 **Earth Information Technologies**  
634 West Main Street, Suite 100  
Madison, Wisconsin  53703  

**President:** Adam Simcock  
**Contact:** John Samuelson, Vice President  
**Phone No.:** (608) 294-5460, Ext. 6051  
**E-mail:** contact@earthit.com  
**Web Site:** http://www.earthit.com

Offers Web site development providing businesses with creative, interactive Internet applications and Web sites. Over eleven years in business. We use a partner approach with our clients, working closely to understand business and technical requirements. Contact us today for a free consultation to learn how we can help with your Web development needs.

**Year Established:**  1999  
**Employees:**  12  
**Attorney:** Reinhart  
**Accounting:** RSM McGladrey, Inc.  
**Banking/Other Financial:** Summit Credit Union

9.53 **eCycle Partnership Inc.**  
617 South Main Street  
Deerfield, Wisconsin  53531  

**CEO:** Dennis Sheets  
**Contact:** Dennis Sheets  
**Phone No.:** (608) 655-1711  
**E-mail:** info@ecyclepartnership.com  
**Web Site:** http://www.ecyclepartnership.com

Provides IT asset management and recycling.

**Year Established:**  2008  
**Employees:**  1  
**Annual Sales:** <$1,000,000  
**Percentage of International Sales:** 10%  
**Attorney:** Michael Kepler  
**Accounting:** Sorge CPA  
**Management Consultant:** Sorge CPA  
**Banking/Other Financial:** Summit Credit Union

9.54 **Edge One**  
161 Business Park Circle  
Stoughton, Wisconsin  53589  

**Presidents:** Michael and Joan Sasse  
**Contacts:** Michael and Joan Sasse  
**Phone No.:** (608) 873-3311  
**Fax No.:** (608) 873-3506

Provides image processing, ATM transaction processing, document imaging, remote deposit or merchant capture, Canon scanner systems, etc., and currency/coin scales. Also provides armored car services.

**Parent Company:** Edge One Inc.  
**Year Established:**  1995  
**Employees:**  40  
**Annual Sales:** $10,000,000  
**Attorney:** Murphy Desmond  
**Accounting:** Smith & Gesteland LLP  
**Banking/Other Financial:** Associated Bank

9.55 **EMC Corporation**  
5133 West Terrace Drive, Suite 201  
Madison, Wisconsin  53704  

**CEO:** Joe Tucci  
**Contact:** Jerry O'Gara, Director of Sales Strategy  
**Phone No.:** (608) 240-1766  
**Fax No.:** (608) 240-1786  
**E-mail:** ogara_jerry@emc.com  
**Web Site:** http://www.emc.com

Provides the technologies and tools that can help release the power of your information. Designs, builds, and manages flexible, scalable, and secure information infrastructures. With these infrastructures, our clients are able to intelligently and efficiently store, protect, and manage your information so that it can be made accessible, searchable, shareable, and ultimately, actionable. Can also use EMC information infrastructure as the foundation for implementing your information life cycle management strategies, securing your critical information assets, leveraging your content for competitive advantage, automating your data center operations, reducing power and cooling costs, and more.

**Parent Company:** EMC Corporation  
**Parent Location:** Hopkington, MA  
**Year Established:**  1979  
**Employees:**  40  
**Annual Sales:** $15,000,000,000  
**Percentage of International Sales:** 45%
9.56 enetrix
8476 Greenway Boulevard, Suite 100
Middleton, Wisconsin 53562

President & CEO: Charles E. Carlson
Contact: Charles E. Carlson
Phone No.: (608) 662-8183
Fax No.: (608) 664-3878
E-mail: info@enetrix.com
Web Site: http://www.enetrix.com

Provides enterprise feedback management software solutions including the Enetrix Flexible Survey System and Enetrix Sight Content Management Solution. Is an Oracle-based developer of online database solutions including custom applications for survey research and e-commerce.

Year Established: 1997
Employees: 22
Attorney: DeWitt Ross & Stevens
Accounting: Smith & Gesteland LLP
Management Consultant: William Hogoboom CPA
Banking/Other Financial: Associated Bank

9.57 Enterprise Solutions Technology Group Inc.
403 West Washington Avenue
Madison, Wisconsin 53703

CEO & President: B. J. Pfeiffer
Contact: B. J. Pfeiffer
Phone No.: (608) 287-0222
Fax No.: (608) 287-0232
E-mail: bj.pfeiffer@estgi.com
Web Site: http://www.estgi.com

Provides information systems consulting for individual or entire project team solutions. Has diverse staff expertise and specialization in client/server and Web-based application development and infrastructure.

Year Established: 1996
Attorney: Godfrey & Kahn
Management Consultant: Michael Moskoff
Banking/Other Financial: U.S. Bank

9.58 Envision Information Technologies, LLC
700 Rayovac Drive, Suite 006
Madison, Wisconsin 53711

President & CEO: Sarah F. Branflick
Phone No.: (608) 256-5680
E-mail: info@envisionitllc.com
Web Site: http://www.envisionitllc.com

Develops business-driven technology solutions based on Microsoft C# and other leading-edge technologies. Provides marketing consulting and graphic design services. Offers professional IT support services for businesses working with Windows or Linux.

Year Established: 2001

9.59 Epikos Media Productions
8484 Ellington Way
Middleton, Wisconsin 53562

President: Don Wigington
Contact: Don Wigington
Phone No.: (877) 260-7072
Fax No.: (877) 260-7072
E-mail: don@epikos.net
Web Site: http://www.epikos.net

Offers a complete line of video production, post-production, and multimedia services to meet the needs of even the most demanding projects. Creates high-quality productions at the lowest possible prices. Specializes in high-quality video productions for online marketing, company profiles, or Internet advertising. Creates cutting-edge videos with maximum impact. Produces corporate training videos and records seminars for DVD playback or intranet distribution. Helps create company blogs or podcasts as well as provides assistance with creating social networks or video videography. Only uses high-definition cameras for recording sporting events, performing arts, or community events that can be produced on DVDs or transcoded to digital form for TV media centers or Internet distribution such as Web sites or video-sharing sites.

Year Established: 2007
9.60 Esker, Inc.
1212 Deming Way, Suite 350
Madison, Wisconsin 53717

COO & Managing Director: Steve Smith
Contact: Steve Smith
Phone No.: (608) 828-6000, Ext. 6110
Fax No.: (608) 828-0110
E-mail: steve.smith@esker.com
Web Site: http://www.esker.com

Automates the exchange of critical business documents between customers, business partners, and suppliers regardless of source, format, or destination.

Parent Company: Esker S.A.
Parent Location: Lyon, France
Year Established: 1982
Employees: 75
Annual Sales: $45,000,000
Percentage of International Sales: 50%
Banking/Other Financial: U.S. Bank

9.62 Farin & Associates Inc.
2924 Marketplace Drive, Suite 200
Fitchburg, Wisconsin 53719

President: Thomas Farin
Contact: S. Kim Rickard, Vice President & CFO
Phone No.: (608) 661-4205
Fax No.: (608) 273-2374
Web Site: http://www.farin.com

Is a financial services consulting firm that provides asset/liability management solutions, product pricing solutions, Web products, and other services to banks and credit unions nationwide.

Year Established: 1985
Employees: 23
Annual Sales: $3,600,000
Attorney: Murphy Desmond
Accounting: Suby Von Haden & Associates S.C.
Banking/Other Financial: M&I Bank

9.63 FINTEL, LLC*
510 Charmany Drive, Suite 175H
Madison, Wisconsin 53719

Partner: Boris Nenide
Contact: Mark Anthony Staniszewski
Phone No.: (800) 506-9845
Fax No.: (608) 229-1320
E-mail: info@fintel.us
Web Site: http://www.fintel.us

Provides Web-based business analysis and financial benchmarking tools to professional service firms, financial institutions, and individual businesses based on the largest and most reliable financial benchmarking database of privately held companies in the U.S.

Year Established: 2000

111
9.64 Foresite Software LLC
133 Third Avenue
Baraboo, Wisconsin 53913

President: Clifford Nieuwenhuis
Contact: Clifford Nieuwenhuis
Phone No.: (608) 356-0286
E-mail: sales@foresitesoftware.com
Web Site: http://www.foresitesoftware.com

Is a computer consulting firm that offers essential computer services. Includes developing custom software, supporting computer and network hardware, and designing Web and Internet applications.

Year Established: 2002

9.65 Full Canvas Media
5710 Taychopera Road
Madison, Wisconsin 53705

Founder: Mark McCormick
Contact: Mark McCormick
Phone No.: (608) 628-1255
E-mail: mark@fullcanvasmedia.com
Web Site: http://www.fullcanvasmedia.com

Provides eMarketing for biotechnology including Web design; e-mail marketing; SEO; online advertising; webinar live and post-production; event podcasting; Web distribution; video production; flash animation, elements, ad, and widgets; technical writing and editing; and grant consulting, writing, and editing.

Year Established: 2008
Accounting: CK Accounting

9.66 Insperity, Inc. (formerly Galaxy Technologies)
2990 Triverton Pike Drive
Madison, Wisconsin 53711

President: James D. Wacek
Contact: Nick Venturella, Sales & Marketing Coordinator
Phone No.: (608) 836-9096
Fax No.: (608) 836-9097
E-mail: information@galaxytechnologies.com
Web Site: http://www.galaxytechnologies.com

Delivers integrated real-time, Web-based time and attendance, human resources, and payroll solutions. Is scalable to meet the demands of organizations from small business to Fortune 500. Offers both licensed and software-as-a-service solutions.

Branch Location: Madison, Milwaukee, Green Bay, Chicago, Cleveland, Minneapolis, Kansas City, St. Louis, Denver, San Francisco, Los Angeles, San Diego, Phoenix, San Antonio, Austin, Ft. Worth, Houston, Dallas, Atlanta, Jacksonville, Orlando, Charlotte, Raleigh, Washington DC, Baltimore, New Jersey, New York, Boston, and Pittsburgh
Year Established: 1988
Employees: 39
Annual Sales: $1,700,000

9.67 Gallup Technology
8476 Greenway Boulevard
Middleton, Wisconsin 53562

Enterprise Architect: Jody McDonough
Contact: Jody McDonough
Phone No.: (608) 664-3868

Provides technology development for online data collection for research and development for government, corporate, and international organizations.

Parent Company: Gallup, Inc.
Parent Location: Omaha, NE
Year Established: 2001
Employees: 30
9.68 Genome International Corporation
8000 Excelsior Drive, Suite 202
Madison, Wisconsin 53717

CEO: Roopa Senapathy
Contact: Roopa Senapathy
Phone No.: (608) 833-5855
Fax No.: (608) 833-5856
E-mail: roopa2@genome.com
Web Site: http://www.giconline.com

Is a leading provider of biological content databases and service provider for the NGS industry. Provides databases of unique content developed with data mining algorithms along with their interactive and dynamic Web interfaces. Offers a wide array of bioinformatics and information technology products and services to its customers that include application implementation, application development, PMO consulting, strategy consulting and analysis, project management, solution development, and implementation support.

Year Established: 1992
Employees: 100
Annual Sales: $9,000,000
Attorney: Murthy Law Firm
Accounting: Rick Vanden Heuvel CPA
Banking/Other Financial: U.S. Bank, Chase Bank, and M&I Bank

9.69 GeoDecisions*
8025 Excelsior Drive
Madison, Wisconsin 53717

President: Anthony Pietropola
Contact: Brian Jensen, Manager
Phone No.: (608) 836-1500
E-mail: info@geodecisions.com
Web Site: http://www.geodecisions.com

Provides geographic information systems strategic planning, certified training, needs analysis and requirements, database design and development, data conversion, design and integration, and application design and development; wireless technology integration; transportation logistics; intelligent transportation systems; linear referencing system (LRS) design and implementation; image processing/remote sensing; and Web design and hosting.

Parent Company: Gannett Fleming, Inc.
Parent Location: Camp Hill, PA
Year Established: 1915
Employees: 19
Percentage of International Sales: 10%
Attorney: Gannett Fleming, Inc.
Accounting: Gannett Fleming, Inc.
Management Consultant: Gannett Fleming, Inc.
Banking/Other Financial: Gannett Fleming, Inc.

9.70 Gillware Data Services*
10 Terrace Court
Madison, Wisconsin 53718

President: Wesley Gill
Contact: Scott Eganhouse
Phone No.: (877) 624-7206
E-mail: info@gillwaredataservices.com
Web Site: http://www.gillwaredataservices.com

Provides online backups.

Parent Company: Gillware, Inc.
Year Established: 2005
9.71 **Glyph Language Services**

104 King Street, Suite 301
Madison, Wisconsin 53703

**CEO:** Aaron Schliem  
**Contact:** Aaron Schliem  
**Phone No.:** (608) 260-8651  
**Fax No.:** (480) 393-4382  
**E-mail:** aaron@glyphservices.com  
**Web Site:** http://www.glyphservices.com

Provides expert quality language services including technical translation, Web site localization, software localization (mobile, desktop), and multimedia (voiceover, Flash, full-service production).

*Branch Location: Seattle, Los Angeles, Salt Lake City, and Spokane*
*Year Established: 2001*
*Employees: 1*

9.72 **GoBuzz***

1245 East Washington Avenue, Suite 213
Madison, Wisconsin 53703

**Co-Founder:** Dan Voell  
**Contact:** Dan Voell  
**Phone No.:** (414) 218-6342  
**Web Site:** http://www.gobuzz.com

Provides cutting-edge media monitoring tools, GoBuzz finds targeted information which allows business professionals to build relationships.

*Year Established: 2008*

9.73 **Google***

301 South Blount Street, Suite 301
Madison, Wisconsin 53703

**Contact:** James Laudon, Madison Site Manager  
**Web Site:** http://www.google.com

Provides information technology that enables users to search the Web, Usenet, and images. Features include PageRank, caching and translation of results, and an option to find similar pages.

*Parent Location: Mountain View, CA*
*Branch Location: Madison, WI*
*Year Established: 1998*

9.74 **goVirtualOffice.com**

2601 Crossroads Drive, Suite 150
Madison, Wisconsin 53718

**Managing Partner:** Dirk Shimpach, CPA  
**Contact:** Dirk Shimpach, Business Software Specialist  
**Phone No.:** (888) 773-2123  
**Fax No.:** (888) 773-2123  
**E-mail:** info@goVirtualOffice.com  
**Web Site:** http://www.goVirtualOffice.com

Are CRM, ERP, and accounting software experts. We take a product-neutral, consultative approach in helping companies select, implement, and successfully extend CRM, ERP, and accounting solutions. Has over ten years of experience in business software consulting. Our staff is made up of CPAs, business process engineers, implementers, integrators, developers, and Web designers. We have helped hundreds of companies in a wide variety of industries successfully implement and extend their CRM, ERP, and accounting solutions.

*Parent Company: Software Solutions for Business, LLC*
*Year Established: 2005*
*Employees: 5*
*Accounting: Moy, Borchert, Erbs, and Associates, LLC*
*Banking/Other Financial: Associated Bank*

9.75 **Health Innovation Technologies, Inc.*

6 Boulder Creek Circle
Madison, Wisconsin 53717

**CEO:** Scott Jens  
**Contact:** Scott Jens  
**Phone No.:** (608) 237-6906  
**E-mail:** sjens@revolutionehr.com  
**Web Site:** http://www.revolutionehr.com

Provides health information technology, delivering an SaaS platform electronic health record to optometrists and ophthalmologists across the United States.

*Year Established: 2006*
*Employees: 4*
*Annual Sales: $950,000*
*Attorney: Blaine Renfert, Foley*
*Accounting: Brian Felland, Felland Tiribasi & Clark*
*Banking/Other Financial: M&I Bank*
9.76 Herkimer Media
6400 Gisholt Drive, Suite 101
Madison, Wisconsin 53716

Owner: Nathan Marks
Contact: Nathan Marks
Phone No.: (608) 663-9000
E-mail: info@herkimermedia.com
Web Site: http://www.herkimermedia.com

Provides Web design, hosting, advertising, photography, software development, print advertisement design, business cards, video advertising, graphic work, and logo design.

Year Established: 2004
Employees: 5

9.77 IBM Corporation
3001 West Beltline Highway
Madison, Wisconsin 53713

CEO: Samuel J. Palmisano
Contact: Mindi Whiteis, Madison Location Manager
Phone No.: (608) 245-8883
Fax No.: (608) 273-5222
Web Site: http://www.ibm.com

Develops, manufactures, and sells advanced information-processing products including computers and microelectronic technology software, networking systems, and solutions encompassing electronic commerce and information technology-related services.

Parent Company: IBM Corporation
Parent Location: Armonk, NY
Year Established: 1914
Employees: 95
Annual Sales: $89,131,000,000 (worldwide)
Percentage of International Sales: 54%

9.78 Icon Interactive
DeForest, Wisconsin 53532

President: Troy Janisch
Contact: Troy Janisch
Phone No.: (608) 576-7533
Fax No.: (608) 237-6961
E-mail: info@iconinteractive.com
Web Site: http://www.iconinteractive.com

Is an industry leader helping companies imagine, implement, and reinvent their online strategy. Having worked with clients of all sizes from San Francisco, CA; to New York, NY; we have the expertise to bring the precise blend of strategy, marketing, and technology to every project.

Year Established: 2004

9.79 ICv2*
448 West Washington Avenue
Madison, Wisconsin 53703

President: Milton Griepp
Contact: Milton Griepp
Phone No.: (608) 284-9400, Ext. 1
E-mail: mgriepp@icv2.com
Web Site: http://www.icv2.com

Is a Web publisher providing digital services for geek culture retailers.

Year Established: 2000
Employees: 3
9.80 **Identit-E, LLC**  
2402 Advance Road  
Madison, Wisconsin 53718  

**Managing Member & CEO:** Cheryl Weston  
**Contact:** Jyll Rademacher, Product Manager  
**Phone No.:** (608) 223-2201, Ext. 201  
**E-mail:** info@myidentit-e.com  
**Web Site:** http://www.myidentit-e.com  

Provides a Web application that provides eligibility verification to retailers and software publishers, ensuring compliance to defined requirements. Eligibility verification is primarily used for the sale of discounted products to targeted customer groups and guards against loss of revenue from ineligible purchases. Works as a third-party provider and provides additional reporting for marketing and sales tracking. Is woman-owned and TRUSTe certified for EU Safe Harbor, Web Privacy, and Childrens Privacy.

**Parent Company:** The Douglas Stewart Company  
**Parent Location:** Madison, WI  
**Year Established:** 2007  
**Employees:** 3  
**Percentage of International Sales:** 5%

9.81 **Image Processing Software Inc.**  
6409 Appalachian Way  
Post Office Box 5016  
Madison, Wisconsin 53705  

**President:** Frank L. Scarpace  
**Contact:** Peggy Bostwick, Vice President  
**Phone No.:** (608) 233-5033  
**Fax No.:** (608) 238-7086  
**E-mail:** fscarpace@surfacemapper.com  
**Web Site:** http://www.surfacemapper.com or http://www.orthomapper.com  

Manufactures computer software to create photomaps with coordinates from aerial images. These orthophotos are used in geographical information systems. The image processing software's product is appropriately named Orthomapper.

**Year Established:** 1981  
**Employees:** 2  
**Banking/Other Financial:** M&I Bank

9.82 **imc DataWorks, LLC**  
931 East Main Street, Suite 7  
Madison, Wisconsin 53703  

**General Manager:** Paul Nylander  
**Contact:** Paul Nylander  
**Phone No.:** (608) 231-6123  
**Fax No.:** (608) 268-8660  
**E-mail:** info@imcDataWorks.com  
**Web Site:** http://www.imcDataWorks.com  

Is a manufacturer/importer and full-service provider for high-end electromechanical testing instrumentation. Industries served center on transportation and manufacturing, research and development testing, and data acquisition.

**Year Established:** 2002  
**Employees:** 6

9.83 **InfoStar.com**  
7637 Farmington Way  
Madison, Wisconsin 53717  

**President:** Peter H. Greene  
**Contact:** Peter H. Greene  
**Phone No.:** (608) 444-8061  
**Web Site:** http://www.infostar.com or http://www.webhitz.com  

Provides Internet marketing and consulting.

**Year Established:** 1985

9.84 **Innovative Business Systems Inc.**  
8517 Excelsior Drive, Suite 205  
Madison, Wisconsin 53717  

**Chief Executive Officer:** Jeffrey A. Koch  
**Contact:** Thomas Hinkel, Chief Operating Officer  
**Phone No.:** (608) 662-1122  
**Fax No.:** (608) 662-1121  
**E-mail:** thinkel@ibs-madison.com  
**Web Site:** http://www.ibs-madison.com  

Is an IBM-advanced business partner. Provides data processing consulting, design and programming, and sales/support of IBM iSeries and xSeries servers, IBM printers, and network and Web design services. Is an authorized symbol reseller.

**Year Established:** 1978  
**Employees:** 5
9.85 INOC
2810 Crossroads Drive, Suite 2600
Madison, Wisconsin 53718

CEO: Prasad Ravi
Contact: Hal Baylor or Kathy Menis
Phone No.: (608) 663-4555 or (847) 714-9909
Fax No.: (608) 663-4558
E-mail: sales@inoc.com
Web Site: http://www.inoc.com

Offers customized network, server, and application monitoring services including 24x7 NOC services, managed security, and SLA monitoring. Monitors and reports on national backbone networks, MAN, LAN, WAN, servers, and applications for carriers and enterprises.

Year Established: 2000
Employees: 25

5301 Namekagon Lane
Madison, Wisconsin 53704

President: Jerry K. Olson
Contact: Jerry Olson
Phone No.: (608) 244-4245 or (608) 244-1027 or (608) 770-1027
Web Site: http://www.IpsPlanningSolutions.com

Develops, markets, and sells business software. Provides management consulting services.

Year Established: 1982

9.87 Interactive Media Solutions (IMS)
133 South Butler Street, Suite 201
Madison, Wisconsin 53703

CEO: Mark Clear
Contact: Mark Clear
Phone No.: (608) 663-8920
E-mail: info@ims.net
Web Site: http://www.ims.net

Provides Web content management and e-mail marketing software products.

Year Established: 1995
Employees: 4
Annual Sales: $1,000,000
Percentage of International Sales: 1%
Attorney: Haley Palmersheim S.C.
Accounting: Bremser Group
Banking/Other Financial: Park Bank

9.88 Ipswitch, Inc.
1111 Deming Way, Suite 101
Madison, Wisconsin 53717

President: Roger Greene
Contact: Gary Shottes
Phone No.: (608) 824-3600
Fax No.: (608) 824-3620
Web Site: http://www.ipswitch.com

Provides software development. Creators of MOVEit, a line of security software products for the secure exchange of sensitive (financial, health, legal, etc.) information across untrusted networks.

Parent Company: Ipswitch, Inc.
Parent Location: Lexington, MA
Year Established: 1989
Employees: 20
Annual Sales: $40,000,000
Percentage of International Sales: 18%
Attorney: DeWitt Ross & Stevens

9.89 IQ Foundry
4617 Dovetail Drive, Suite 11
Madison, Wisconsin 53704

Founder & Interactive Director: Scott Ruttencutter
Contact: Scott Ruttencutter
Phone No.: (608) 237-1541
Fax No.: (608) 237-1542
E-mail: info@iqfoundry.com
Web Site: http://www.iqfoundry.com

Provides Web site design and development specializing in custom programming, multimedia, e-commerce, and content management solutions.

Year Established: 2005
Employees: 5
Banking/Other Financial: U.S. Bank
9.90  **ISR Info Way, Inc.**  
559 D’Onofrio Drive, Suites 101 & 102  
Madison, Wisconsin  53719  

**President:** Somaraju Indukuri  
**Contact:** Gayathri Dinakaran, Chief Operations Officer  
**Phone No.:** (608) 827-7884, Ext. 202  
**Fax No.:** (608) 833-0527  
**E-mail:** info@isrinfo.com  
**Web Site:** http://www.isrinfo.com  

Provides IT services and software development.  

*Branch Location: Dallas, TX*  
*Year Established: 2000*  
*Employees: 20*  
*Annual Sales: $16,000,000*

9.91  **Lakeside Software**  
1515 Morrison Street  
Madison, Wisconsin  53703  

**Owner:** Linda Leighton  
**Contact:** Linda Leighton  
**Phone No.:** (608) 575-0277  
**Fax No.:** (608) 255-6549  
**E-mail:** L2Leighton@charter.net  

Designs, develops, and maintains custom microcomputer database software systems to streamline the client's business operations. Specializes in maintenance and enhancements to older Clipper-language systems.  

*Year Established: 1986*  
*Employees: 1*

9.92  **LANA Computers**  
6630 Clovernook Road  
Middleton, Wisconsin  53562  

**CEO & President:** Norman Arendt  
**Contact:** Norman Arendt  
**Phone No.:** (608) 831-5899  
**E-mail:** njarendt@tds.net  

Consults on IT issues with trade associations. Assists with specifications, installations, and training.  

*Year Established: 1990*  
*Employees: 2*  
*Attorney: Peter Hans*  
*Accounting: Tom Adler*  
*Banking/Other Financial: AnchorBank*

9.93  **Landmann InterActive**  
6000 Gisholt Drive, No. 204  
Madison, Wisconsin  53713  

**President:** Eric Landmann  
**Contact:** Eric Landmann  
**Phone No.:** (608) 257-1558  

Provides Web design, Web development, content management systems, and e-commerce sites.  

*Year Established: 1978*  
*Attorney: Luttig Law*  
*Accounting: Wegner CPAs*

9.94  **MacWorks, LLC**  
931 East Main Street, Suite 21  
Madison, Wisconsin  53703  

**President:** Dennis Nolan  
**Contact:** Dennis Nolan  
**Phone No.:** (608) 242-9891  
**E-mail:** info@macworks.us  
**Web Site:** http://www.macworks.us  

Provides Apple IT support.  

*Year Established: 2005*  
*Employees: 3*

9.95  **MadCityAds LLC**  
889 Laura Street  
Sun Prairie, Wisconsin  53590  

**Owner:** Tony Rodriguez  
**Contact:** Tony Rodriguez  
**Phone No.:** (608) 561-1690  
**E-mail:** info@madcityads.com  
**Web Site:** http://www.madcityads.com  

Provides Web design, Web development, social media consulting, technical support, and Internet consulting.  

*Year Established: 1997*
9.96 Madison Computer Works, Inc.
353 Island Drive
Madison, Wisconsin 53705

President: Brian Lisse
Contact: Brian Lisse
Phone No.: (608) 231-8000
Fax No.: (608) 231-8019
E-mail: mcw@madtown.net
Web Site: http://www.madisoncomputerworks.com

Sells, services, upgrades, and supports computers, networks, printers, peripherals, Apple and Windows computers, notebooks, and servers. Provides setup and installation of Microsoft and Novell networks, DSL/cable modems, virus/spyware protection/removal, firewalls, and voice/data/wireless products. Our specialty is troubleshooting hardware, software, operating system, and network conflicts. Provides Web site and database design and consulting.

Year Established: 1982
Employees: 17
Attorney: DeWitt Ross & Stevens
Accounting: Clifton Gunderson LLC
Banking/Other Financial: First Business Bank

9.97 Madison Web Host
107 North Thompson Drive
Madison, Wisconsin 53714

Owner & Partner: James V. Schultz, Ph.D.
Contact: David Johnson, Owner & Partner
Phone No.: (608) 244-5550
E-mail: admin@madisonwebhost.com
Web Site: http://www.madisonwebhost.com

Is a full-service virtual and dedicated server Web-hosting and Internet design firm including e-commerce, database-driven site design, and search engine optimization expertise.

Year Established: 1996
Employees: 2

9.98 Makin' Hey! Communications, Inc.
595 Science Drive, Suite D
Madison, Wisconsin 53711

President: Allen D. Veak
Contact: Allen D. Veak
Phone No.: (608) 729-5119
Fax No.: (608) 848-1231
E-mail: information@makin-hey.com
Web Site: http://www.makin-hey.com

Provides branding, graphic design, multimedia, public relations, event coordination, and Web design.

Year Established: 2000
Employees: 4
Attorney: Quarles & Brady
Accounting: Porter & Sack
Banking/Other Financial: M&I Bank

9.99 Marcia Brenner Associates
8017 Excelsior Drive, Suite 120
Madison, Wisconsin 53717

President: Marcia Brenner
Contact: Peter Brenner
Phone No.: (608) 836-4000
Fax No.: (608) 836-3893

Provides information consulting services for schools in Wisconsin, Iowa, and Nebraska. Markets high-definition video-conferencing systems in partnership with Extreme Video Systems.

Year Established: 1984
Employees: 10
Annual Sales: $1,100,000
Attorney: Bob Pasch
Accounting: Suby Von Haden
Banking/Other Financial: First Business Bank
9.100  **Maron Structure Technologies**  
2935 South Fish Hatchery Road, No. 406  
Madison, Wisconsin  53711  

**CEO:** Rob Dang  
**Contact:** Ron Golsh, Regional Manager  
**Phone No.:** (608) 327-5003  
**Fax No.:** (847) 626-6829  
**E-mail:** rgolsh@structure-tech.com  
**Web Site:** http://www.structure-tech.com  

Is a Cisco Gold and Avaya Platinum partner with about 40% of our revenue from Telephony. Has a 24x7 NOC that supplies extensive managed services and a security portfolio that includes video, access control, and network security.  

**Parent Company:** Maron Electric, GET Inc., Maron ESS  
**Parent Location:** Niles, IL  
**Branch Location:** Rockford, Niles, Chicago, and Brookfield  
**Year Established:** 1927  
**Employees:** 11  
**Annual Sales:** $1,200,000,000  
**Percentage of International Sales:** 15%  
**Attorney:** Boyle Fredrickson  
**Banking/Other Financial:** Fifth Third Bank

9.101  **Matador Consulting, LLC**  
222 West Washington Avenue, Suite 360  
Madison, Wisconsin  53703  

**President:** Eric Mansfield  
**Contact:** Rylee Wedekind, Member Owner  
**Phone No.:** (608) 512-1001  
**Fax No.:** (608) 512-1025  
**E-mail:** info@matadorconsulting.com  
**Web Site:** http://www.matadorconsulting.com  

Provides Web development, Oracle database design, and business consulting.  

**Year Established:** 2001  
**Employees:** 19  
**Attorney:** Stroud, Willink & Howard  
**Accounting:** The Bremser Group  
**Banking/Other Financial:** Associated Banking

9.102  **Microblade, LLC**  
567 D’Onofrio Drive  
Madison, Wisconsin  53719  

**Contact:** Julia Franco, Assistant to the President  
**Phone No.:** (608) 729-5373  
**Fax No.:** (608) 310-8086  
**Web Site:** http://www.microblade.us  

Develops computer platforms based on MicroTCA standards.  

**Year Established:** 2006  
**Employees:** 7  
**Annual Sales:** $4,000,000  
**Percentage of International Sales:** 85%

9.103  **Microsys**  
421 Wynnwood Way  
Madison, Wisconsin  53705  

**Owner:** Theresa Zenchenko  
**Contact:** Theresa Zenchenko  
**Phone No.:** (608) 233-7381  
**E-mail:** msys@sbcglobal.net  

Provides IT sales, service, and consulting specializing in technology access for the disabled.  

**Year Established:** 1987  
**Annual Sales:** $30,000

9.104  **Naviant Group**  
201 Prairie Heights Drive  
Verona, Wisconsin  53593  

**Managing Director:** Tom Suter  
**Contact:** Jen Barnum, Marketing Manager  
**Phone No.:** (608) 848-0905  
**Fax No.:** (608) 848-0901  
**E-mail:** tsuter@naviantgroup.com  
**Web Site:** http://www.naviantgroup.com  

Is a business process management consulting group for executives requiring innovative and complete solutions to critical process and document flow challenges.  

**Parent Company:** Naviant, Inc (formerly MTM International)  
**Parent Location:** Verona, WI  
**Branch Location:** Hopkins, MN  
**Year Established:** 2006  
**Employees:** 10  
**Annual Sales:** $5,000,000
9.105 Naviant, Inc. (formerly MTM International, Inc.)
201 Prairie Heights Drive
Verona, Wisconsin  53593

President & CEO:  Mike Suter
Contact:  Tom Suter, Vice President - Sales
Phone No.: (608) 848-0900
Fax No.: (608) 848-0901
E-mail: solutions@naviant-inc.com
Web Site: http://www.naviant-inc.com

Is a business process management provider to executives requiring innovative and complete solutions to critical process and document flow challenges.

Year Established:  1986
Employees:  72

9.106 Netphoria Internet Solutions
2820 Walton Commons W, Suite 125
Madison, Wisconsin  53718

President:  Brian Thorson
Contact:  Brian Thorson
Phone No.: (608) 278-0443
Web Site: http://www.netphoria.com

Provides Web site/extranet/intranet development, search engine optimization, database programming, consulting, and hosting.

Year Established:  1994
Employees:  5

9.107 Network Engineering Technologies
3140 Deming Way
Middleton, Wisconsin  53562

CEO: Greg Williams
Contact:  Bruce J. Crass, Jr., President
Phone No.: (608) 827-6700
Fax No.: (608) 827-8677
E-mail: crass@nettechnology.com
Web Site: http://www.nettechnology.com

Provide low-voltage structured cabling installation and support services (voice, video, data, loss prevention, POS, and satellite) to large retail companies throughout the entire United States.

Year Established:  1993
Employees:  72
Annual Sales:  $30,000,000
Attorney:  Haley - Palmersheim
Accounting:  Meicher & Associates
Banking/Other Financial: State Bank of Cross Plains

9.108 Networked Insights
33 East Main Street, Suite 251
Madison, Wisconsin  53703

CEO & Founder:  Daniel Neely
Contact:  Brian Johnson, Vice President - Operations
Phone No.: (608) 237-1867
Fax No.: (608) 216-9848
E-mail: brian.johnson@networkedinsights.com
Web Site: http://www.networkedinsights.com

Builds software tools that analyze the social web to help advertisers and marketers make better strategic and tactical decisions.

Branch Location:  Chicago, New York, and San Francisco
Year Established:  2006
Employees:  22
Attorney:  Foley & Lardner
Banking/Other Financial: Johnson Bank
9.109 Omni Resources, Inc.
131 West Wilson Street, Suite 505
Madison, Wisconsin 53703

President/CEO: Gail Ondresky
Contact: Tom Heyroth, Branch Manager
Phone No.: (608) 284-2040
Fax No.: (608) 284-2050
E-mail: Tom.Heyroth@omniresources.com
Web Site: http://www.omniresources.com

Provides professional IT services in south-central Wisconsin since 1984 including database analysts/administrators/architects, data modeling/warehousing, business intelligence, business analysts, project management, applications/systems development, Web solutions/infrastructure, networking, internetworking, and infrastructure. Also is a resource for contract-to-hire and direct-hire placements in the IT industry.

Parent Company: Omni Resources, Inc.
Parent Location: Brookfield, WI
Year Established: 1984
Employees: 325

9.110 PAETEC
1858 Wright Street
Madison, Wisconsin 53704

CEO: Arunas Chesonis
Contact: Forrest Knueppel, Regional Director
Phone No.: (414) 831-5060
E-mail: Forrest.Knueppel@paetec.com
Web Site: http://www.paetec.com

Provides voice and data IP converged networking solutions such as SIP, MPLS, Fixed Wireless, Security, and Business Continuity Solutions.

Parent Company: PAETEC
Parent Location: Rochester, NY
Branch Location: Milwaukee, Madison, and Green Bay, WI
Year Established: 1998
Employees: 12
Annual Sales: $1,700,000,000

9.111 Paragon Development Systems, Inc. (PDS)
361 Blettner Boulevard
Madison, Wisconsin 53714

CEO: Craig Schiefelbein
Contact: Carrie Rhoads, Director - Marketing
Phone No.: (262) 569-5300, Ext. 5312 or (800) 966-6090
Fax No.: (608) 246-2830
E-mail: crhoads@pdspc.com
Web Site: http://www.pdspc.com

Provides high-value IT services and solutions to medium- and large-sized organizations for 19 years. As a technology services company, we architect, supply, implement, and manage clients' IT infrastructure.

Parent Location: Oconomowoc, WI
Year Established: 1986
Employees: 66

9.112 PARTS NOW!
3150 Pleasant View Road
Middleton, Wisconsin 53562

CEO: Bruce Hagan
Contact: Larry Nelson, Marketing Manager
Phone No.: (608) 203-1500, Ext. 1112
Fax No.: (608) 203-1482
E-mail: sales@partsnow.com
Web Site: http://www.partsnow.com

Is a distributor of laser printer parts. Is proud to be an authorized distributor for Hewlett-Packard, Lexmark, Toshiba, and Canon USA Inc.

Year Established: 1989
Employees: 300
Annual Sales: $197,000,000
9.113 **PC-COM**  
2310 Pennsylvania Avenue  
Madison, Wisconsin  53704  

**CEO:** Tina Vu  
**Contact:** Tina Vu  
**Phone No.:** (608) 222-9099  
**Fax No.:** (608) 242-9621  
**E-mail:** pccom@writeme.com  

Sells, leases, and services IBM-compatible computers and printers.  

*Year Established: 1988*  
*Employees: 2*  
*Annual Sales: $100,000*

9.114 **Phoenix Consulting Inc.**  
3769 East Washington Avenue  
Madison, Wisconsin  53704  

**CEO:** Herb Leiting  
**Contact:** John Petterle, Vice President/IT Consultant  
**Phone No.:** (608) 249-6200  
**Fax No.:** (608) 249-6205  
**E-mail:** john@pcons.com  
**Web Site:** http://www.pcons.com  

Provides IT consulting and planning services for physical and virtual networks. Installs and maintains hardware and software as well as designs and installs IT infrastructure and telephony solutions.  

*Year Established: 1982*  
*Employees: 5*

9.115 **Pinnacle Software**  
4634 Toepfer Road  
Middleton, Wisconsin  53562  

**President:** Roland G. Tschoeke  
**Contact:** Roland G. Tschoeke  
**Phone No.:** (608) 836-9400  
**Fax No.:** (608) 836-9060  

Provides application design and software development services for enterprise-wide applications specializing in Web technologies. Areas of expertise include service-oriented architecture and mobile application development for the iPhone and Blackberry devices.  

*Year Established: 1984*  
*Banking/Other Financial: Capitol Bank*

9.116 **ProactiCare, LLC**  
2945 Triverton Pike Drive, Suite 102  
Madison, Wisconsin  53711  

**CEO:** Philip Wade  
**Contact:** Tyler Leeper, COO  
**Phone No.:** (608) 695-8444  
**E-mail:** tyler.leeper@proacticare.com  
**Web Site:** http://www.proacticare.com  

Provides a patient-monitoring and electronic records system for long-term facilities to prevent negligent care.  

*Year Established: 2004*

9.117 **Qualys, Inc.*  
510 Charmany Drive, Suite 172  
Madison, Wisconsin  53719  

**Founder:** Paul Barford  
**Contact:** Mike Pomeranz, Director of Engineering  
**Phone No.:** (608) 441-8045  
**Fax No.:** (608) 441-8046  
**Web Site:** http://www.qualys.com  

Provides on-demand IT security risk and compliance management solutions.  

*Parent Company: Qualys*  
*Parent Location: Redwood Shores, CA*

9.118 **Radial Web Solutions LLC**  
Post Office Box 321  
Oregon, Wisconsin  53575  

**Owner & IT Consultant:** Kevin Swiggum  
**Contact:** Kevin Swiggum  
**Phone No.:** (608) 729-4102  
**E-mail:** info@radialweb.com  
**Web Site:** http://www.radialweb.com  

Provides salesforce.com implementation/custom development, business intelligence reporting solutions, and business analysis.  

*Year Established: 2007*
9.119 **Raptor Solutions**  
3145 Muir Field Road, Suite 25  
Madison, Wisconsin 53719  

**Owner/Engineer:** Jeff Matthias  
**Contact:** Jeff Matthias  
**Phone No.:** (608) 848-9649  
**E-mail:** info@networkraptor.com  
**Web Site:** http://www.networkraptor.com  

Provides computer network installation, network technical support, information systems integration, wide area networking, local area networking, thin client networking (Citrix Winframe, Citrix Metaframe, Citrix Presentation Server, and Windows Terminal Services), document content management, and imaging integration.

**Year Established:** 2008

9.120 **Raven Computers, Inc.**  
5956 Odana Road  
Madison, Wisconsin 53719  

**Owner:** Steve Raven  
**Contact:** Steve Raven  
**Phone No.:** (608) 661-1372  
**E-mail:** sales@ravencomputers.com  
**Web Site:** http://www.ravencomputers.com  

Provides custom-built computers, virus and spyware removal, system upgrades, and small business networks.

**Year Established:** 1999  
**Employees:** 3  
**Annual Sales:** $300,000  
**Banking/Other Financial:** Summit Credit Union

9.121 **Red Giant Analytics (formerly GeoAnalytics)**  
145 East Badger Road  
Madison, Wisconsin 53713  

**CEO:** William Holland  
**Phone No.:** (608) 271-6517  
**Fax No.:** (608) 241-7116  
**E-mail:** office@redgiantanalytics.com/  
**Web Site:** http://www.redgiantanalytics.com/  

Is an IT firm that specializes in the planning, design, and implementation of enterprise class, spatially enabled information systems and solutions that create true spatial intelligence. More than data and information, spatial intelligence combines system and data integration with business and predictive intelligence as well as spatial analytics to provide knowledge and understanding from all corners of the enterprise.

**Year Established:** 1996  
**Employees:** 18  
**Attorney:** Axley Brynelson, LLP  
**Accounting:** Smith & Gesteland, LLP  
**Banking/Other Financial:** M&I Bank

9.122 **ReQuest Ltd.**  
421 South Nine Mound Road  
Post Office Box 930398  
Verona, Wisconsin 53593  

**President:** Mary Mattison  
**Contact:** Jay Mattison, Executive Vice President  
**Phone No.:** (608) 848-6455  
**Fax No.:** (608) 848-7675  
**E-mail:** request@requestltd.com  
**Web Site:** http://www.requestltd.com  

Provides management information services, software applications, and animal health and regulatory affairs consulting for the agri-food industry.

**Year Established:** 1990  
**Employees:** 8  
**Percentage of International Sales:** 45%  
**Accounting:** Hometown Accounting  
**Banking/Other Financial:** State Bank of Cross Plains
9.123 RR Software Inc.
621 North Sherman Avenue, Suite B6
Madison, Wisconsin  53701

President:  Randall Brukardt
Contact:  Randall Brukardt
Phone No.:  (608) 245-0375
Fax No.:  (608) 245-0379
E-mail:  info@rrsoftware.com
Web Site:  http://www.rabbitsoftware.com

Develops and markets Ada programming language compilers and tools and custom Ada programming work in DOS, Windows (most versions), and UNIX. Was the first company to develop Ada for the PC.

Year Established:  1981
Employees:  3
Annual Sales:  $400,000
Percentage of International Sales:  40%
Banking/Other Financial:  Dane County Credit Union

9.124 Safe Bridge Solutions, Inc.
1717 West Beltline Highway, Suite 300
Madison, Wisconsin  53713

Managing Directors:  Dan Millin, Gary Reitz, and Colleen Bowar
Contact:  Dan Millin
Phone No.:  (608) 442-0012
Fax No.:  (608) 442-0013
E-mail:  sales@safebridgeinc.com
Web Site:  http://www.safebridgeinc.com

Supplies project managers, business analysts, technical architects, and development specialists to its clients on a staff supplementation basis. Our consultants help our clients bridge the business/technology gap.

Year Established:  2004
Employees:  102
Annual Sales:  $10,500,000
Attorney:  Murphy Desmond
Accounting:  Wipfli
Banking/Other Financial:  Monona State Bank

9.125 Saffran Technology LLC
501 Riverside Drive
Madison, Wisconsin  53704

President:  Art Saffran
Contact:  Art Saffran
Phone No.:  (608) 219-7059
E-mail:  art@saffrantechnology.com
Web Site:  http://www.saffrantechnology.com

Provides technology consulting for small businesses and organizations that don't have their own in-house IT staff. Provides networking and cost-effective solutions.

Year Established:  2005
Employees:  1
Annual Sales:  $120,000
Banking/Other Financial:  Town Bank

9.126 ScheduleSoft*
455 Science Drive, Suite 250
Madison, Wisconsin  53711

CEO:  Gregory Flessas
Contact:  Gregory Flessas
E-mail:  info@schedulesoft.com
Web Site:  http://www.schedulesoft.com

Provides labor management systems for manufacturing, government, energy, and health care globally.

Year Established:  1996
Employees:  40

9.127 Senscia, LLC
4933 Foxfire Trail
Middleton, Wisconsin  53562

Partner:  Phill Thill
Contact:  Phill Thill
Phone No.:  (608) 831-7447
E-mail:  phill@senscia.com
Web Site:  http://www.senscia.com

Develops Web sites and Web solutions.

Year Established:  2005
Employees:  4
Attorney:  Grobe & Associates LLP
Banking/Other Financial:  Middleton Community Bank
9.128 Sentinel Technologies
6441 Enterprise Lane, Suite 105
Madison, Wisconsin 53719

CEO & President: Dennis Hoelzer
Contact: John Berghs, Branch Manager
Phone No.: (608) 467-2005
Web Site: http://www.sentinel.com

Is an independent technology company that stands for
integrated, customized, IT solutions including telecom,
application development, network, satellite, and
support solutions. Provides hardware repairs on
computer equipment manufactured by but not limited
to IBM, HP/Compaq, and Dell.

Parent Company: Sentinel Technologies
Parent Location: Downers Grove, IL
Branch Location: Wauwatosa, WI
Year Established: 1982

9.129 Shoutlet, Inc.*
One Erdman Place, Suite 102
Madison, Wisconsin 53717

CEO: Jason Weaver
Contact: Rachel Madden, Marketing Manager
Phone No.: (608) 833-0088
Fax No.: (608) 833-9029
E-mail: sales@shoutlet.com
Web Site: http://www.shoutlet.com

Provides a centralized platform that helps companies
manage and monetize their social media
communication including Facebook and Twitter
management, social CRM, widget building, e-mail and
mobile marketing, social commerce, and real-time
analytics in one easy-to-use interface. The platform
gives brands and agencies the tools to create, manage,
and measure their entire social media communications.
Companies using our platform are able to better design
and implement highly targeted campaigns and
ultimately improve the business impact of their social
media communications.

Year Established: 2007

9.130 Smart Solutions, Inc.
200 River Place, Suite 230
Madison, Wisconsin 53716

President: Jacqueline Martini Mortell
Contact: Jacqueline Martini Mortell
Phone No.: (608) 204-9299
Fax No.: (608) 204-9177
E-mail: jackie@smart-solutions.com
Web Site: http://www.smart-solutions.com

Provides information technology consulting, training,
and direct-placement services to commercial and
government clients.

Year Established: 1996
Employees: 120
Annual Sales: $10,000,000
Attorney: Murphy Desmond, S.C.
Accounting: Wipfli
Banking/Other Financial: Capitol Bank

4129 Redtail Pass
Middleton, Wisconsin 53562

President: Christopher Hujanen
Contact: Christopher Hujanen
Phone No.: (608) 828-4228
Fax No.: (608) 828-4229
Web Site: http://www.softmill.com

Designs and develops custom software for Web and
enterprise applications.

Year Established: 1995
Employees: 3
Banking/Other Financial: M&I Bank
9.132 Steudel and Mann, LLC
1309 Farwell Drive
Madison, Wisconsin  53704

Owner & Managing Partner: Harold J. Steudel
Contact: Harold J. Steudel
Phone No.: (608) 241-8692
Fax No.: (608) 249-9311
E-mail: harry@hjsteudel.com
Web Site: http://www.hjsteudel.com

Consults/trains for ISO 9001 and ISO 14001 system implementation including documentation development, internal auditing, and quality/engineering processes. Also provides Six Sigma implementation, team training, and lead auditor training.

Branch Location: Tomahawk, WI
Year Established: 1974

9.133 Stratagem, Inc.
4600 American Parkway, East Park One
Madison, Wisconsin  53718

CEO & President: Gary Krieger
Contact: Jim Kurtz, Sales & Marketing Executive
Phone No.: (262) 532-2700
Fax No.: 262-242-1403
E-mail: jkurtz@stratagemnet.com
Web Site: http://www.stratagemconsulting.com

Provides business and IT consulting, IT staffing, project management services, program management office, application development and integration, business requirements definition, business intelligence, learning services, technical writing, instructional design, and application outsourcing.

Parent Company: Stratagem, Inc.
Parent Location: Mequon, WI
Branch Location: Madison, Milwaukee, and Appleton, WI
Year Established: 1986
Employees: 35

9.134 Sundial Software Corporation
5202 Eastpark Boulevard, Suite 105
Madison, Wisconsin  53718

President & Owner: Curtis Clark
Contact: Tiffanie O'Hara, Business Office Manager
Phone No.: (608) 663-8100, Ext. 111
Fax No.: (608) 276-9344
E-mail: support@sundialsc.com
Web Site: http://www.sundialsc.com

Is an information technology firm that helps businesses of all sizes fulfill their IT needs; i.e., assisting in recruiting quality consultants for a large enterprise, creating a custom Web site, or helping a start-up company set up their network.

Year Established: 1996
Employees: 35
Annual Sales: $5,000,000
Attorney: Murphy Desmond
Accounting: Meicher & Associates, LLP
Banking/Other Financial: M&I Bank

9.135 SupraNet Communications, Inc.
8000 Excelsior Drive
Madison, Wisconsin  53717

CEO & Founder: Bryan Chan
Contact: Jill Skowronski
Phone No.: (608) 836-0282
Fax No.: (608) 836-0283
E-mail: info@supranet.net
Web Site: http://www.supranet.net

Is a business-to-business Internet Service Provider located in Madison, Wisconsin. Offers Web and e-mail hosting, spam and virus filtering, colocation/virtual colocation, T1, Multi-Megabit as well as fiber connectivity and data center services.

Year Established: 1994
Employees: 15
Attorney: DeWitt Ross & Stevens S.C.
Accounting: Kollath & Associates
Banking/Other Financial: First Business Bank
9.136 Sweeping Design
252 Albany Street
Spring Green, Wisconsin  53588

Partner & Developer: Seth Alt
Contact: Seth Alt
Phone No.: (414) 313-7040
E-mail: info@sweepingdesign.com
Web Site: http://www.sweepingdesign.com

Designs and develops Web applications ranging from person Web sites, eCommerce sites, and customized database management systems to custom-rich Internet applications (RIA) using Adobe's Flex RIA framework. Values open source initiatives and strives to build applications based on tools that have already been created in order to lower clients' costs. Uses some sort of content management system so clients are in control of routine update.

Attorney: Thomas Kelly Law Office
Accounting: MS Tax and Accounting
Banking/Other Financial: Community Bank of Spring Green

9.137 Symphony Corporation
2693 Research Park Drive
Madison, Wisconsin  53711

CEO: Ravi K. Kalla
Contact: Usha Shankar, Human Resources Manager
Phone No.: (608) 294-4090
Fax No.: (608) 294-9321
E-mail: usha@symphony.cc
Web Site: http://www.symphony.cc

Provides information technology consulting, custom application development, business process outsourcing, process reengineering, health informatics, clinical systems integration, ERP implementation, supply chain management, and health plan administration.

Year Established: 1997
Employees: 85
Percentage of International Sales: 5% to 10%

9.138 Synergy Networks, LLC
350 Junction Road
Madison, Wisconsin  53717

President: Anthony J. Supanich
Contact: Bob Lucas, Director - Business Development
Phone No.: (608) 203-6200
Fax No.: (815) 346-5282
E-mail: info@synergynetworks.net
Web Site: http://www.synergynetworks.net

Provides computer support, networking services, and IT consulting services to small and medium-sized businesses in the Madison area.

Year Established: 1998
Employees: 8
Accounting: Dunn Hamill Management Group
Banking/Other Financial: Associated Bank

9.139 Systems Seminar Consultants, Inc.
2997 Yarmouth Greenway Drive
Madison, Wisconsin  53711

President: Steven J. First
Contact: Jennifer First, Operations Manager
Phone No.: (608) 278-9964
Fax No.: (608) 278-0065
E-mail: train@sys-seminar.com
Web Site: http://www.sys-seminar.com

Specializes in SAS, mainframe, database support, consulting, and training business intelligence.

Year Established: 1982
Employees: 18
Annual Sales: $1,800,000
9.140  TASCET Identity Network
222 West Washington Avenue, Suite 800
Madison, Wisconsin  53703

CEO: Larry Aubol
Contact: Kari Douglas, Vice President
Phone No.: (608) 442-8888
Fax No.: (608) 442-4448
E-mail: laubol@tascet.com
Web Site: http://www.tascet.com

Enhances privacy while preventing identity fraud. Registration in the Identity Network enables individuals to protect the ownership of their identities and allows financial institutions, health care organizations, government agencies, and others to protect privacy while allowing the issuance of secure credentials without the concern that their customers or applicants fraudulently use multiple or alias identities.

Branch Location: Washington, D.C.
Year Established: 2004
Employees: 20
Attorney: Quarles & Brady
Accounting: Smith & Gesteland LLP
Banking/Other Financial: Johnson Bank

9.141  TEAM Technologies
5515 Nobel Drive
Fitchburg, Wisconsin  53711

Contact: Mike Wicker, Regional Sales Manager
Phone No.: (800) 728-8326
E-mail: mike.wicker@teamnet.net
Web Site: http://www.team-companies.com

Provides data center hosting services for critical applications, owns and operates Tier III, SAS 70 audited facilities in Fitchburg, WI; Cedar Falls, IA; and Des Moines, IA.

Parent Company: TEAM Companies
Parent Location: Cedar Falls, IA
Year Established: 2004
Employees: 7

9.142  TeamSoft, Inc.
1350 Deming Way, Suite 250
Middleton, Wisconsin  53562

Partner, President: Eric Larson
Contact: Paul Heberer, Partner, Vice President
Phone No.: (608) 827-7772
Fax No.: (608) 827-7773
E-mail: acctexec@teamsoftinc.com
Web Site: http://www.teamsoftinc.com

Is a recognized leader in providing best-in-class IT consulting, staffing, and training solutions covering all phases and disciplines of custom application development. Also provides support solutions for all areas of IT infrastructure.

Branch Location: Milwaukee, WI
Year Established: 1996
Employees: 110
Annual Sales: $15,000,000

9.143  TechOwls IT Consulting*
313 West Beltline Highway, Suite 115B
Madison, Wisconsin  53713

CEO: Andrew Carl-Richards
Contact: Andrew Carl-Richards
Phone No.: (608) 347-2950
E-mail: info@techowls.com
Web Site: http://www.techowls.com

Provides IT consulting, network design and implementation, disaster recovery, and network security.

9.144  TermSync, Inc.*
2960 Triverton Pike, No. 205
Fitchburg, Wisconsin  53711

CEO: Mark Wilson
Contact: Mark Wilson
Phone No.: (608) 316-8380
E-mail: info@termsync.com
Web Site: http://www.termsync.com

Provides several Web-based services for both accounts payable and accounts receivable. Our goal is to streamline the processes that typically create bottlenecks in an organization while also reducing paper needed in an accounting department.

Year Established: 2009
9.145  Terso Solutions, Inc.
5540 Research Park Drive
Fitchburg, Wisconsin 53711

CEO & President: Joe Pleshek
Contact: Keith Hoffman, Marketing and Communications Manager
Phone No.: (608) 298-4113
Fax No.: (608) 270-0980
E-mail: sales@tersosolutions.com
Web Site: http://www.tersosolutions.com

Provides an inventory management solution that integrates RFID-enabled Intelligent Enclosures with Data Services and 24/7 support services to effectively monitor product inventory any time of the day or night.

Parent Company: Promega Corporation
Parent Location: Madison, WI
Branch Location: Mannheim, Germany
Year Established: 2005
Employees: 22
Annual Sales: $4,000,000
Percentage of International Sales: 25%
Banking/Other Financial: JP Morgan Chase

9.146  The Huelsman Way
5862 Woodland Drive
Waunakee, Wisconsin 53597

Owner & Consultant: Scott M. Huelsman
Contact: Scott Huelsman, Web Consultant
Phone No.: (608) 692-9367
E-mail: scott@thehway.com
Web Site: http://www.thehway.com

Provides Web site development with an emphasis on value and productivity for small business.

Year Established: 2004
Employees: 1
Annual Sales: $25,000
Banking/Other Financial: Associated Bank

9.147  The Software Resource Publications
2125 Chamberlain Avenue
Madison, Wisconsin 53726

CEO: Lisa Ruffolo
Contact: Dan Seiter, Vice President
Phone No.: (608) 236-0538

Provides technical writing and editing.

Year Established: 1985
Employees: 2
Annual Sales: $200,000
Accounting: Skala Accounting

9.148  Ticomix
1020 North High Point Road, No. 205
Madison, Wisconsin 53717

CEO: Tim Ancona
Contact: Steve Cantwell
Phone No.: (608) 831-8313
Fax No.: (815) 636-1480
E-mail: steve.cantwell@ticomix.com
Web Site: http://www.ticomix.com

Provides concept to deployment of training and support, all aspects of network integration, customer relationship management/sales automation/contact management systems, HelpDesk, Internet, Web site design and hosting, e-commerce, telephone systems, hardware, software, and related computer technologies.

Parent Location: Rockford, IL
Branch Location: Madison, Columbus, Dallas, Houston, Des Moines, Milwaukee, and Chicago
Year Established: 1989
Employees: 1
Annual Sales: $5,000,000+
2801 Coho Street
Madison, Wisconsin  53713

CEO:  Neal Campbell  
Contact:  Nick Kiernan  
Phone No.:  (608) 268-3927  
E-mail:  info@trafficcast.com  
Web Site:  http://www.trafficcast.com

Provides innovative technology and advanced data applications supporting real-time and predictive travel information for navigation and logistics services in the interactive, mobile, enterprise, and public sector markets.

Year Established:  2006  
Attorney:  Foley & Lardner LLP  
Accounting:  Grant Thornton LLP

9.150 Trident Contract Management, LLC
2918 Marketplace Drive, Suite 206  
Madison, Wisconsin  53719

President:  Todd Steiner  
Contact:  Brett Armstrong, Chief Financial Officer  
Phone No.:  (608) 276-1901  
Fax No.:  (608) 237-2593  
E-mail:  barmstrong@trident-it.com  
Web Site:  http://www.trident-it.com

Provides information technology contract and asset management services for businesses across the United States.

Branch Location:  Chicago, IL  
Year Established:  2003  
Employees:  6  
Annual Sales:  $10,000,000  
Attorney:  Axley Brynelson, LLP  
Accounting:  Bodily CPAs and Consultants  
Banking/Other Financial:  Capitol Bank

9.151 TriShulla Technology
10 Prescott Circle
Madison, Wisconsin  53719

President:  Nikhil Zaveri  
Contact:  Nikhil Zaveri  
Phone No.:  (608) 577-5636 or (608) 721-8029  
Fax No.:  (608) 299-0424  
E-mail:  nikhil@trishulla.com  
Web Site:  http://www.trishulla.com

Offers IT, GIS, and IT-enabled services (application development/support and staffing, mapping, ESRI software customization, GPS data capture and reprojection, geo-coding, and demographic analysis, data entry, CAD drafting/conversion, and 3D visualization).

Year Established:  2003  
Employees:  17  
Annual Sales:  $1,200,350  
Attorney:  King Law Offices, Madison  
Accounting:  Corporate Professional Services  
Banking/Other Financial:  Wisconsin Community Bank

9.152 Tweedee Productions, Inc.
307 South Paterson Street, Suite D  
Madison, Wisconsin  53703

Founder & CEO:  Gregg Schieve  
Contact:  Mac Chorlton, Vice President - Business Development  
Phone No.:  (608) 280-9282  
Fax No.:  (608) 280-9283  
E-mail:  mac@tweedeproductions.com  
Web Site:  http://www.tweedeproductions.com

Is a video and multimedia production company capable of producing high-quality video projects for broadcast use including advertising, marketing, training, promotional, informational, or Web-based use.

Year Established:  1998  
Employees:  5
9.153 Twist Communications, LLC
1304 Nishishin Trail
Monona, Wisconsin 53716

Owner & Marketing Strategist: Cynthia Jansen Everhart
Contact: Cynthia Jansen Everhart
Phone No.: (608) 445-6353
E-mail: info@twistcom.com
Web Site: http://www.twistcom.com

Provides marketing strategy and brand development. Specializes in developing effective communication tools and channels for our clients including Web sites, multi-media presentations, virtual case studies, and marketing plans.

Year Established: 2003
Employees: 1
Accounting: Sorge CPA and Business Advisors
Banking/Other Financial: Monona State Bank

9.154 uFunctional LLC
329 Larkin Street
Madison, Wisconsin 53705

Principal: Robert Merrill
Contact: Robert Merrill
Phone No.: (608) 692-2638
Fax No.: (866) 541-3529
E-mail: letstalk@ufunctional.com
Web Site: http://www.ufunctional.com

Provides agile/lean approaches to software development options, provides software development and procurement management consulting, and helps non-technical executives with special projects requiring data mining/visualization, statistics, mathematics, and bio-informatics.

Year Established: 2007
Employees: 1
Annual Sales: $120,000
Attorney: Nuckles Law Firm
Banking/Other Financial: M&I Bank

9.155 Unified Technologies, Inc.
5520 Medical Circle, Suite E
Madison, Wisconsin 53719

President: Garth Yeazel
Contact: Garth Yeazel
Phone No.: (608) 231-6275
Fax No.: (608) 231-6277
E-mail: gyeazel@unified-tech.net
Web Site: http://www.unified-tech.net

Provides computer support and consulting for small business and nonprofits. Specializes in Windows Small Business server, computer networks, QuickBooks, and computer repair/upgrades. Many other services available for your small business technology needs.

Year Established: 1996
Employees: 4
Accounting: Sorge, CPA
Banking/Other Financial: Wells Fargo

9.156 Versa Studio, LLC*
3817 Clover Lane
Madison, Wisconsin 53714

Principal: Ben Seigel
Contact: Ben Seigel
Phone No.: (608) 245-0890
E-mail: hello@versastudio.com
Web Site: http://www.versastudio.com

Provides Web design, development, and consulting.

9.157 Vivid Media, Inc.
307 South Livingston Street
Madison, Wisconsin 53703

President: Barry Sherbeck
Contact: Barry Sherbeck
Phone No.: (608) 270-9770
E-mail: info@vividmedia.com
Web Site: http://www.vividmedia.com

Designs and creates interactive, multimedia communication tools including Web design, photography, and video.

Year Established: 1991
Employees: 2
9.158  **Watson Engineering Solutions, Inc.**
5126 Whitcomb Drive
Madison, Wisconsin  53711

  **CEO:**  Ed Watson  
  **Contact:**  Ed Watson  
  **Phone No.:**  (608) 442-1212  
  **Fax No.:**  (608) 270-0273  
  **Web Site:**  http://www.watsonesinc.com  

Provides electronic design solutions, radio frequency/wireless circuit design, battery-operated portable devices, microcontroller systems, and analog and sensor interface circuits.

  **Year Established:**  2002  
  **Employees:**  1

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9.159  **Weather Central, LLC**
401 Charmany Drive, Suite 200
Madison, Wisconsin  53719

  **Chairman & CEO:**  Terry Kelly  
  **Contact:**  Linda Dostal, Executive Administrative Assistant  
  **Phone No.:**  (608) 274-5789  
  **Fax No.:**  (608) 278-2746  
  **E-mail:**  ldostal@wxc.com  
  **Web Site:**  http://www.wxc.com  

Was founded in 1974 by broadcasters and meteorologists based in Madison, Wisconsin. Is the leader in providing professional on-air, online, print, mobile, and enterprise weather solutions and forecasting utilizing dynamic weather graphics, precise forecast models, and data and patented technology.

  **Year Established:**  1974  
  **Employees:**  155  
  **Annual Sales:**  $26,000,000  
  **Percentage of International Sales:**  7.50%  
  **Attorney:**  Foley & Lardner and Boyle Fredrickson  
  **Accounting:**  Wipfli LLP  
  **Banking/Other Financial:**  M&I Bank

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9.160  **Web Courseworks (division of Madison Productions, Inc.)**
6680 Odana Road, Suite 220
Madison, Wisconsin  53719

  **CEO:**  Jon Aleckson  
  **Contact:**  Aileen Zhang, Business Manager  
  **Phone No.:**  (608) 824-8900, Ext. 15  
  **Fax No.:**  (608) 824-8908  
  **E-mail:**  jonalaleckson@webcourseworks.com  
  **Web Site:**  http://www.webcourseworks.com  

Delivers cost-effective solutions to organizations hoping to create or enhance their e-learning services. Specializes in learning portal hosting and development, game-based learning projects, self-paced tutorial e-courses, and modular e-courses built with Flash and XML. Our team of project managers, instructional designers, and digital developers has completed projects for Credit Union National Association, Verizon, J. J. Keller and Associates, Children's Hospital of Wisconsin, McDonald's, and many more clients.

  **Parent Company:**  Madison Productions, Inc.  
  **Parent Location:**  Madison, WI  
  **Year Established:**  1978  
  **Employees:**  13  
  **Attorney:**  Michael Best & Friedrich LLP  
  **Banking/Other Financial:**  Park Bank

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9.161  **Web-Net**
2156 Colladay Point Drive
Stoughton, Wisconsin  53589

  **Owner:**  Alan J. Carlson  
  **Contact:**  Alan J. Carlson  
  **Phone No.:**  (608) 205-2258  
  **Fax No.:**  (608) 205-2257  
  **E-mail:**  webnet@web-net.us  
  **Web Site:**  http://web-net.us  

Provides Web site development or redesign, e-commerce Web sites, content managed Web sites, top-ranked search engine positioning, Web business analysis, hosting, virtual fax, Web site consulting, and virtual tours.

  **Year Established:**  1996  
  **Employees:**  1  
  **Banking/Other Financial:**  Wells Fargo
9.162 Webstix, Inc.
2820 Walton Commons West, Suite 108
Madison, Wisconsin 53718

Managing Partner: Lennart Johansson
Contact: Lennart Johansson
Phone No.: (608) 277-7849
Fax No.: (608) 661-8529
E-mail: info@webstix.com
Web Site: http://www.webstix.com

Is a developer of online Web applications and Web sites. Performs market research, designs custom Web sites, and specializes in custom programming solutions for corporate and nonprofit clients.

Year Established: 2001
Attorney: Michael Best & Friedrich LLP
Accounting: Gary Padley, CPA
Banking/Other Financial: First Business Bank

9.163 WireSafe LLC
6516 Monona Drive, Suite 161
Madison, Wisconsin 53716

President and CEO: Scott Kaiser
Contact: Scott Kaiser, Managing Member
Phone No.: (608) 513-9447
E-mail: info@wiresafe.net
Web Site: http://www.wiresafe.net

Provides network infrastructure, design, security, and administration consulting services.

Year Established: 2007
Attorney: Mandell & Ginsberg
Accounting: Skala & Associates
Banking/Other Financial: Monona State Bank

9.164 WSI (We Simplify the Internet) of Mount Horeb
364 State Road 78 South
Mount Horeb, Wisconsin 53572

President & Owner: Thomas J. Holzkopf
Contact: Thomas J. Holzkopf
Phone No.: (608) 523-4255 or (866) 531-1686
Fax No.: (608) 523-4916
E-mail: info@wsiprositebuilder.com
Web Site: http://www.wsiprositebuilder.com

Is part of a global Internet marketing company focusing on conversion-focused Web design, search engine optimization and paid search marketing, social media marketing and e-mail marketing, as well as offering ancillary services such as online video production and online customer reviews for small and medium-sized businesses in Madison, Wisconsin, and the surrounding area. Has 1,500 offices worldwide.

Parent Company: WSI Corporate
Parent Location: Toronto, CA
Branch Location: Mount Horeb, WI
Year Established: 2004
Attorney: Mark Rooney, Mount Horeb
Banking/Other Financial: Harris Bank

9.165 Xerox Corporation
660 John Nolen Drive
Madison, Wisconsin 53713

CEO: Ursula Burns
Contact: John Kruska
Phone No.: (608) 837-6386
Fax No.: (608) 837-6393
Web Site: http://www.xerox.com

Provides products and services from desktop printers to high-end printing and production publishing systems. Also provides sales, service, and support for all its products.

Parent Company: Xerox Corporation
Parent Location: Stamford, CT
Year Established: 1961
Employees: 60
9.166 Yahara Software LLC
8000 Excelsior Drive, Suite 400
Madison, Wisconsin  53717

Principal, Application Architect: Kevin Meech
Contact: Kevin Meech
Phone No.: (608) 821-1750
Fax No.: (608) 821-1751
E-mail: kevinm@yaharasoftware.com
Web Site: http://www.yaharasoftware.com

Is a custom software and interactive Wsb Services firm that specializes in software product definition, design, Microsoft .NET development, project management, systems integration, training, mobile development, and Web site hosting. Our innovative co-development model ensures that all expectations remain aligned throughout the development, delivery, and support of online Web services.

Year Established:  2002
Employees:  23
Annual Sales:  $2,000,000 to $4,000,000
Attorney:  Cullen Weston Pines & Bach LLP
Accounting:  Reilly, Penner & Benton, LLP
Banking/Other Financial:  Starion Financial

9.167 ZMD America, Inc.
ZMD America - Madison Design Center
8413 Excelsior Drive, Suite 200
Madison, Wisconsin  53717

Vice President - Engineering: David Hubanks
Contact: Mary Wallace, Technical Writing and Administration
Phone No.: (608) 829-1987
E-mail: sales@zmda.com
Web Site: http://www.zmda.com

Designs and manufactures integrated circuits (ASICs, ASSPs, and memory) specializing in sensor ICs and wireless interface ICs.

Parent Company: ZMD AG
Parent Location: Dresden, Germany
Year Established:  2000
Employees:  12
Annual Sales:  $4,000,000
Percentage of International Sales:  10%
SCIENTIFIC RESEARCH AND DEVELOPMENT SERVICES

FIRMS: 45
EMPLOYED: 703
REVENUES: $115 MILLION

NAICS
5417: Scientific Research and Development Services
54171: Research and Development in the Physical, Engineering and Life Sciences
### 10.01 Agrecol

2918 Agriculture Drive  
Madison, Wisconsin 53718

**President:** Mark Doudlah  
**Contact:** Mark Doudlah  
**Phone No.:** (608) 223-3571  
**Fax No.:** (608) 223-3575  
**E-mail:** ecosolutions@agrecol.com

Provides agricultural/ecological solutions.

### 10.02 AGSTAT

6394 Grandview Road  
Verona, Wisconsin 53593

**CEO:** Jon Baldock, Ph.D.  
**Contact:** Jon Baldock, Ph.D.  
**Phone No.:** (608) 845-7993  
**Fax No.:** (608) 848-7999

Performs agricultural contract research and provides statistical consulting.

*Year Established: 1980*  
*Employees: 4*

### 10.03 American Superconductor

8401 Murphy Drive  
Middleton, Wisconsin 53562

**General Manager:** Chuck Stankiewicz  
**Contact:** Tim Poor, Business Development Manager  
**Phone No.:** (608) 831-5773  
**Fax No.:** (608) 831-5793  
**Web Site:** http://www.amsc.com

Develops and sells superconducting magnetic energy storage devices. These devices are used to provide improved power quality for industrial customers and to provide transmission and distribution voltage stability support for utility customers.

*Parent Company: American Superconductor Corporation*  
*Parent Location: Devens, MA*  
*Year Established: 1988*  
*Employees: 100*

### 10.04 Astronautics Corporation of America

718 Walsh Road  
Madison, Wisconsin 53714

**CEO:** Dr. Ronald Zelazo  
**Contact:** Dr. Steven Russek, Director  
**Phone No.:** (608) 243-8020, Ext. 222  
**Fax No.:** (608) 243-8028  
**Web Site:** http://www.astronautics.com

Researches and develops magnetic refrigeration systems. Designs, develops, and manufactures displays and computers for aircraft navigation and aircraft cockpit instrumentation.

*Parent Company: Astronautics Corporation of America*  
*Parent Location: Milwaukee, WI*  
*Year Established: 1959*  
*Employees: 8*  
*Attorney: Foley & Lardner*

### 10.05 Bahr Management, Inc.

6632 North Chickahauk Trail  
Middleton, Wisconsin 53562

**President & CEO:** Dennis E. Bahr, P.E.  
**Contact:** Dennis E. Bahr  
**Phone No.:** (608) 831-2310  
**E-mail:** bahr@inxpress.net  
**Web Site:** http://www.bahr.com

Assists with the commercial development of advanced medical technologies through the management of high-technology limited liability companies (LLCs).

*Year Established: 1995*  
*Employees: 1*
10.06 Bjorksten Research Laboratory
7 Fen Oak Court
Madison, Wisconsin 53718

President: James Frater
Contact: Ray Robey
Phone No.: (608) 224-0377
Fax No.: (608) 224-0455
E-mail: info@bjorksten.com
Web Site: http://www.bjorksten.com

Performs research, development, and testing. Has expertise in technical problem solving, organic chemistry, surface chemistry, chemical engineering, and fluids handling. Services include process development studies, mechanical and chemical testing, proof-of-concept models, and white papers.

Parent Company: BIT 7, Inc.
Parent Location: Madison, WI
Year Established: 1944
Employees: 65

10.07 Cellulose Sciences International*
3591 Anderson Street, Suite 214
Madison, Wisconsin 53704

President & COO: Rowan Atalla
Contact: Rowan Atalla
Phone No.: (608) 310-9566
Fax No.: (608) 310-9565
Web Site: http://www.celscint.com

Develops innovative methods for the utilization of native celluloses, our most abundant renewable resources, both for the production of renewable energy and as feedstocks in the production of commercially viable cellulose materials.

10.08 Composite Rebar Technologies, Inc.
6107 North Highlands Avenue
Madison, Wisconsin 53705

Chairman: Robert C. Gibson
Contact: Robert C. Gibson
Phone No.: (608) 442-7110
Fax No.: (608) 442-7108
E-mail: gibson2350@aol.com
Web Site: http://www.HollowRebar.com

Owns disruptive technology for hollow composite rebar (strong, light, and noncorroding).

Year Established: 1997
Management Consultant: 2

10.09 CYCOGS, LLC*
County Road Y
Mazomanie, Wisconsin 53560

President: Wayland Tobey
Contact: Ty Tobey
Phone No.: (608) 795-2224
E-mail: info@cycogs.com
Web Site: http://www.cycogs.com

Is a robotics company in the R&D intellectual property and product (IP&P) generation phase covering advanced autonomous mobile robotics (AAMR) and artificial intelligence (AI) based cyber-physical systems (CPS).

Year Established: 2004
Attorney: Lathrop & Clark LLP
Accounting: Apel Associates, Inc.
Banking/Other Financial: Harris Bank

10.10 ElasTek Inc.
2 Chippewa Court
Madison, Wisconsin 53711

President: Anthony DeGregoria
Contact: Anthony DeGregoria
Phone No.: (608) 238-2039
Fax No.: (608) 238-0270
E-mail: inquire@purifresh.com
Web Site: http://www.purifresh.com

Researches and develops in the areas of heat exchange and refrigeration. Its first product, PuriFresh, is an integrated heat-recovery ventilator and HEPA filter.

Year Established: 1993
Employees: 2
10.11 Energy Center of Wisconsin
455 Science Drive, Suite 200
Madison, Wisconsin 53711

Executive Director: Susan E. Stratton
Contact: Susan E. Stratton
Phone No.: (608) 238-4601
Fax No.: (608) 238-0523
E-mail: sstratton@ecw.org
Web Site: http://www.ecw.org

Provides research, demonstration, education, consulting, and outreach on energy and environmental issues with a focus on energy efficiency and sustainability.

Year Established: 1989
Employees: 45
Annual Sales: $7,000,000

10.12 Forest Products Society
2801 Marshall Court
Madison, Wisconsin 53705

Executive Vice President: Stefan Bergmann
Contact: Stefan Bergmann
Phone No.: (608) 231-1361, Ext. 215
Fax No.: (608) 231-2152
E-mail: stefan@forestprod.org
Web Site: http://www.forestprod.org

Collects and disseminates technical information related to the efficient use of forest products.

Year Established: 1947
Employees: 4
Annual Sales: $750,000

10.13 Functional Biosciences, Inc.
c/o University Research Park
505 South Rosa Road, Suite 17
Madison, Wisconsin 53719

President: Michael J. Flanagan
Contact: Michael Flanagan
Phone No.: (608) 441-8125
Fax No.: (608) 441-8127
E-mail: storck@functionalbio.com
Web Site: http://www.functionalbio.com

Is a genomic technology company specializing in nanofluidic and robotic approaches to DNA sequence analysis.

Year Established: 2003
Employees: 5
Accounting: Johns, Flaherty & Collins, S.C., La Crosse, WI

10.14 GateWave Northern, Inc.
6200 Gisholt Drive, Suite 205
Madison, Wisconsin 53713

President: Gert K. Hohenwarter
Contact: Erica Gertsch, Vice President
Phone No.: (608) 224-1250
E-mail: info@gatewave.com
Web Site: http://www.gatewave.com

Provides signal integrity testing and RF engineering.

Year Established: 1991
Employees: 2
Accounting: Porter & Sack
Banking/Other Financial: U.S. Bank

10.15 Genetec Enterprises
3221 Highway 134
Cambridge, Wisconsin 53523

Chief, Research Section: Jon Holtzman
Contact: Jon Holtzman
Phone No.: (608) 423-3436

Develops recurrent Mendelian selection for corn lines having the greatest levels of limiting amino acids in corn protein fractions.

Year Established: 1974
Employees: 2
Attorney: Lathrop & Clark LLP and Medlen & Carroll
Accounting: Meicher & Associates
10.16 Genetic Visions Inc.
3220 Deming Way, Suite 160
Middleton, Wisconsin 53562

General Manager: C. Michael Cowan, Ph.D.
Contact: C. Michael Cowan, Ph.D.
Phone No.: (608) 662-9170
Fax No.: (608) 662-9169
Web Site: http://www.geneticvisions.net

Identifies and develops genetic markers for use in cattle selection.

Parent Company: Accelerated Genetics
Parent Location: Baraboo, WI
Year Established: 1988
Employees: 4

10.17 GeriGene Medical Corporation

CEO: Don Kleinsek
Contact: Don Kleinsek
Phone No.: (608) 274-2228
Fax No.: (608) 274-2905
E-mail: gerigene@gerigene.com

Provides research and development in age-related diseases, genetic and tissue engineering, and gene and cell therapy.

Parent Company: GeriGene Medical Corporation
Parent Location: Elkhart Lake, WI
Year Established: 1996

10.18 Grade Designs, Inc.
403 Badger Lane
Waunakee, Wisconsin 53597

Contact: John Grade
Phone No.: (608) 345-1519
E-mail: john@gradedesigns.com
Web Site: http://www.gradedesigns.com

Provides design and rapid prototyping of electromechanical systems for military, academic, medical, and commercial products including hardware, firmware, electronics, and software.

Year Established: 2004

10.19 Great Lakes Ag Energy, LLC
(formerly Great Lakes Biofuels)
3510 Parmenter Street
Middleton, Wisconsin 53562

Contact: Tony Hartmann
Phone No.: (608) 215-4446
E-mail: info@greatlakesagenergy.com
Web Site: http://www.greatlakesbiofuels.com

Is an applied research and biomass-to-liquid fuels development company. Current projects focus on the development of renewable energy crops, oilseed processing technology, cellulose sourcing and processing, and biofuels infrastructure development in cooperation with regional farmers, businesses, research institutions, and biofuel producers.

Year Established: 2005
Employees: 5

10.20 GreenStone Technologies LLC
510 Charmany Drive, Suite 61
Madison, Wisconsin 53719

Contact: Roland Green
Phone No.: (608) 358-4273

Is focused on developing the next generation of thin film solar photovoltaics using CIGS (copper indium gallium selenide) nanotechnology. Also performs custom contract substrate manufacturing.

10.21 Harlan Laboratories
2826 Latham Drive
Madison, Wisconsin 53713

CEO: Hans Thunem
Phone No.: (608) 277-2070 or (800) 793-7287
Fax No.: (608) 277-2110
E-mail: harlan@harlan.com
Web Site: http://www.harlan.com

Is a leading provider of essential preclinical and nonclinical contract research, research models, lab animal diets, and services. Focus is on providing customers with products and services to optimize the discovery and safety of new medicines and compounds.

Parent Company: Harlan Laboratories, Inc.
Parent Location: Indianapolis, IN
10.22 **Healthcare Technology Systems Inc.**
7617 Mineral Point Road, Suite 300
Madison, Wisconsin  53717

**President & CEO:** Alan Gelenberg, M.D.
**Contact:** Alan Gelenberg
**Phone No.:** (608) 827-2440
**Fax No.:** (608) 827-2444
**Web Site:** http://www.healthtechsys.com

Provides clinical technology, authoritative research, and medical education to the pharmaceutical and health care industries. Our core competency is providing clinical IVR rating scales to pharmaceutical companies to help them collect data directly from study subjects.

*Year Established: 1998*  
*Employees: 12*  
*Annual Sales: $3,000,000*  
*Attorney: Jussi Snellman*  
*Accounting: Ragsdale, Spitz & Reuschlein*  
*Banking/Other Financial: State Bank of Cross Plains*

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10.24 **Intellectual Property, LLC**
8030 Stagecoach Road
Cross Plains, Wisconsin  53528

**Managing Member & CEO:** William N. Reining
**Contact:** William N. Reining
**Phone No.:** (608) 798-0904
**E-mail:** reining@ipllc.cc
**Web Site:** http://www.ipllc.cc

Holds and develops patented intellectual property for license or sale converting patented ideas to custom application-specific integrated circuit (ASIC) designs.

*Year Established: 1999*  
*Employees: 2*  
*Attorney: Lathrop & Clark*  
*Accounting: Smith & Gesteland LLP*  
*Banking/Other Financial: State Bank of Cross Plains*

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10.23 **Illinois Foundation Seeds, Inc.**
6959 River Road
DeForest, Wisconsin  53532

**CEO:** John Hiser
**Contact:** Jeffrey T. Freppon, Station Manager
**Phone No.:** (608) 846-3066, Ext. 6
**Fax No.:** (608) 846-3072
**Web Site:** http://www.ifsi.com

Provides research and development of biotechnology.

*Year Established: 1937*  
*Employees: 4*
10.27  **Microporous Oxides Science and Technology, L.L.C.**
393 Lake Kegonsa Road
Oregon, Wisconsin  53575

**CEO:** John Etter  
**Contact:** Walter Zeltner  
**Phone No.:** (608) 345-6678  
**Fax No.:** (484) 423-2935  
**E-mail:** walt@microporousoxides.com

Develops carbon dioxide purification systems and catalysts and photocatalysts composed of microporous oxides.

*Year Established: 1997  
Employees: 1  
Annual Sales: $20,000  
Attorney: Quarles & Brady  
Accounting: Sheldon CPA  
Banking/Other Financial: Park Bank*

10.28  **Middleton Research***
8505 University Green, Suite 100
Middleton, Wisconsin  53562

**President:** Gabor J Kemeny  
**Contact:** Kathy Speck  
**Phone No.:** (608) 831-2141  
**E-mail:** info@middletonresearch.com  
**Web Site:** http://www.middletonresearch.com

Provides chemical imaging, machine vision, lab analysis, engineering consulting, and optical product development.

*Year Established: 2002*

10.29  **Midwest Prototyping, LLC**
10949 Blackhawk Drive
Blue Mounds, Wisconsin  53517

**President:** Steve Grundahl  
**Contact:** Laura Mason  
**Phone No.:** (608) 437-1400  
**Fax No.:** (608) 437-1409  
**E-mail:** sales@midwestproto.com  
**Web Site:** http://www.midwestproto.com

Is a full-service shop providing rapid prototyping with in-house stereolithography (SLA), Selective Laser Sintering (SLS), and urethane casting systems. Is a partner in new product development - concept models, working prototypes, custom-finished trade show, and photo shoot models. We have a fully equipped CNC machine shop for prototypes or short-run parts from a wide range of metals and plastics.

*Year Established: 2001  
Employees: 10  
Percentage of International Sales: 2%  
Banking/Other Financial: State Bank of Cross Plains*

10.30  **Nexcyon Pharmaceuticals, Inc.* (formerly Procyon Pharmaceuticals, Inc.)**
505 South Rosa Road, Suite 124
Madison, Wisconsin  53719

**President and CEO:** Terrence Clark  
**Contact:** Terrence Clark  
**Phone No.:** (608) 441-2736  
**Fax No.:** (608) 441-2737  
**E-mail:** clarktp@nexcyon.com  
**Web Site:** http://www.procyonpharma.com

Is an innovative veterinary pharmaceutical research and development company with a robust, therapeutically diverse pipeline of products being developed to meet the needs of veterinarians and pet owners. The first product’s development is completed and under review at the Food and Drug Administration and European Medicines Agency with an expected approval of 2010.

*Branch Location: Pendleton, IN  
Year Established: 2008  
Employees: 2*
10.31 **NCD Technologies*\(^*\)**  
MGE Innovation Center  
510 Charmany Drive, Suite 258  
Madison, Wisconsin  53719

**Founding Member:** Patrick Heaney, Ph.D.  
**Contact:** Patrick Heaney, Ph.D.  
**Phone No.:** (608) 622-7796  
**Web Site:** http://www.ncdtechnologies.com

Is an early-stage research and development company specializing in Nanocrystalline Diamond (NCD) coatings and applications. NCD coatings are thin diamond coatings initially being developed and demonstrated for tool coating to improve tool performance and reduce manufacturing costs. The platform technology has many industry applications for additional development including miniature devices and systems such as MEMS and NEMS, electronic devices, as well as silicon applications.

10.32 **NorthStar Medical Radioisotopes, LLC*\(^*\)**  
706 Williamson Street, Suite 2  
Madison, Wisconsin  53703

**President & CEO:** George Messina  
**Contact:** Glenn Isensee, Vice President & CTO  
**Phone No.:** (608) 316-6980  
**Fax No.:** (608) 316-6981  
**E-mail:** gisensee@northstarmm.com  
**Web Site:** http://www.northstarmm.com

Develops radioisotopes used in research and therapy for nuclear medicine.

**Year Established:**  2005  
**Employees:**  5  
**Annual Sales:**  <$1,000,000  
**Attorney:** Foley & Lardner  
**Accounting:** RSM McGladrey  
**Banking/Other Financial:** Associated Bank

10.33 **Orbital Technologies Corporation (ORBITEC)**  
1212 Fourier Drive, Space Center  
Madison, Wisconsin  53717

**CEO:** Eric Rice, Ph.D.  
**Contact:** Eric Rice, Ph.D.  
**Phone No.:** (608) 827-5000  
**Fax No.:** (608) 827-5050  
**E-mail:** ricee@orbitec.com  
**Web Site:** http://www.orbitec.com

Is a national leader in small business innovations for the space industry. Our mission is to develop, demonstrate, and deploy innovative technologies and advanced products that enhance the quality of human life and support mankind's exploration of the universe. Our main business areas are propulsion, space resources, and energy; human support systems; emergency response systems; bioproducts and bioproduction systems and services; and interactive 3D systems and services.

**Year Established:**  1988  
**Employees:**  80  
**Annual Sales:**  $14,000,000

10.34 **Phoenix Nuclear Labs LLC**  
8123 Forsythia Street, Suite 140  
Middleton, Wisconsin  53562

**President:** Gregory Piefer  
**Contact:** Gregory Piefer  
**Phone No.:** (608) 826-4267  
**E-mail:** greg.piefer@phoenixnuclearlabs.com

Provides research, development, and commercialization of high-tech concepts.

**Year Established:**  2006  
**Employees:**  1  
**Attorney:** Derek Kritzer, Stafford & Rosenbaum  
**Accounting:** Stephanie Imhoff, Bremser Group  
**Banking/Other Financial:** Marshall & Ilsey Bank
10.35 **Prism Computational Sciences Inc.**
455 Science Drive, Suite 140
Madison, Wisconsin 53711

**President:** Joseph J. MacFarlane
**Contact:** Joseph J. MacFarlane
**Phone No.:** (608) 280-9179
**Fax No.:** (608) 268-9180
**E-mail:** mail@prism-cs.com

Applies state-of-the-art scientific simulation software for use in research and development studies related to atomic spectroscopy, plasma radiation physics and transport, radiation hydrodynamics, atomic physics, and non-equilibrium atomic kinetics.

*Year Established:* 1998  
*Employees:* 4

10.36 **StableBody Technologies, LLC***
4675 Signature Drive
Middleton, Wisconsin 53562

**CEO:** Joseph Firca, Ph.D.
**Contact:** H. Rossiter Horn
**Phone No.:** (608) 698-8445
**Fax No.:** (608) 698-5730
**E-mail:** hrhorn@stablebodytech.com
**Web Site:** http://www.stablebodytech.com

Is commercializing an important new service that will significantly transform the biomedical and pharmacological sectors, currently multibillion dollar markets, by optimizing a universal method to improve recombinant antibody stability.

*Year Established:* 2009  
*Employees:* 2  
*Annual Sales:* $750,000

10.37 **Sustainable Energy Earth (SEE)**
913 Hampshire Place
Madison, Wisconsin 53711

**President:** David Redick
**Contact:** Dave Redick
**Phone No.:** (608) 469-8922
**E-mail:** Dave@Sust-Energy.com
**Web Site:** http://www.Sust-Energy.com

Provides sales and engineering for products that create electricity by hydro-turbines; burning waste fuel; and using waste heat, solar, wind, and geothermal sources.

*Parent Company:* Consultant for Hydro Green Energy, LLC (www.hgenergy.com)
*Parent Location:* Houston, TX
*Year Established:* 2007  
*Employees:* 1  
*Annual Sales:* $1,500,000
*Banking/Other Financial:* Associated Banc Corporation

10.38 **Technicor - a division of Bjorksten/BIT7**
7 Fen Oak Court
Madison, Wisconsin 53718

**President:** James Frater
**Contact:** Susan Miller, Director - Client Site Services
**Phone No.:** (608) 224-0377
**Fax No.:** (608) 224-0455
**E-mail:** smiller@bit7.net
**Web Site:** http://www.bjorksten.com

Provides specialized product development, engineering services, and project staffing.

*Parent Company:* Bjorksten/BIT7
*Parent Location:* Madison, WI
*Year Established:* 1987  
*Employees:* 60  
*Percentage of International Sales:* 5%
10.39 Thermal Spray Technologies, Inc.
515 Progress Way
Sun Prairie, Wisconsin  53590

CEO: Richard Wilkey
Contact: Bill Lenling, President
Phone No.: (608) 825-2772
Fax No.: (608) 825-2737
E-mail: technicalsales@tstcoatings.com
Web Site: http://www.tstcoatings.com

Develops coatings and coated products for industrial applications. These coatings are then produced in production for a variety of industries. Coatings and coated components are mainly produced for OEM companies.

Parent Company: Fisher Barton Group
Parent Location: Waukesha, WI
Year Established: 1992
Employees: 70
Annual Sales: $17,000,000
Percentage of International Sales: 8%
Attorney: Michael Best & Friedrich LLP
Accounting: Smith & Gesteland LLP
Management Consultant: Smith & Gesteland LLP
Banking/Other Financial: Associated Bank

10.40 U.S. Foods & Pharmaceuticals, Inc.
313 West Beltline Highway, Suite 184
Madison, Wisconsin  53713

President: Rajan Vembu
Contact: Laura Schultz
Phone No.: (608) 278-1293
Fax No.: (608) 278-9042
E-mail: info@usfp.com
Web Site: http://www.usfp.com

Provides research and development in biopharmaceuticals. Provides product development and manufacturing in national and international markets.

Year Established: 1995

10.41 Virent Energy Systems Inc.
3571 Anderson Street
Madison, Wisconsin  53704

President & CEO: Lee Edwards
Contact: Kelly Morgan, Manager - Marketing
Phone No.: (608) 237-8603
Fax No.: (608) 663-1630
E-mail: kelly_morgan@virent.com
Web Site: http://www.virent.com

Commercializes an advanced biofuels technology that converts plant sugars into hydrocarbon gasoline, diesel, and jet fuel that are the same as petroleum-based fuels and work in today's engines and pipelines.

Year Established: 2002
Employees: 99
Attorney: Foley & Lardner
Accounting: Grant Thornton
Banking/Other Financial: JP Morgan Chase

10.42 Vortex Medical
2 Southwick Circle
Madison, Wisconsin  53717

Managing Director: Neil Kosterman
Contact: Neil Kosterman
Phone No.: (608) 829-2137
Fax No.: (815) 550-1331
E-mail: VortexZDS@me.com
Web Site: http://www.VortexZDS@mac.com

Is a development stage company for a patent-pending alternative urine retention catheter.

Parent Company: Xennovate Medical LLC
Parent Location: Richmond, IN
Branch Location: Madison, WI
Year Established: 2009
Employees: 1

10.43 Wicab, Inc.
8476 Greenway Boulevard, Suite 200
Middleton, Wisconsin  53562

President & CEO: Robert Beckman
Contact: Gina Reinhard, Controller
Phone No.: (608) 829-4509
Fax No.: (608) 829-4501
Web Site: http://www.wicab.com

Is a biomedical research and development firm.

Year Established: 1998
Employees: 7
10.44 Wisconsin Crop Improvement Association
1575 Linden Drive
554 Moore Hall UW-Madison
Madison, Wisconsin  53706

CEO: Jack Kaltenberg
Contact: Eugene Amberson, General Manager
Phone No.: (608) 262-1341
Fax No.: (608) 262-0210
Web Site: http://www.wisc.edu/wcia

Provides seed certification, seed testing, and variety development services. Also provides third-party documentation of seed quality, identity preserved grain production, and agronomic practices.

Year Established: 1901
Employees: 4
Annual Sales: $500,000

10.45 Wisconsin Radiological Laboratories Inc.
521 Business Park Circle
Stoughton, Wisconsin  53589

Director: Lawrence J. McDonnell
Contact: Lawrence J. McDonnell
Phone No.: (608) 877-0636
Fax No.: (608) 877-0656
E-mail: wrl@chorus.net

Provides radiation tests and measurements.

Year Established: 1990
Employees: 3
Accounting: Fine Point Consulting
Banking/Other Financial: M&I Bank and Capital One
SCIENTIFIC AND TECHNICAL CONSULTING SERVICES

NAICS

5416: Scientific and Technical Consulting Services

FIRMS: 24
EMPLOYED: 95
REVENUES: $25 MILLION
**11.01 10H Inc.**
13 Mark Twain Street
Madison, Wisconsin  53705

**President & CSO:** Steven Goodman, Ph.D.
**Contact:** Steven Goodman, Ph.D.
**Phone No.:** (608) 236-0627
**E-mail:** sgoodman@10Htech.com

Enables biomedical technology through consulting, invention, and strategic partnering at the intersection of biomedical science with materials, microscopy, and nanotechnology. Assesses start-ups for investors and assists small businesses in obtaining SBIR governmental funding.

**Year Established:** 2004
**Employees:** 1
**Attorney:** Neider & Boucher
**Banking/Other Financial:** AMCORE Bank

**11.02 Air & Water Technology Inc. (AWTI)**
6645 Wood Circle West
Post Office Box 620332
Middleton, Wisconsin  53562

**President:** John Menz
**Contact:** John Menz
**Phone No.:** (608) 831-3033
**Fax No.:** (608) 831-3093
**E-mail:** airwater@airwater.com
**Web Site:** http://www.airwater.com

Specializes in air and water disinfection, purification, filtration systems, clean rooms, and custom solutions for commercial and industrial clients to control mold, microbial contamination, chemicals and VOCs, and particulate contamination in buildings, processes, and products. Continuous ultra-violet germicidal energy or UVC emitters are a proven, non-chemical method of eliminating mold growth in air handlers and disinfecting drinking water. UVC irradiation in HVAC can disinfect and deodorize the air, improve cooling and energy efficiency and ROI, and reduce virus transmission in large buildings through continuous disinfection of all the air and coil fins in the AHU with 253.7nm energy.

**Year Established:** 1995
**Employees:** 1
**Percentage of International Sales:** 5%

**11.03 Allied Panels**
4904 Triangle Street, Suite B
McFarland, Wisconsin  53558

**Contact:** Walid Gabr-Rayyan
**Phone No.:** (608) 838-5900
**Fax No.:** (608) 383-5901
**E-mail:** usa@alliedpanels.com

Provides extensive know-how and state-of-the-art technologies in the development of electronics, mechanics, and software with a focus on technically complex medical devices.

**Parent Company:** Celestica Corporation
**Parent Location:** Toronto, ON
**Year Established:** 2000
**Employees:** 20
**Annual Sales:** $10,000,000

**11.04 Applied Signal Processing, Inc.**
1981 North Kollath Road
Verona, Wisconsin  53593

**President:** Shawn Steenhagen
**Contact:** Mark Rae, Vice President
**Phone No.:** (608) 441-9924
**Fax No.:** (608) 646-0311
**E-mail:** information@appliedsignalprocessing.com
**Web Site:** http://www.appliedsignalprocessing.com

Provides complete signal-processing engineering services with an experienced team of hardware, software, and applications engineers. Focuses on delivering creative custom solutions reliably and on time. Specializes in real-time embedded control of acoustic signals.

**Year Established:** 2001
**Employees:** 2
**Annual Sales:** $300,000
**Accounting:** Wipfli Young
**Banking/Other Financial:** Monona State Bank
11.05 Biopulping International
2912 Syene Road
Madison, Wisconsin 53713

CEO: Masood Akhtar
Contact: Masood Akhtar
Phone No.: (608) 221-2514
Fax No.: (608) 221-2522
E-mail: makhtar@biopulping.com
Web Site: http://www.biopulping.com

Develops commercial applications and technological breakthroughs in the pulp and paper and board-making industries, which significantly reduce manufacturing costs and enhance product quality.

Parent Location: Fresno, CA
Year Established: 1997
Employees: 3
Attorney: WARF
Accounting: Smith & Gesteland LLP
Banking/Other Financial: M&I Bank

11.06 Intense Engineering LLC
3591 Anderson Street, Suite 212
Madison, Wisconsin 53704

President: Rick Smith, P.E.
Contact: Dave McCabe, Director of Business Development
Phone No.: (608) 215-3928
E-mail: david.mccabe@intense-engineering.com
Web Site: http://www.intense-engineering.com

Is a technology development and product strike force helping dynamic companies create, develop, and commercialize innovative technologies. Combines superior professional standards, expert design engineering, and comprehensive project management to efficiently and effectively transform core technologies into well-executed products.

Year Established: 2006
Employees: 5
Attorney: DeWitt Ross & Stevens S.C.
Accounting: Smith & Gesteland LLP
Banking/Other Financial: Associated Bank

11.07 John Youngquist & Associates
4046 Windsong Circle
Verona, Wisconsin 53593

President & CEO: John Youngquist
Contact: John Youngquist
Phone No.: (608) 831-1970
Fax No.: (608) 831-1970
E-mail: jayoungquist@msn.com
Web Site: http://www.grant-assistance.com

Provides scientific and engineering services for institutions, small technology firms, small businesses, and start-up companies including (1) producing highly professional, easily understandable, and targeted information (i.e., communication documents) for our client's customers, employees, and investors; (2) writing clear specifications and quality control documents; (3) locating and obtaining funding for business expansion, new ventures, and ongoing product research, and have obtained grants from USDA, DOE, NSF, and DOD (SBIR and USDA VAPG grants are one of our specialties); (4) providing expertise in technology transfer activities; and (5) focusing on energy from natural resources.

Year Established: 2001
Employees: 2

11.08 Madison Instruments, Inc.
4319 Twin Valley Road, Suite 1
Middleton, Wisconsin 53562

President: Paul Hinahara
Contact: Paul Hinahara
Phone No.: (608) 833-1854
Fax No.: (608) 833-1859
E-mail: paulh@madisonir.com
Web Site: http://www.madisonir.com

Designs, manufactures, sells, and services scientific instrumentation. Specific products include mid-infrared, near infrared, and UV-VIS spectrometers. These are utilized for process and quality control, as well as analytical chemistry research.

Year Established: 1996
Employees: 2
Annual Sales: $1,000,000
Percentage of International Sales: 10%
Attorney: DeWitt Ross & Stevens
Accounting: Smith & Gesteland LLP
Banking/Other Financial: Bank of Deerfield and U.S. Bank

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11.09 Measurement Systems Technology Inc.
6917 Sam Road
Lodi, Wisconsin 53555

Applications Engineer: Myron S. Tanner
Contact: Myron S. Tanner
Phone No.: (608) 516-5682
E-mail: myront@MSTInc.com
Web Site: http://www.MSTInc.com

Offers cost-effective solutions to environmental data acquisition, measurement, and sensing applications. Services include system configuration, installation, start-up, and ongoing support. Specializes in low-power, remote, harsh environment, and long-term monitoring applications. A variety of communications options allows for remote data retrieval, real-time data observation, and alarming.

Parent Company: Seventh Generation Energy Systems; Midwest Renewable Energy Association
Year Established: 1990
Employees: 1
Attorney: Solheim Billing & Grimmer, S.C.

11.10 Next Generation Clinical Research
3000 Cahill Main, Suite 214
Madison, Wisconsin 53711

President & CEO: Laura L. Douglass
Contact: Christine Wood-Tank, Director - Corporate Operations
Phone No.: (608) 663-5811
Fax No.: (608) 663-5830
E-mail: info@nextgenclinical.com
Web Site: http://www.nextgenclinical.com

Provides drug development and clinical trial services including project management, safety monitoring, and data management for biopharma companies.

Year Established: 1999
Attorney: Elizabeth Russell, Russell Law
Accounting: Hart & Associates
Banking/Other Financial: Associated Bank & Home Savings Bank

11.11 Pair O Docs Professionals, LLC
510 Charmany Drive, Suite 55
Madison, Wisconsin 53719

Executive Director & CFO: Dr. Susan W. Tait
Contact: Susan Tait
Phone No.: (608) 441-2792
Fax No.: (608) 441-2790
E-mail: rustdr@pairodocspro.com
Web Site: http://www.pairodocspro.com

Specializes in anticorrosion technologies including corrosion consulting, corrosion inhibitor development, corrosion testing, and failure analysis associated with corrosion.

Year Established: 1990
Employees: 2
Annual Sales: <$1,000,000
Percentage of International Sales: <5%
Attorney: Gina Carter, Whyte Hirschboeck Dudek S.C.
Accounting: RSM McGladrey Inc.
Banking/Other Financial: Associated Bank & Home Savings Bank

11.12 Pharma Development Concepts LLC
3037 Bosshard Drive
Fitchburg, Wisconsin 53711

President: Eugene McNally, Ph.D.
Contact: Eugene McNally, Ph.D.
Phone No.: (608) 467-8737 or (608) 354-5751
E-mail: ejmcnally@pharmadevconcepts.com
Web Site: http://www.pharmadevconcepts.com

Specializes in providing biotech and pharmaceutical companies with technical and regulatory guidance in the drug development process. In addition, we offer investors evaluation and due diligence assistance for drugs and biologics.

Year Established: 2007
11.13 **Polarmetrics Corporation**  
3510 Parmenter Street  
Middleton, Wisconsin  53562  

**President:** John Beauchaine  
**Contact:** John Beauchaine  
**Phone No.:** (608) 831-2360, Ext. 11  
**Fax No.:** (888) 355-5078  
**E-mail:** info@polarmetrics-corp.com  
**Web Site:** http://www.polarmetrics-corp.com  

Provides scientific chemical analyzers and consulting.  

*Year Established: 1958*  
*Employees: 4*  
*Annual Sales: $3,000,000*  
*Percentage of International Sales: 50%*  
*Attorney: Kutsunis Law*  
*Accounting: Meicher CPA*  

11.14 **Process Research Solutions, LLC**  
Post Office Box 5593  
Madison, Wisconsin  53705  

**Chemical Engineer & Software Developer:** Abigail Cantor, P.E.  
**Contact:** Abigail Cantor  
**Phone No.:** (608) 233-3911  
**Web Site:** http://www.processresearch.net  

Provides chemical engineering for water chemistry and corrosion problems, data management software, and custom computer programming.  

*Year Established: 1997*  
*Employees: 1*  

11.15 **Protocol Link, Inc.**  
2898 Melissa Circle  
Fitchburg, Wisconsin  53711  

**Chairman & CEO:** Dipak Doshi  
**Contact:** Neelone Cestkowski, Executive Director  
**Phone No.:** (608) 628-3636  
**E-mail:** ncestkowski@protocollink.com  
**Web Site:** http://www.protocollink.com  

Is a project management and technical consulting firm providing global regulatory compliance, quality assurance, operations, and validation services to FDA-regulated industries. Provides consulting services to various clients throughout the Midwest and East Coast.  

*Parent Location: Vernon Hills, IL*  
*Year Established: 1996*  

11.16 **Quality and Regulatory Associates, LLC**  
800 Levanger Lane  
Stoughton, Wisconsin  53589  

**Principal Consultant:** Gary Syring  
**Contact:** Gary Syring  
**Phone No.:** (608) 877-2635  
**Fax No.:** (608) 873-7382  
**E-mail:** GSyring@QRASupport.com  
**Web Site:** http://www.QRASupport.com  

Provides quality and regulatory consulting to FDA-regulated businesses.  

*Year Established: 1995*  
*Employees: 1*  
*Annual Sales: $140,000*  
*Percentage of International Sales: 5%*  
*Banking/Other Financial: Wells Fargo*  

11.17 **Quality Power Solutions**  
5812 Manufacturers Drive  
Madison, Wisconsin  53704  

**President:** Brian Loken  
**Contact:** Mike Finnegan, Sales Manager  
**Phone No.:** (608) 661-9910  
**Fax No.:** (608) 661-9915  
**E-mail:** tmannella@qpsolutions.net  
**Web Site:** http://www.qpsolutions.net  

Specializes in the design and build/remodel of data centers and server rooms. Ours is a total infrastructure approach of power distribution, power backup, flooring, cooling, fire suppression, and racks. Add your servers and applications to create your companies' total IT platform. Is also a full-service and support company servicing UPS, generators, and other mission-critical systems.  

*Year Established: 2002*  
*Employees: 12*  
*Banking/Other Financial: First Business Bank*
11.18 Sanchez Industrial Design Inc.
4319 Twin Valley Road, Suite 3
Middleton, Wisconsin 53562

President: Gonzalo Sanchez
Contact: Gonzalo Sanchez
Phone No.: (608) 831-9777
Fax No.: (608) 831-9997
E-mail: info@sid-inc.com
Web Site: http://www.sid-inc.com

Provides environmental consulting and monitoring including noise, vibration, air quality, and water quality. Includes products such as environmental data loggers, portable audio data recorders, permanent and portable environmental monitoring systems, and aluminum tilt-down equipment poles.

Year Established: 1996

11.19 SciGro, Inc.
510 Charmany Drive, Suite 175B
Madison, Wisconsin 53719

CEO: Betsy M. Ohlsson-Wilhelm
Contact: Kathy Muirhead, COO
Phone No.: (608) 824-9130
E-mail: kmuirhead@scigro.com
Web Site: http://www.maconsultants.com

Is a biomedical consultancy company founded in 1996. Helps small businesses translate scientific discoveries and early-stage technologies into successful drugs, diagnostics, and medical devices. Services include (1) assistance with product development planning and grants-based seed funding, (2) operations management for virtual companies, and (3) scientific due diligence.

Branch Location: Cambridge, MA
Year Established: 1996
Employees: 1
Annual Sales: <$1,000,000
Percentage of International Sales: 30%
Attorney: MacElree, Harvey Ltd. (PA)
Accounting: Fischer, Cunnane & Associates, LLP (PA)
Banking/Other Financial: M&I Bank (Middleton)

11.20 Steinbine Development LLC
12 South Industrial Park Road
Deerfield, Wisconsin 53531

President: Mark P. Steinert
Contact: Randal Mueller, Vice President - Development
Phone No.: (608) 358-4101
E-mail: randal.mueller@steinbine.com
Web Site: http://www.steinbine.com

Provides low-head hydroelectric impulse turbine systems.

Year Established: 2007
Attorney: Energy Law Wisconsin
Banking/Other Financial: M&I Bank

11.21 Structural Research Inc.
3207 Laura Lane
Middleton, Wisconsin 53562

CEO: Rene M. Dupuis, Ph.D., P.E.
Contact: Mary Esser, Executive Assistant
Phone No.: (608) 831-5333
Fax No.: (608) 831-6295
Web Site: http://www.sri-engineering.com

Provides research on exterior building components.

Year Established: 1978
Employees: 10
Accounting: Clifton Gunderson
Banking/Other Financial: Oak Bank
11.22 **SWI/Vertatique**  
Post Office Box 56067  
Madison, Wisconsin  53705  

**President:** Matthew Peterson  
**Contact:** Matt Peterson  
**Phone No.:** (608) 661-0880  
**Fax No.:** (866) 389-9882  
**E-mail:** contact@swonders.com  
**Web Site:** http://www.swonders.com

Provides business information, management services, and consulting for organizations using/distributing electronic media content and technology (television, digital cinema, broadband, online) to domestic and international enterprises. Publishes vertatique.com for Green ICT technologies and practices.

*Year Established: 1994  
Employees: 2  
Attorney: LaFollette Godfrey & Kahn  
Accounting: Kenneth B. Klinzing, S.C.  
Banking/Other Financial: M&I Bank*

11.23 **VDW Design, LLC**  
104 South Shuman Street  
Verona, Wisconsin  53593  

**President:** Daniel VanderWeide  
**Contact:** Daniel VanderWeide  
**Phone No.:** (608) 217-1660  
**Fax No.:** (815) 371-3407  
**E-mail:** info@vdwdesign.com  
**Web Site:** http://www.vdwdesign.com

Performs design and consulting on high-frequency electrical circuits for a variety of clients. Services include circuit and antenna simulation using computer-aided design techniques, design and fabrication of prototype circuits, and high-level circuit analysis.

*Year Established: 1990  
Employees: 1  
Annual Sales: $200,000  
Attorney: Greg Lynch, Michael Best  
Accounting: CK Accounting  
Banking/Other Financial: UW Credit Union*

11.24 **Zurex Pharma, Inc.*  
510 Charmany Drive, Suite 268  
Madison, Wisconsin  53719  

**President & CEO:** Carmine J. Durham  
**Contact:** Carmine Durham  
**Phone No.:** (608) 441-8345  
**E-mail:** cdurham@zurexpharma.com  
**Web Site:** http://www.zurexpharma.com

Provides specialty pharma and drug/device antimicrobial technologies designed to prevent health care-acquired infections. Also applies the same technologies to agricultural and veterinarian uses.

*Year Established: 2008  
Attorney: Foley & Lardner, Hogan & Lovell’s, AlphaTech Counsel  
Accounting: Huth Thompson  
Management Consultant: Averion International Corp.  
Banking/Other Financial: First Business Bank*
FIRMS: 3
EMPLOYED: 170
REVENUES: $25 MILLION
12.01 Dane County Cytology Center, Inc.
2000 Engel Street, Suite 201
Monona, Wisconsin 53713

Corporation President: Gail Klein
Contact: Gail Klein
Phone No.: (608) 255-5135
Fax No.: (608) 255-2640

Is a cytology testing laboratory.

Year Established: 1960
Employees: 25
Attorney: HBS Law Firm
Accounting: SVA
Banking/Other Financial: M&I Bank

12.02 Meriter Laboratories
36 South Brooks Street
Madison, Wisconsin 53715

Vice President: Susan Erickson
Contact: Lana Steckel, Administrative Director
Phone No.: (608) 417-6267
Fax No.: (608) 417-6393
Web Site: http://www.meriter.com

Provides medical lab testing for area hospitals, clinics, and research facilities.

Parent Company: Meriter Health Services, Inc.
Parent Location: Madison, WI
Year Established: 1987
Employees: 140

12.03 Metabolic Analysis Labs Inc.
1202 Ann Street
Madison, Wisconsin 53713

CEO: Kathryn J. Shug
Contact: Mary Schmidt, Laboratory Manager
Phone No.: (608) 255-2491
Fax No.: (608) 257-3015
E-mail: metaboliclab@hotmail.com
Web Site: http://www.metabolicanalysislabs.com

Specializes in the analysis of L-Carnitine (an essential component of human and animal health and nutrition) for clinical diagnosis, product quality control and research. Serves health care, academic, and industrial customers nationwide and abroad.

Year Established: 1981
Employees: 5
Accounting: Wegner CPA, LLP
Banking/Other Financial: M&I Bank
COMPANIES NOT PROFILED IN 2011 DIRECTORY
<table>
<thead>
<tr>
<th>Company Name</th>
<th>City, State Zip</th>
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<tbody>
<tr>
<td>Accuform Technologies, LLC</td>
<td>Middleton, Wisconsin 53562</td>
</tr>
<tr>
<td>AgilityBio</td>
<td>Lodi, Wisconsin</td>
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<tr>
<td>AlgaXperts, LLC</td>
<td>Madison, Wisconsin</td>
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<tr>
<td>Alkar Rapid-Pack, Inc.</td>
<td>Lodi, Wisconsin 53555</td>
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<tr>
<td>Allergen Reduction</td>
<td>Middleton, Wisconsin 53562</td>
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<tr>
<td>Alpha Universe LLC</td>
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<tr>
<td>Applied Reproductive Technologies</td>
<td>Madison, Wisconsin 53704</td>
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<td>Autonomous Mind</td>
<td>Madison, Wisconsin 53704</td>
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<tr>
<td>BIOFerm Energy Systems Inc.</td>
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<tr>
<td>Biokin Limited</td>
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<td>Biomed Inc.</td>
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<td>Broadjam Corporation</td>
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<td>BTS Bio, Inc.</td>
<td>Madison, Wisconsin 53705</td>
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<tr>
<td>Busyharbor</td>
<td>Madison, Wisconsin 53704</td>
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<tr>
<td>Cardiac Science Corporation</td>
<td>Deerfield, Wisconsin 53531</td>
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<tr>
<td>CedarCreek Web Design</td>
<td>Verona, Wisconsin 53593</td>
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<tr>
<td>Central Signal LLC</td>
<td>Madison, Wisconsin 53713</td>
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<td>Chimex</td>
<td>Madison, Wisconsin 53718</td>
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<tr>
<td>Chris Hoppe Consulting</td>
<td>Madison, Wisconsin 53703</td>
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<td>Coakley-Tech</td>
<td>Madison, Wisconsin 53718</td>
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<td>Cogent Pharma</td>
<td>Madison, Wisconsin 53705</td>
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<tr>
<td>Colby Pharmaceutical Company</td>
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<td>Coolwater Aquaculture, LLC</td>
<td>Middleton, Wisconsin 53562</td>
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<tr>
<td>CW Technologies LLC</td>
<td>Madison, Wisconsin 53703</td>
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<td>Deibel Laboratories Inc.</td>
<td>Madison, Wisconsin 53704</td>
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<td>Dew &amp; Ken Group, Inc.</td>
<td>Madison, Wisconsin 53717</td>
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<td>docuScan of Wisconsin</td>
<td>Madison, Wisconsin 53703</td>
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<tr>
<td>Earth Tech Consulting, Inc.</td>
<td>Arena, Wisconsin 53503</td>
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</tbody>
</table>
Companies Not Profiled in 2011 Directory

Emdat, Inc.
Fitchburg, Wisconsin  53711

Emergent Life Technologies
Madison, Wisconsin  53719

Encompass
Madison, Wisconsin  53711

Enzyme Formulations
Madison, Wisconsin

eXsellera, LLC
Madison, Wisconsin  53705

External Technology Solutions
Madison, Wisconsin  53713

Extreme Engineering Solutions
Middleton, Wisconsin  53562

FireSite LLC
Madison, Wisconsin  53711

Fiskars Brands Inc.
Madison, Wisconsin  53718

Fiveash Data Management
Madison, Wisconsin  53726

FLEX Lighting
Madison, Wisconsin  53704

Frontier Science and Technology Research Foundation
Madison, Wisconsin

FTS InfoTech
Madison, Wisconsin  53719

Fugent LLC
Madison, Wisconsin  53704

Ganitham Computer Services
Madison, Wisconsin  53707

GenMARK
Madison, Wisconsin  53704

Genus
DeForest, Wisconsin

G-I Office Technologies
Madison, Wisconsin  53714

GTECH Corporation
Madison, Wisconsin  53718

HealthLat, LLC
Madison, Wisconsin  53705

Heartland Business Systems
Stoughton, Wisconsin  53589

Human Head Studios
Madison, Wisconsin  53704

I.T. x Solutions Inc.
Madison, Wisconsin  53711

Ikaria, Inc.
Madison, Wisconsin  53718

ImBed Biosciences
Madison, Wisconsin

IMS
Madison, Wisconsin  53703

Intact Solutions, LLC
Madison, Wisconsin  53726

IPM Works
Madison, Wisconsin  53705
Companies Not Profiled in 2011 Directory

IS Computer Service
Madison, Wisconsin 53719

Mitinet
Madison, Wisconsin 53719

Isomark, LLC
Madison, Wisconsin 53711

My Payment Network
Madison, Wisconsin 53705

ITx Solutions
Madison, Wisconsin 53711

Nano Imaging Devices, Ltd.
Madison, Wisconsin 53719

Janssen Computers
Madison, Wisconsin

NanoOncology
Madison, Wisconsin

Johnson Health Tech, N.A.
Cottage Grove, Wisconsin 53527

Netkeva
Madison, Wisconsin 53704

JumperTel Communications
Madison, Wisconsin 53719

NewTunes.com
Fitchburg, Wisconsin 53711

Kerr Corporation
Middleton, Wisconsin 53562

Novel Solutions, Inc.
Madison, Wisconsin 53719

LS Optimal
Madison, Wisconsin 53719

Oxford Global Resources, Inc.
Waunakee, Wisconsin 53597

LS Research, LLC
Fitchburg, Wisconsin 53711

PharmaSeek
Madison, Wisconsin 53717

Mad Town Designs
Stoughton, Wisconsin 53589

Pharming Healthcare, Inc.
DeForest, Wisconsin

Madison Biodiagnostics
Madison, Wisconsin

Polyron
Madison, Wisconsin 53719

Madison Computer Specialists
Stoughton, Wisconsin 53589

Praesto, Inc.
Fitchburg, Wisconsin 53711

Microbial Biosynthesis, LLC
Madison, Wisconsin 53711

Primorigen Biosciences LLC
Madison, Wisconsin 53719

MioSoft Corporation
Madison, Wisconsin 53719

Proteora LLC
Madison, Wisconsin 53713
Companies Not Profiled in 2011 Directory

**Radial Web Solutions LLC**  
Fitchburg, Wisconsin 53711

**Stem Cell and Regenerative Medicine Center**  
Madison, Wisconsin 53705

**Remotetec Solutions**  
Madison, Wisconsin 53703

**T. Connell and Associates Inc.**  
Madison, Wisconsin 53705

**Renk Seed Company**  
Sun Prairie, Wisconsin 53590

**The AccuTrak Group LLC**  
Madison, Wisconsin 53705

**Rescuecom of Madison**  
Middleton, Wisconsin 53562

**Transitions Inc.**  
Verona, Wisconsin 53593

**Research Training Associates**  
Madison, Wisconsin 53704

**Trophic Solutions**  
Madison, Wisconsin

**ResTech Services**  
Madison, Wisconsin 53703

**Unifinimum Ltd.**  
Madison, Wisconsin 53705

**Salus Discovery**  
Madison, Wisconsin 53711

**United Vaccines, Inc.**  
Fitchburg, Wisconsin 53719

**Sanimax**  
DeForest, Wisconsin 53532

**URS**  
Middleton, Wisconsin 53562

**Shared Medical Services**  
Cottage Grove, Wisconsin 53523

**Vancil Creative**  
Madison, Wisconsin 53719

**Software Automation Technologies**  
Madison, Wisconsin 53719

**Vatrix Medical**  
Madison, Wisconsin

**Soil Information Systems, Inc.**  
Madison, Wisconsin 53704

**Verax**  
Madison, Wisconsin 53703

**Sprixx**  
Mount Horeb, Wisconsin

**Vieth Consulting**  
Madison, Wisconsin 53717

**Spyglass LLC**  
Madison, Wisconsin 53719

**Vitae LLC**  
Madison, Wisconsin 53703

**Square Circle Consulting LLC**  
Madison, Wisconsin 53708

**Vo Vision, Inc.**  
Madison, Wisconsin
Webspinners
Madison, Wisconsin  53719

Widen Enterprises
Madison, Wisconsin  53713

Woodscolt Technology
Verona, Wisconsin  53593

WPS - External Technology Solutions
Madison, Wisconsin  53708

Younger Enterprise Systems LLC
Madison, Wisconsin  53716

Zip It
Madison, Wisconsin  53704
PUBLIC RESOURCES

BUSINESS ASSISTANCE • CAPITAL EQUIPMENT
EMPLOYEE TRAINING & DEVELOPMENT
FACILITIES & SUPPORT SERVICES • FINANCING
INTERNATIONAL DEVELOPMENT • NETWORKING
TECHNICAL RESEARCH & ASSISTANCE • VENTURE CAPITAL

Madison Gas and Electric
AIESEC-Madison
SAC 333 East Campus Mall Office 3198
Madison, Wisconsin 53715

President: Jeff Chen
Contact: Kevin Kobs, Vice President of Business Development
Phone No.: (608) 658-8096
E-mail: aiesecmadison@gmail.com
Web Site: http://www.aiesec.wikidot.com

Is a student-run nonprofit organization that is present in over 100 countries worldwide. We partner with organizations to provide access to international talent ranging from students and recent graduates to young professionals with years of work experience in a number of fields.

Year Established: 1956

City of Madison, Office of Business Resources
215 Martin Luther King Jr. Boulevard
Post Office Box 2983
Madison, Wisconsin 53701

Manager: Matt Mikolajewski
Contact: Michael Gay, Business Development Coordinator
Phone No.: (608) 267-4933
Fax No.: (608) 261-6126
E-mail: obr@cityofmadison.com
Web Site: http://www.cityofmadison.com/business

Provides information and assistance to start-up, expanding, and relocating businesses.

CleanTech Partners, Inc.
8309 Greenway Boulevard, Suite 220
Middleton, Wisconsin 53562

President: Masood Akhtar
Contact: Tim Konicek, Director - Venture Investments
Phone No.: (608) 203-0112
Fax No.: (608) 203-0119
Web Site: http://www.cleantechpartners.org

Is a Wisconsin-based, private, nonprofit organization that invests in emerging, energy-saving technologies.

Year Established: 2002
Employees: 7

Dane County UW - Extension Office
One Fen Oak Court, No. 138
Madison, Wisconsin 53718

Community Resource Development Educator: Bill Rizzo
Contact: Bill Rizzo
Phone No.: (608) 224-3719
Fax No.: (608) 224-3727
E-mail: rizzo@co.dane.wi.us

Provides assistance in community and economic development, community analysis, organization, and revitalization. Also provides pre-venture counseling for prospective entrepreneurs in agriculture and agriculture-related enterprises.

Parent Company: University of Wisconsin-Extension/Cooperative Extension
Parent Location: Madison, WI

Entrepreneurship and Economic Development - University of Wisconsin-Extension
UW-Extension Building
432 North Lake Street, Room 423
Madison, Wisconsin 53706

Executive Director: Kim Kindschi
Contact: Kim Kindschi
Phone No.: (608) 263-7794
E-mail: kim.kindschi@uwex.edu
Web Site: http://www.wisconsinsbdc.net/uwex_deed/

Fosters, supports, and coordinates entrepreneurship and economic development activities occurring at the University of Wisconsin campuses and the communities they serve. We do this through partnerships with governmental entities, educational institutions, nonprofit organizations, and the business community. Creates new businesses and grows existing businesses by providing training; information about financial, technology, and other resources; one-on-one business counseling; and networking opportunities.
Madison Area Business Consultants (MABC)
5818 Piping Rock Road
Madison, Wisconsin  53711

Co-Chairman:  Eric Brown
Contact:  Eric Brown
Phone No.:  (608) 274-3055
E-mail:  esbrown@sbcglobal.net
Web Site:  http://www.madisonconsultants.com or http://www.wisconsinconsultants.com

Are independent business consultants who serve the business community at local, state, and national levels. Members provide consulting on accounting and finance, business support services, coaching, engineering and manufacturing support, human resources, information management, law and regulatory compliance, marketing and sales, organizational development and planning, and writing.

Year Established:  1987
Employees:  3

Madison Gas and Electric Company - Economic Development
Post Office Box 1231
Madison, Wisconsin  53701

Director:  Phyllis Wilhelm
Contact:  Jim Mohrbacher or John Drury, Business Development Managers
Phone No.:  (608) 252-7116 (Jim) or (608) 252-7081 (John)

Connecting you to more business resources . . . Whether you are a start-up, expanding, or mature company, MGE can be a valuable resource to your business. Our knowledge and connections to local resources can provide the critical information or contacts you need to make location, facility, or building decisions including economic/demographic trend data, space and finance options, environmental issue identification, energy cost savings, and training and workforce options.

Madison College - Business Procurement Assistance Center
302 South Gammon Road, Suite 207
Madison, Wisconsin  53717

Interim Program Manager:  Ann Johns
Contact:  Ann Johns
Phone No.:  (608) 243-4490
E-mail:  bpac@madisoncollege.org
Web Site:  http://matcmadison.edu/bpac

Helps Wisconsin businesses interested in selling their products and services to all branches of the government by delivering free technical and marketing assistance. Focus is primarily to provide small businesses with the necessary tools to be competitive in the government-contracting arena.

Year Established:  1988

MERLIN Mentors
505 South Rosa Road, Suite 10A
Madison, Wisconsin  53719

Contact:  Terry Sivesind
Phone No.:  (608) 238-7674
Web Site:  http://www.merlinmentors.org

Fosters growth in the number and quality of Madison area start-up enterprises by matching new entrepreneurs with experienced business people. At the heart of MERLIN is the relationship between entrepreneurs and mentors. Participants who engage in the mentoring process learn much about forming a venture. Whether their ideas are practical for the marketplace or not, the knowledge they gain can be transferred to any venture they choose to create. An important side benefit of the mentors' efforts is the creation of successful companies. Was developed with the support and cooperation of various entities related to the University of Wisconsin:  the Wisconsin Alumni Research Foundation (WARF), University Research Park, the School of Business, and the Office of Corporate Relations. We strengthen the University of Wisconsin's role as a leader in innovation by contributing to the education of UW students, faculty, and alumni.
SCORE Madison
505 South Rosa Road
Madison, Wisconsin  53719

SCORE Madison Chapter Chair:  Bill Arthur
Contact:  Bill Arthur
Phone No.:  (608) 441-2820
E-mail:  scoreoffice@scoremadison145.org
Web Site:  http://www.scoremadison.org

Provides counseling, at no charge, to both start-up and existing small businesses. Our volunteer counselors include retired and currently employed business owners, executives, and professionals with a wide range of experience.

Year Established:  1964

Small Business Development Center - SBDC
Business AnswerLine
Grainger Hall, Suite 3260
975 University Avenue
Madison, Wisconsin  53706

Director:  Neil Lerner
Contact:  Rena Gelman, Business AnswerLine Coordinator
Phone No.:  (608) 265-3052
Fax No.:  (608) 263-0818
E-mail:  sbdcanswerline@bus.wisc.edu
Web Site:  http://www.uwsbdc.org

Assists existing small businesses with one-on-one business counseling. Provides seminars in many business topics including business planning, business fundamentals, leadership skills, marketing skills, financial management, and HR. Provides a Business Answerline for business questions: 1-800-940-7232.

Parent Company:  UW Madison School of Business
Parent Location:  Madison, WI
Year Established:  1980

Thrive (the Madison Region Economic Development Enterprise)
615 East Washington Avenue
Post Office Box 71
Madison, Wisconsin  53701

President:  Jennifer Alexander
Contact:  Jennifer Post-Tyler
Phone No.:  (608) 443-1960
Fax No.:  (608) 256-0333
E-mail:  info@thrivehere.org
Web Site:  http://www.thrivehere.org

Is the economic development enterprise for the eight-county Madison, Wisconsin, region (Columbia, Dane, Dodge, Green, Iowa, Jefferson, Rock, and Sauk counties).

Year Established:  2007

U.S. Small Business Administration
740 Regent Street, Suite 100
Madison, Wisconsin  53715

District Director:  Eric M. Ness
Contact:  Eric M. Ness
Phone No.:  (608) 441-5205
Fax No.:  (202) 481-1881
E-mail:  eric.ness@sba.gov
Web Site:  http://www.sba.gov/wi

Guarantees bank term loans for companies in need of working capital, machinery and equipment, furniture and fixtures, land and building (including purchase, renovation, and new construction), leasehold improvements, and debt refinancing. Provides short-term loans of up to $50,000 through its MicroLoan program to small businesses for working capital or the purchase of inventory, supplies, furniture, fixtures, machinery, and/or equipment. Provides finance and export counseling through the Export Assistance Center in Chicago. Provides free counseling and training through SCORE offices, SBDCs, and Women Business Centers. Guarantees Bonds for contracts. Office of Technology administers the Small Business Innovation Research (SBIR) Program and the Small Business Technology Transfer (STTR) Program.

Parent Location:  Washington DC
Branch Location:  Milwaukee, WI
Year Established:  1953
Employees:  6
University of Wisconsin-Madison - College of Engineering
1415 Engineering Drive
Madison, Wisconsin 53706

Dean: Paul S. Peercy
Contact: Lawrence Casper, Assistant Dean - Engineering, Research, & Technology
Phone No.: (608) 265-4104
Fax No.: (608) 262-6400
E-mail: casper@engr.wisc.edu
Web Site: http://www.engr.wisc.edu/industry/

Provides a primary contact point for business, industry, and government to access technical capabilities in engineering. The staff develops sponsored research relationships between industry and college faculty, research centers, and consortia.

Year Established: 1889

University of Wisconsin-Madison - Technology Enterprise Cooperative
2610 Engineering Hall
1415 Engineering Drive
Madison, Wisconsin 53706

Dean, College of Engineering: Paul Peercy
Contact: Paul Peercy
Phone No.: (608) 262-3482
Fax No.: (608) 262-6400
E-mail: peercy@engr.wisc.edu
Web Site: http://www.engr.wisc.edu/centers/uw-tec/

Is a UW-Madison organization to provide students firsthand experience in innovation and entrepreneurship.

Weinert Center for Entrepreneurship
975 University Avenue
4420 Grainger Hall
Madison, Wisconsin 53706

Executive Director: Ramon (Ray) Aldag
Contact: Ramon (Ray) Aldag, Glen A. Skillrud Family Chair in Business
Phone No.: (608) 263-3771
Fax No.: (608) 262-8773
E-mail: raldag@bus.wisc.edu
Web Site: http://www.bus.wisc.edu/weinertcenter

Located at the UW-Madison, School of Business, the Center is dedicated to teaching, research, and services pertaining to entrepreneurial management and enterprise development. Is a resource for students interested in entrepreneurship. Students complete a series of courses relating to new venture creation and related topics in preparation for roles as business owners and managers, venture capitalists, or consultants to smaller businesses.

Year Established: 1986

Wisconsin Business Wizard
Web Site: http://ww2.wisconsin.gov/state/wizard/app/LoadIntro

Provides an online tutorial for customized business start-up, permit, licensing assistance, and information. Provided by the Wisconsin Department of Commerce.

Wisconsin Center for Applied Microelectronics
University of Wisconsin, Madison
Engineering Centers Building
1550 University Avenue
Madison, Wisconsin 53706

Lab Manager: Dan Christensen
Contact: Jon McCarthy, Director
Phone No.: (608) 262-6877
E-mail: dan@engr.wisc.edu
Web Site: http://www.engr.wisc.edu/centers/wcam/

Provides a research CLEAN ROOM facility for microfabrication technologies, products, and innovations. Gives students, faculty, and industrial clients a state-of-the-art facility to maintain leading-edge research programs and innovative micro- and nano-device fabrication. Is a cost-recovery facility open to university and industrial patrons throughout the state and upper Midwest region.

Parent Company: University of Wisconsin
Year Established: 1980
Employees: 4
Wisconsin Department of Commerce
201 West Washington Avenue
Post Office Box 7970
Madison, Wisconsin 53707

Secretary: Paul Jadin
Contact: Kathy Heady, Area Development Manager
Phone No.: (608) 266-9944
Fax No.: (608) 264-6151
E-mail: kathy.heady@wisconsin.gov
Web Site: http://www.commerce.wi.gov

Is the first point of contact for Wisconsin Commerce programs in a seven-county area including Dane, Jefferson, Dodge, Waukesha, Washington, Fond du Lac, and Ozaukee counties.

Year Established: 1900

Wisconsin Department of Commerce
201 West Washington Avenue
Post Office Box 7970
Madison, Wisconsin 53707

Contact: Aaron Hagar, Technology Development Manager
Phone No.: (608) 267-0769
Fax No.: (608) 267-2829
Web Site: http://www.commerce.wi.gov

Is the first point of contact at the Wisconsin Department of Commerce for early-stage, high-tech businesses interested in attracting R&D funds and private investment.

Wisconsin Department of Commerce, Bureau of Business Development
201 West Washington Avenue
Post Office Box 7970
Madison, Wisconsin 53707

Contact: John Stricker, Director
Phone No.: (608) 261-7710
Fax No.: (608) 267-2829
E-mail: John.Stricker@wisconsin.gov
Web Site: http://www.commerce.wi.gov

Assists business expansions, promotes business retention, and helps local development organizations through knowledge of federal, state, and regional resources.

Wisconsin Department of Commerce, Minority Business Development
201 West Washington Avenue
Post Office Box 7970
Madison, Wisconsin 53707

Contact: Aggo Akyea
Phone No.: (608) 261-7729

Provides financial assistance and low-interest loans for start-up and expansion of minority-owned businesses in Wisconsin.

Wisconsin Department of Commerce, Women's Business Liaison
201 West Washington Avenue
Post Office Box 7970
Madison, Wisconsin 53707

Contact: Carol Dunn, Women's Business Ombudsman
Phone No.: (608) 267-0297
Fax No.: (608) 264-6151
E-mail: carol.dunn@wi.gov
Web Site: http://www.commerce.state.wi.us

Provides consulting services to women-owned businesses and women's business organizations. Identifies funding sources and technical assistance resources. Develops informational materials and training programs. Administers the Women's Business Certification Program for the Department of Commerce.

Wisconsin Department of Financial Institutions
345 West Washington Avenue, 5th Floor
Post Office Box 8861
Madison, Wisconsin 53708

Contact: Catherine Haberland, Executive Assistant
Phone No.: (608) 264-7800
Fax No.: (608) 261-4334
Web Site: http://www.wdfi.org

Is the filing agent for all businesses operating in Wisconsin. Also regulates state-chartered financial institutions. Our Division of Securities regulates activities in the securities industry in our state.

Year Established: 1996
**Wisconsin Entrepreneurs' Network (WEN)**
432 North Lake Street, Room 421
Madison, Wisconsin 53704

**Contact:** Ashwini Rao, Statewide Coordinator  
**Phone No.:** (608) 263-0398  
**Fax No.:** (608) 263-7830  
**E-mail:** ashwini.rao@uwex.edu  
**Web Site:** http://www.wenportal.org

Provides entrepreneurs with access to a statewide network of resources and expertise, identifies high-potential entrepreneurs and helps move their businesses forward, facilitates collaboration between entrepreneurs and organizations that assist entrepreneurs, and helps create and grow minority-owned businesses. Has five regional directors with more than 75 years of relevant business development and technology commercialization experience including expertise in federal research and development funding, technology transfer, and engineering. In addition to business advice and guidance, WEN also offers grants for business plan development and for assistance in developing proposals for federal research and development (R&D) grants.

**Year Established:** 2005

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**Wisconsin Technology Council**
455 Science Drive, No. 240
Madison, Wisconsin 53711

**President:** Tom Still  
**Contact:** Gina Leahy, Office Manager  
**Phone No.:** (608) 442-7557  
**Fax No.:** (608) 231-6877  
**E-mail:** gleahy@wisconsintechnologycouncil.com  
**Web Site:** http://www.wisconsintechnologycouncil.com

Serves as the leading policy advisor and catalyst for the creation, development, and retention of science- and technology-based businesses in Wisconsin. Produces the Wisconsin pavilion at the annual BIO International Convention, annual Wisconsin Early Stage Symposium, the Wisconsin Entrepreneurs' Conference, the Wisconsin Governor's Business Plan Contest, and the Wisconsin YES Business Plan Contest for youth. It is affiliated with the Wisconsin Security Research Consortium.

Other Wisconsin Technology Council initiatives include:

**Wisconsin Innovation Network (WIN)**
Promotes Wisconsin entrepreneurship through educational/training opportunities and financial business resource networks throughout the state of Wisconsin including Madison, Milwaukee, northeast Wisconsin, central Wisconsin, western Wisconsin, and the Lake Superior region.

**Wisconsin Angel Network**
Fuels the growth of early-stage financing throughout Wisconsin and the I-Q Corridor. Operates an online Deal-Flow Pipeline and includes 28 investor groups as members.

**Publications**
Publications of the Tech Council include the Economic Value of Academic Research and Development in Wisconsin, the Wisconsin Portfolio, the Wisconsin Edge, the Entrepreneurs' Toolkit, and Vision 2020: A Model Wisconsin Economy.

**Year Established:** 2001  
**Employees:** 8
Wisconsin Women's Business Initiative Corporation (WWBIC)
2300 South Park Street, Suite 103
Madison, Wisconsin  53713

President:  Wendy K. Baumann
Contact:  Ruth Rohlich, Project Director
Phone No.: (608) 257-5450
Fax No.:  (608) 257-5454
E-mail: info@wwbic.com
Web Site:  http://www.wwbic.com

Is a nonprofit economic development corporation providing quality business education, technical assistance, and access to capital for small and microbusinesses in Wisconsin.

Year Established:  1987
Employees:  5
Madison Development Corporation (MDC)
550 West Washington Avenue
Madison, Wisconsin 53703

President: Frank Staniszewski
Contact: David Scholtens, Vice President
Phone No.: (608) 256-2799, Ext. 213
Fax No.: (608) 256-1560
Web Site: http://www.mdcorp.org

Provides loans to Madison-area businesses for working capital and fixed asset purchases. Also administers the Venture Debt Fund program. Is designed to provide debt financing to emerging growth companies. The Fund is intended to complement early-stage equity sources of capital and stretch the ability of growth companies to access capital at a predictable cost while giving up minimal ownership or control.

Year Established: 1977

U.S. Small Business Administration
740 Regent Street
Madison, Wisconsin 53715

Administrator: Hector Barreto
Contact: John Miranda or Becky Freund, Senior Loan Specialists
Phone No.: (608) 441-5512 or (608) 441-5519
Fax No.: (202) 481-5853
Web Site: http://www.sba.gov

Guarantees bank term loans for companies in need of equipment, building, working capital, or refinancing debt. Provides transactional finance and export counseling through the U.S. Export Assistance Center in Chicago. Provides counseling and training through the SCORE counselors to America's Small Business Development Centers located on UW Business School campuses.

Year Established: 1953

Wisconsin Business Development Finance Corporation (WBDFC)
100 River Place, Suite 1
Monona, Wisconsin 53716

President: Joseph Wolfe
Contact: Joseph Wolfe
Phone No.: (608) 819-0390 or (800) 536-6799
Fax No.: (608) 819-0393
E-mail: jwolfe@wbd.org
Web Site: http://www.wbd.org

Provides risk capital for fixed-asset purchases (plant and equipment) up to $5,000,000. Long-term, fixed-rate loans are available for qualified small-business applicants.

Wisconsin Housing & Economic Development Authority (WHEDA)
201 West Washington Avenue, Suite 700
Madison, Wisconsin 53703

Director - Community Development: John Schultz
Contact: John Schultz
Phone No.: (800) 334-6873 or (800) 628-4833
Fax No.: (608) 267-1099
E-mail: john.schultz@wheda.com
Web Site: http://www.wheda.com

Provides financing for small-business expansion and agricultural production.

Regional Contact: David Sheperd (david.sheperd@wheda.com)

Contact for Columbia, Crawford, Dane, Grant, Green, Iowa, Lafayette, Richland, Sauk, and Vernon counties.
BioPharmaceutical Technology Center
Institute
5445 East Cheryl Parkway
Madison, Wisconsin 53711

President, Board of Directors: William A. Linton
Contact: Karin Borgh, Executive Director
Phone No.: (608) 273-9737
Fax No.: (608) 273-6992
E-mail: btci@btci.org
Web Site: http://www.btci.org

Offers educational programs in the life sciences focusing on molecular biology-based field trips, workshops, and courses for a wide variety of audiences from middle school students and their teachers to university and industry scientists.

Year Established: 1993

Herzing University
5218 East Terrace Drive
Madison, Wisconsin 53718

CEO: Renee Herzing
Contact: Matthew Schneider, Director of Admissions
Phone No.: (608) 249-6611
Fax No.: (608) 249-8593
E-mail: info@msn.herzing.edu
Web Site: http://www.herzing.edu

Provides state-of-the-art training in post-secondary education including Bachelor and Associate degrees in business, nursing, graphic arts, electronics, CAD drafting, homeland security, and computer technology.

Parent Location: Milwaukee, WI
Year Established: 1948
Employees: 98
Annual Sales: $15,000,000

Madison Area Technical College - Business & Industry Services
Madison College West
Center for Community and Corporate Learning
302 South Gammon Road, Suite 207
Madison, Wisconsin 53717

Contact: Jennifer Bakke, Director, Business & Industry Services
Phone No.: (608) 243-4479
Fax No.: (608) 828-7906
Web Site: http://madisoncollege.org/CCL

Works directly with business and community organizations to provide customized services to meet the needs of our customers. Delivers high-quality, competitive, innovative, and flexible employee development solutions including customized training, skills assessment, and technical assistance. Hundreds of companies each year benefit from training in such areas as leadership, communications, health/safety, software, blueprint reading, etc.

Madison College (formerly Madison Area Technical College) - Information Technology Department
3550 Anderson Street
Madison, Wisconsin 53704

President: Dr. Bettsey L. Barhorst
Contact: Ken McCullough, IT Department Chair
Phone No.: (608) 246-6800
Fax No.: (608) 243-4754
Web Site: http://matcmadison.edu/it

Provides IT programs in system administration, programming, networking, help desk, and IT security. Also provides classes for IT professionals in iPhone, Ruby on Rails, BioInformatics, MCITP, Linux, Java, PHP, Cisco, VMware Professional Certification (VCP), CompTIA Security+, and A+ Certification.

Year Established: 1950
Employee Training and Development

Master of Science in Biotechnology
c/o MGE Innovation Center
510 Charmany Drive, Suite 171
Madison, Wisconsin  53719

Director:  Kurt Zimmerman
Contact:  Kurt Zimmerman
Phone No.:  (608) 262-0685
Fax No.:  (608) 262-9870
E-mail:  kjzimmerman@wisc.edu
Web Site:  http://www.ms-biotech.wisc.edu

Provides students with an overarching view of the modern biotechnology industry addressing fundamental matters relating to the science, business, and law of biotechnology. The degree is intended for practicing scientists, technical professionals, attorneys, and business/operations strategists who seek a cross-functional understanding of biotechnology without having to interrupt their careers to pursue studies full-time.

Parent Company:  University of Wisconsin-Madison
Parent Location:  Madison, WI
Year Established:  2002

University of Wisconsin Learning Innovations
505 South Rosa Road, Suite 200
Madison, Wisconsin  53719

CEO:  David Schejbal
Contact:  Steve Hetzel, Business Services Manager
Phone No.:  (608) 265-4776
Fax No.:  (608) 262-4096
E-mail:  info@learn.uwsa.edu
Web Site:  http://learn.wisconsin.edu

Provides instructional design and development, marketing, and learner support services to the 26 UW campuses in support of their online degree and certificate programs. Also provides external clients with creative e-learning solutions. Part of University of Wisconsin Extension, Division of Continuing Education, Outreach, and E-Learning.

Year Established:  1997

University of Wisconsin, Initiative for Studies in Transformational Entrepreneurship
Wisconsin School of Business
Grainger Hall, Suite 2296
975 University Avenue
Madison, Wisconsin  53706

Contact:  John Surdyk, Director
Phone No.:  (608) 262-9041
E-mail:  jsurdyk@bus.wisc.edu
Web Site:  http://www.bus.wisc.edu/insite

Supports faculty research into entrepreneurship; the development of new credit courses on innovation, entrepreneurship, and regional dynamics; and immersive student experiences like the G. Steven Burrill Business Plan Competition and Wisconsin Entrepreneurship Bootcamp.

Year Established:  1999
Employees:  5
Facilities and Support Services

**Faraday Center**
2800 South Fish Hatchery Road  
Madison, Wisconsin  53711

- **General Partner:** William Linton  
- **Contact:** Bill Dalrymple, Managing Director  
- **Phone No.:** (608) 277-2606  
- **Web Site:** http://www.fitchburgcenter.com

Provides competitive-cost office and laboratory space for new and expanding businesses with common facilities, conference rooms, and on-site day care center. Located within the serene setting of the Fitchburg Center.

*Year Established: 1986*

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**Genesis Enterprise Center**
313 West Beltline Highway, Suite 110  
Madison, Wisconsin  53713

- **Contact:** Mary Feldt  
- **Phone No.:** (608) 327-8000  
- **Fax No.:** (608) 327-8001  
- **E-mail:** info@gecmadison.com  
- **Web Site:** http://www.gecmadison.com

Is a business incubator for start-up and expanding small businesses. Offers entrepreneurs the services and support they need to prosper; i.e., business assistance and referral, shared services, below-market rent, free high-speed Internet, a state-of-the-art multimedia conference and training center, and more.

*Year Established: 2001*

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**Laboratory Associated Business, Ltd.**
1202 Ann Street  
Madison, Wisconsin  53713

- **Contact:** Dale Frederickson, Manager  
- **Phone No.:** (608) 251-1501  
- **Fax No.:** (608) 251-1501  
- **E-mail:** labdale@hotmail.com

Leases laboratory and office space for start-up and early-stage growth companies. Furnishes space for young companies on a lease basis. Shared services include copy machine, conference rooms, backup generator, ice machine, autoclave, security system, and DSL. Utilities are also included.

*Year Established: 1987*

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**Madison Enterprise Center**
100 South Baldwin Street  
Madison, Wisconsin  53703

- **Manager:** Sarah Hole  
- **Contact:** Sarah Hole  
- **Phone No.:** (608) 256-6565  
- **Fax No.:** (608) 256-6561  
- **E-mail:** sarah@cwd.org  
- **Web Site:** http://www.cwd.org

Is a small-business incubator for high-tech and light industrial businesses. Eligible tenants are new and expanding companies. Shared services include conference room, loan fund, and technical assistance. T1 Internet access is included in rent.

*Year Established: 1997*

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**Main Street Industries**
931 East Main Street  
Madison, Wisconsin  53703

- **Facility Director:** Sarah Hole  
- **Contact:** Sarah Hole  
- **Phone No.:** (608) 286-MAIN (6246)  
- **Fax No.:** (608) 286-6248  
- **Web Site:** http://www.cwd.org

Provides high-tech and light industrial space at affordable rates. Shared services include fiber-optic communications, conference room, copier, loading dock, loan fund, and technical support.

*Year Established: 1997*

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**Metro Innovation Center**
1245 East Washington Avenue  
Madison, Wisconsin  53703

- **Director:** Mark Bugher  
- **Contact:** Greg Hyer, Associate Director  
- **Phone No.:** (608) 441-8000  
- **Fax No.:** (608) 441-8010  
- **E-mail:** ghyer@wisc.edu  
- **Web Site:** http://www.universityresearchpark.org

Provides IT incubator space in ten suites (in an historic building in the heart of the city of Madison) equipped with the latest technology to encourage the Madison region's emerging computational and computer-intensive start-up companies. Other industry sectors; i.e., engineering, medical devices, and computer sciences, would also be a good fit.

*Year Established: 2009  
Employees: 8*
Facilities and Support Services

**MGE Innovation Center**  
510 Charmany Drive, Suite 250  
Madison, Wisconsin  53719

**Director:** Mark Bugher  
**Contact:** Greg Hyer, Associate Director  
**Phone No.:** (608) 441-8000  
**Fax No.:** (608) 441-8010  
**E-mail:** ghyer@wisc.edu  
**Web Site:** http://www.universityresearchpark.org

Provides offices, laboratories, and building sites for science- and technology-based companies; connections to UW-Madison; and a 115,000-square-foot incubator that offers emerging companies small lab and office suites with shared services. Provides a variety of UW-Madison-related services that promote technology transfer.

**Year Established:**  1984

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**Sector67**  
2100 Winnebago Street  
Madison, Wisconsin  53704

**Founder:** Chris Meyer  
**Contact:** Chris Meyer  
**Phone No.:** (608) 436-2874  
**E-mail:** team@sector67.org  
**Web Site:** http://www.sector67.org

Is a center for prototyping, technology, and advanced manufacturing.

**Year Established:**  2010  
**Employees:**  1

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**T.E.C. Center Incubator**  
Madison Area Technical College  
3550 Anderson Street  
Madison, Wisconsin  53704

**Director - Grants/Special Projects:** Edward Clarke  
**Contact:** Edward Clarke  
**Phone No.:** (608) 246-6073  
**Fax No.:** (608) 243-4290  
**E-mail:** eclarke@matcmadison.edu  
**Web Site:** http://www.teccenterinc.org

Represents a bold, imaginative step in combining public education and private enterprise. Offers research and development facilities to high-tech, start-up companies that were previously available only in large, established, and very successful corporations.

**Year Established:**  2002

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**University of Wisconsin - Biotechnology Center**  
425 Henry Mall  
Madison, Wisconsin  53706

**Director:** Michael R. Sussman  
**Contact:** Charles Konsitzke, Assistant Director  
**Phone No.:** (608) 262-8607  
**Fax No.:** (608) 262-6748  
**Web Site:** http://www.biotech.wisc.edu/

Provides resources for biotechnology research, outreach education and business, and fee-for-services to academic and industrial researchers for transgenic plants/animals, mass spectrometry/proteomics, DNA sequencing/synthesis, protein sequencing/synthesis, and gene expression.

**Parent Company:** University of Wisconsin-Madison  
**Parent Location:** Madison, WI  
**Year Established:**  1984

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**University Research Park**  
510 Charmany, Suite 250  
Madison, Wisconsin  53719

**Director:** Mark D. Bugher  
**Contact:** Greg Hyer, Associate Director  
**Phone No.:** (608) 441-8020  
**Fax No.:** (608) 441-8010  
**E-mail:** mdbugher@wisc.edu  
**Web Site:** http://www.universityresearchpark.org

Provides offices, laboratories, and building sites for science- and technology-based companies. Is a 49,000-square-foot incubator that offers emerging companies small lab and office suites with shared services. Provides a variety of UW-Madison-related services that promote technology transfer.

**Year Established:**  1984
Angel Investor News

Contact: Mike Roer  
Phone No.: (800) 753-0568  
Fax No.: (800) 894-3207  
E-mail: mikeroer@snet.net  
Web Site: http://www.angel-investor-news.com

Is the premier business angel news service that provides the latest news and resources on angel investors, business funding, venture capital, raising business finance start-up investment, seed capital investing, small business funding, and handholding to groups of serious and active business angel investors, angel syndicates, private investors, and high net-worth individuals. Our news service covers all aspects of entrepreneurialism, and we showcase some leading examples of entrepreneurs that are making great strides forward with and without the backing of venture capitalists and angel investors, angel expansion/growth capital, and research and development funding.

Ascent Partners/Prism Opportunity Fund

10936 North Port Washington Road  
Mequon, Wisconsin  53092

Managing Director: Ted Feierstein  
Contact: Byron McCann  
Phone No.: (262) 241-9246, Ext. 1  
Fax No.: (262) 241-9256  
E-mail: ted@prismfund.com  
Web Site: http://www.ascentpartnersinc.com

Is a private equity fund with typical investments from $1 million to $3 million in rounds totaling from $2 million to $20 million. Is a specialty I-bank focused exclusively on Internet, software, and enterprise managed services companies. Services include buy and sell side merger/acquisition advisory and strategic alliances with financing, growth equity financing, and strategy consulting.

Dane County Development Company Inc.  
(DCDC)

550 West Washington Avenue  
Madison, Wisconsin  53703

President: Frank Staniszewski  
Contact: David Scholtens, Vice President  
Phone No.: (608) 256-2799, Ext. 213  
Fax No.: (608) 256-1560  
E-mail: dscholtens@mdcorp.org

Provides direct loans to small businesses in Dane County.
Wisconsin Department of Commerce, Bureau of Export Development
201 West Washington Avenue
Post Office Box 7970
Madison, Wisconsin  53707

Contact: Mary Regel, Director - Export Development
Phone No.: (608) 266-1767
Fax No.: (608) 266-5551
Web Site: http://www.commerce.wi.gov

Assists Wisconsin manufacturers and service firms increase their export sales through one-on-one consultations, agent and distributor searches, trade shows, and trade missions. Also responsible for attracting investment to Wisconsin, both domestically and internationally.
Accelerate Madison, Inc.
Post Office Box 5117
Madison, Wisconsin  53705

Executive Director: Janice Moen
Contact: Jan Moen
Phone No.: (608) 213-3939
E-mail: info@acceleratemadison.org
Web Site: http://www.acceleratemadison.org

Connects people and technology to drive the creation of new ventures, acceleration of existing businesses, and cross-pollination of industry leaders from mature enterprises with emerging start-ups. Offers collaborative networking and addressing timely topics of global, national, and local relevance for a growing technology community.

Year Established:  2001
Attorney: Anne Ross, Foley & Lardner LLP
Banking/Other Financial: Tom Dott, Associated Bank

WTN Media LLC/Wisconsin Technology Network
Post Office Box 930188
Verona, Wisconsin  53593

CEO & Editorial Director: Michael D. Klein
Contact: Michael Klein
Phone No.: (608) 438-1007
E-mail: mike@wistechnology.com
Web Site: http://www.wistechnology.com

Is a business-to-business media company that publishes online Web sites and electronic newsletters and produces conferences and seminars that bring together buyers, sellers, and developers of technology and related services.

Parent Company: WTN Media
Parent Location: Verona, WI
Year Established:  2002

BioForward
455 Science Drive, Suite 160
Madison, Wisconsin  53711

Executive Director: Bryan Renk
Contact: Brian Moeller
Phone No.: (608) 236-4693
Fax No.: (608) 236-4695
E-mail: info@bioforward.org
Web Site: http://www.bioforward.org

Is the member-driven state association that is the voice of Wisconsin's bioscience industry. Advocates actively on its members' behalf to create investment and partnership opportunities, attract and retain the very best people, and support public policy that fosters their continued growth. Also provides member support services that include networking opportunities through a variety of conferences and events, online resources, and group purchasing programs. Our members include bioscience companies; universities; nonprofits; service providers; and state, regional, and local government representatives.

Year Established:  1987
Employees:  4
Technical Research and Assistance

Academic ADL Co-Lab
222 West Washington Avenue, Suite 470
Madison, Wisconsin 53703

Director: Rory Branon
Contact: Rory Branon
Phone No.: (608) 263-6657
Fax No.: (608) 265-0070
E-mail: rbranon@academiccolab.org
Web Site: http://www.academiccolab.org

Serves as the focal point for academia in promoting high-quality, reusable content for distributed learning. This Co-Lab is the DOD ADL academic link to test, evaluate, and demonstrate ADL-compliant tools and next-generation technologies to enhance teaching and learning.

Parent Company: University of Wisconsin System Administration
Parent Location: Madison, WI
Year Established: 2000
Employees: 14

Great Lakes Bioenergy Research Center
1550 Linden Drive
Madison, Wisconsin 53706

Contact: Daniel Lauffer
Phone No.: (608) 890-2194
E-mail: dpluymers@glbrc.wisc.edu

Performs basic research that generates technology to convert cellulosic biomass to ethanol and other advanced biofuels. To accomplish its mission in a university research environment, we apply cutting-edge research to help create a new generation of sustainable bioenergy feedstocks, processing technologies, and fuels; evaluates the economic and environmental impacts of these new technologies and uses the results to guide research activities; brings technological advances to other academic scientists, the private sector, and the marketplace; balances mission-driven project management and evaluation with the creative milieu of its academic, private sector, and national laboratory research partners; recruits broad segments of the academic, industrial, and national laboratory communities to develop and participate in relevant research programs; provides a training program for future leaders of the biofuels industry; and informs a diversity of audiences on the scientific and societal issues associated with biofuels.

Morgridge Institute for Research
Wisconsin Institutes for Discovery
330 North Orchard Street
Madison, Wisconsin 53715

Executive Director: Dr. Sangtae "Sang" Kim
Contact: Zack Robbins, Associate Director of Development
E-mail: info@morgridgeinstitute.org
Web Site: http://www.morgridgeinstitute.org

Is a new, private, not-for-profit interdisciplinary biomedical research organization dedicated to the vision of "Discovery to Delivery" of accelerating the movement of science from the laboratories of researchers to public use around the world as treatments and cures. It is associated with and located on the campus of the University of Wisconsin-Madison, consistently one of the top research universities in the world.

Year Established: 2008

University of Wisconsin-Madison, Arlington Research Station
N695 Hopkins Road
Arlington, Wisconsin 53911

Contact: Dwight Mueller, Superintendent
Phone No.: (608) 846-3761
Fax No.: (608) 846-3920

Conducts agricultural research with crops and livestock.

Parent Company: University of Wisconsin-Madison
Parent Location: Madison, WI
Year Established: 1962

University of Wisconsin-Madison - Division of Information Technology (DoIT)
1210 West Dayton Street
Madison, Wisconsin 53706

Chief Operating Officer: John Krogman
Contact: Brian Rust, Marketing Communications Director
Phone No.: (608) 263-9484
Fax No.: (608) 262-4679
E-mail: info@doit.wisc.edu
Web Site: http://www.doit.wisc.edu

Provides all aspects of information technology for higher education including instructional design, enterprise applications, Internet, desktop/laptop services and sales, training, help desk, repair, hosting/data center, etc.

Parent Company: University of Wisconsin-Madison
Parent Location: Madison, WI
University of Wisconsin-Madison, E-Business Consortium
4158 ME Building
1513 University Avenue
Madison, Wisconsin 53706

Executive Director: Dr. Raj Veeramani
Contact: M. Beth de Garcia, Director - Member Relations
Phone No.: (608) 265-0645
Fax No.: (608) 262-8454
Web Site: http://www.uwebc.org

Is a collaborative learning community of leading Wisconsin companies focused on thought leadership, business best practices, and emerging technologies.

Parent Company: University of Wisconsin-Madison
Parent Location: Madison, WI
Year Established: 1998
Employees: 6

University of Wisconsin-Madison, Materials Science Center
1509 University Avenue
Madison, Wisconsin 53706

Contact: Jon McCarthy, Director
Phone No.: (608) 263-1073
Fax No.: (608) 262-8353
E-mail: jjmccarthy@wisc.edu
Web Site: http://www.msc.engr.wisc.edu

Provides instrumentation and expertise for the characterization of materials and nanostructures. Houses four scanning electron microscopes and three transmission electron microscopes, multiple X-ray diffractometers, two surface analysis instruments, and an atomic force microscope. The center instruments are available for university and industry use on a fee-per-hour basis.

Parent Company: University of Wisconsin-Madison
Parent Location: Madison, WI
Year Established: 1975
Employees: 4

University of Wisconsin-Madison, McArdle Laboratory for Cancer Research
1400 University Avenue
Madison, Wisconsin 53706

Contact: Michael Hoffman
Phone No.: (608) 263-2890

Pursues outstanding research programs directed toward understanding the causes and biology of cancer and the factors that regulate normal and neoplastic growth and differentiation. Provides training of the highest quality in basic cancer research at the graduate and postdoctoral levels.

University of Wisconsin-Madison, Office of Corporate Relations
455 Science Drive, Suite 230
Madison, Wisconsin 53711

Managing Director: Charles Hoslet
Contact: Charles Hoslet
Phone No.: (608) 263-2840
Fax No.: (608) 263-2841
E-mail: inquiries@ocr.wisc.edu
Web Site: http://www.ocr.wisc.edu

Assists business and industry to access the resources available at UW-Madison and promotes technology transfer, entrepreneurship, and general economic development.

Year Established: 2003
Employees: 6

University of Wisconsin-Madison, Physical Sciences Laboratory
3725 Schneider Drive
Stoughton, Wisconsin 53589

Director: Farshid Feyzi
Contact: Kristin Pernic, Administrative Assistant
Phone No.: (608) 877-2251
Fax No.: (608) 877-2201
E-mail: psl@psl.wisc.edu
Web Site: http://www.psl.wisc.edu

Provides fee-for-service research and development services to the University of Wisconsin-Madison campus, as well as to other laboratories, universities, and industries. Professional, electrical, and mechanical engineers and physicists provide electrical and mechanical design.

Parent Company: University of Wisconsin-Madison
Parent Location: Madison, WI
Year Established: 1967
Technical Research and Assistance

**USDA Forest Service Forest Products Laboratory**
One Gifford Pinchot Drive
Madison, Wisconsin  53726

**Director:** Christopher D. Risbrudt  
**Contact:** Douglas Clawson, Director - Public Affairs  
**Phone No.:** (608) 231-9200  
**Fax No.:** (608) 231-9592  
**Web Site:** http://www.fpl.fs.fed.us

Are improving the use of wood through science and technology, contributing to conservation, and providing management of forest resources. Performs research on all aspects of conversion and use of the timber resource including wood products; i.e., pulp, paper, and composites.

*Year Established: 1910*  
*Employees: 181*

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**Waisman Biomanufacturing**
1500 Highland Avenue
Madison, Wisconsin  53704

**Technical Director:** Derek Hei  
**Contact:** John Keach, Business Development Manager  
**Phone No.:** (608) 263-8940  
**E-mail:** keach@waisman.wisc.edu  
**Web Site:** http://www.GMPhbio.org

Is a dedicated manufacturing facility that provides cGMP manufacturing and quality-assurance services for producing biotherapeutics for early-stage human clinical trials.

*Year Established: 2001*  
*Employees: 17*

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**WiCell Research Institute**
Post Office Box 7365
Madison, Wisconsin  53707

**Executive Director:** Erik Forsberg  
**Contact:** Marian Piekarczyk, Assistant Director of Lab Operations  
**Phone No.:** (608) 217-2470  
**Fax No.:** (608) 262-8474  
**E-mail:** eforsberg@wicell.org  
**Web Site:** http://www.wicell.org

Provides distribution of human stem cells. Is a support organization for basic research to the University of Wisconsin-Madison involving stem cell research.

*Parent Company:  WARF*  
*Parent Location:  Madison, WI*  
*Year Established: 1999*  
*Employees: 40*

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**Wisconsin Alumni Research Foundation**
614 Walnut Street
Post Office Box 7365
Madison, Wisconsin  53726

**Managing Director:** Carl Gulbrandsen  
**Contact:** Paul Pucci, Licensing Associate  
**Phone No.:** (608) 263-2500  
**Fax No.:** (608) 263-1064  
**E-mail:** licensing@warf.org  
**Web Site:** http://www.warf.org

Administrates patenting and licensing of technologies discovered at UW-Madison.

*Year Established: 1925*

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**Wisconsin Innovation Service Center (WISC)**
UW-Whitewater
800 West Main Street
1200 Hyland Hall
Whitewater, Wisconsin  53190

**Director:** Ronald Gayhart  
**Contact:** Ronald Gayhart  
**Phone No.:** (262) 472-1365  
**Fax No.:** (262) 472-1600  
**E-mail:** gayhartr@uww.edu  
**Web Site:** http://wisc.uww.edu

Specializes in new product feasibility assessments and market expansion opportunities (for fee) for small manufacturers and aspiring entrepreneurs. Since 1980, we have researched the viability of over 9,000 projects. Technical experts and researchers use an extensive array of resources to gather and analyze projects as well as gather and analyze information on technical feasibility, existing patents, market size, competitive intensity, demand trends, and other areas. Approximately 75 percent of clients are referred by former clients and professionals.

*Parent Company:  UW-Whitewater*  
*Parent Location:  Whitewater, WI*  
*Year Established: 1980*  
*Percentage of International Sales:  5%*
Wisconsin Institutes for Discovery
330 North Orchard Street
Madison, Wisconsin  53715

Interim Director:  John Wiley
Administrative Assistant:  Cherie Krenke
Contact:  Janet Kelly, Director of Communications, WARF
Phone No.:  (608) 316-4300
E-mail:  jkelly@warf.org
Web Site:  http://www.discovery.wisc.edu

Is a visionary public-private partnership that is creating two world-class biomedical research institutes. Its partners include donors John and Tashia Morgridge, the state of Wisconsin, the University of Wisconsin (UW-Madison), and the Wisconsin Alumni Research Foundation (WARF).

Our facility houses twin interdisciplinary research institutes - the Morgridge Institute for Research, a private, not-for-profit research institute dedicated to improving human health by accelerating scientific discovery to patient delivery, and the public Wisconsin Institute for Discovery, which is part of UW-Madison organized under its graduate school. The state-of-the-art facility brings together scientists and researchers from a broad spectrum of disciplines such as the arts, humanities, social sciences, education, business, and law. It also includes extensive public spaces in its town center, designed to welcome campus, businesses, and the public to share ideas and celebrate science, creativity, and exploration.

Key objectives of the public-private partnership are to:

- Foster new approaches to biological and medical programs at the convergence of biotechnology, information technology, and nanotechnology.
- Create the potential for a fundamental transformation of human biology and medicine.
- Provide cutting-edge, scientific advances for clinical application and translation in the UW-Madison Medical School's new Wisconsin Institutes for Medical Research (formerly IRC).
- Build on the university's Cluster-Hiring Initiative by engaging and supporting the more than 100 multidisciplinary faculty hired as part of that initiative.
- Establish educational components that will integrate cross-disciplinary science into K-12 undergraduate and graduate education.
- Facilitate the invention of technologies that can be transferred to the marketplace and create jobs.

Technical Research and Assistance

Wisconsin Manufacturing Extension Partnership
2601 Crossroads Drive, Suite 145
Madison, Wisconsin  53718

Contact:  Deb Simon, Marketing Director
Phone No.:  (608) 240-1740
Fax No.:  (608) 240-1744
E-mail:  wmep@wmep.org
Web Site:  http://www.wmep.org

Provides technical expertise and hands-on business assistance to help small and mid-sized manufacturers improve productivity and profitability and become more innovative and competitive. Our manufacturing specialists have years of hands-on experience in manufacturing plants.

Year Established:  1996

Wisconsin Security Research Consortium (WSRC)
455 Science Drive, Suite 240
Madison, Wisconsin  53711

Director:  Jack Heinemann
Contact:  Jack Heinemann
Phone No.:  (608) 442-7557, Ext. 25
Fax No.:  (608) 231-6877
E-mail:  jheinemann@wisecurity.org
Web Site:  http://www.wisecurity.org

Serves to enhance Wisconsin's position to attract and retain research and development grants from federal government agencies for the purpose of conducting sensitive or classified academic research and related development work. Facilitates R&D projects involving academic research institutions and companies in Wisconsin in concert with federal agencies such as the Department of Homeland Security, Department of Defense/DARPA, EPA, Centers for Disease Control, Department of Agriculture, and Department of Energy.
Wisconsin Small Business Innovation Consortium (WiSBIC)
Post Office Box 1764
Madison, Wisconsin 53701

President: Kevin J. Kelbel
Contact: Kevin J. Kelbel
Phone No.: (608) 828-3115
Fax No.: (608) 836-7505
E-mail: kevin.kelbel@sgcpa.com
Web Site: http://www.wisconsinsbir.org

Is a Wisconsin-based nonprofit group organized to educate technology-based and other innovative businesses and their advisors in strategies and techniques for securing research and development funding, commercializing successful businesses, and developing a network to conduct activities that create a supportive environment for the commercialization of new technologies primarily with the small and innovative Wisconsin business. Also strives to make private sector, higher education, and state government aware of the opportunities and barriers to innovative business development in Wisconsin.

Wisconsin TechSearch
University of Wisconsin - Madison
Wendt Commons Library Room 140
215 North Randall Avenue
Madison, Wisconsin 53706

Contact: Rebekah Turner, Office Manager
Phone No.: (608) 262-5917
Fax No.: (608) 262-4739
E-mail: wts@engr.wisc.edu
Web Site: http://wts.wisc.edu

Provides fast and reliable article delivery and research assistance services. Works with a highly diverse clientele from around the country including law firms, biomedical researchers, private consultants, engineering firms, manufacturers, and corporate information centers. Our article delivery service uses the extensive collections at the University of Wisconsin and sources from around the world to provide the information you need - when you need it. Our research assistance includes online literature, patent, and trademark searches. Has access to over 500 subject-specific databases and can provide you with a list of articles or patents on a research subject of interest.

Parent Company: University of Wisconsin-Madison, College of Engineering
Parent Location: Madison, WI
Year Established: 1965

WiSys Technology Foundation
614 Walnut Street, 13th Floor
Madison, Wisconsin 53726

Managing Director: Dr. Maliyakal E. John
Contact: Maliyakal John
Phone No.: (608) 263-2500
Fax No.: (608) 263-1064
Web Site: http://www.wisy.org

Administrates patenting and licensing of technologies discovered at the UW System comprehensive campuses.

Year Established: 2000
Employees: 4
Advantage Capital Wisconsin Partners I Limited Partnership
c/o University Research Park
505 South Rosa Road, Suite 201
Madison, Wisconsin 53719

President: Steve Stull
Contact: John Neis, Managing Director
Phone No.: (608) 441-2700
Fax No.: (608) 441-2727
E-mail: john@ventureinvestors.com
Web Site: http://www.ventureinvestors.com

Is a certified capital company (CAPCO) with an $8 million investment pool.

Parent Company: Advantage Capital
Parent Location: New Orleans, MO
Year Established: 1999

Baird Venture Partners (BVP)
227 West Monroe Street, Suite 1900
Chicago, Illinois 60606

Managing Director: Paul Carbone
Contact: Aaron Rudberg, Director - Investor Relations
Phone No.: (312) 609-4677
Fax No.: (312) 609-4707
E-mail: arudberg@rwbaird.com
Web Site: http://www.bairdventurepartners.com

Makes investments in early- and expansion-stage companies in the business services and health care/life sciences sectors. Provides capital for new services, products, geographic expansion, and acquisitions.

Parent Location: Milwaukee, WI
Year Established: 1989

Banc One Stonehenge Capital Fund Wisconsin, LLC
111 East Kilbourn Avenue, Suite 2800
Milwaukee, Wisconsin 53202

Manager: W. Kent Velde
Contact: W. Kent Velde
Phone No.: (414) 906-1702
E-mail: kvelde@att.net

Is a certified capital company (CAPCO) managed by the Wisconsin Growth Fund LLC.

Calumet Venture Fund
Metro Innovation Center
1245 East Washington Avenue, Suite 210
Madison, Wisconsin 53703

Contact: Toni Sikes
Phone No.: (608) 310-3242
Fax No.: (888) 310-3989
E-mail: info@calumetvc.com
Web Site: http://www.calumetvc.com

Focuses on information technology (IT) solutions which create efficiencies in corporate enterprises, education, and health care organizations; software-as-a-service solutions and Web 2.0 applications; and innovative mobile and communication products. Makes investments in the Midwest and on the West Coast. Believes there is significant opportunity for successful investments in the Midwest (Wisconsin, Michigan, Illinois, and Minnesota) due to availability of world-class universities, good work ethic base, and high quality of living advantages. Our experience on the West Coast can significantly enhance our Midwest deals by connecting them to people, customers, and companies.

DaneVest Capital LLC
8215 Greenway Boulevard, Suite 560
Middleton, Wisconsin 53562

CEO: Terrence Wall
Contact: Leon Wilkosz, President
Phone No.: (608) 830-2991
Fax No.: (608) 836-3816
E-mail: lwilkosz@danevestcapital.com
Web Site: http://www.danevestcapital.com

Provides private equity to early-stage growth businesses primarily based in Wisconsin and the Midwest that have special technology and other advantages in information technology, life science, and consumer goods/service industries.

Year Established: 1997
Kegonsa Capital Partners, LLC  
5520 Nobel Drive, Suite 150  
Fitchburg, Wisconsin  53711  

Managing Director: Ken Johnson  
Contact: Rusty Mosher, Fund Assistant  
Phone No.: (608) 310-4454  
Fax No.: (608) 310-4456  
E-mail: info@kegonsapartners.com  
Web Site: http://www.kegonsapartners.com  

Provides new business development services to new ventures, typically intellectual property management, licensing, and corporate partnering. Initiated the formation of over eight new businesses. Makes seed capital investments.  

Year Established:  2005  
Employees:  2  
Attorney:  Paul Wrycha, Foley & Lardner  
Accounting: Smith & Gesteland LLP  
Banking/Other Financial:  Johnson Bank  

Lubar & Company  
700 North Water Street, Suite 1200  
Milwaukee, Wisconsin  53202  

President: David Lubar  
Contact: David Bauer, CFO  
Phone No.: (414) 291-9000  
Fax No.: (414) 291-9061  
Web Site: http://www.lubar.com  

Is a private investment firm that has been investing in and acquiring operating companies for over 40 years. We acquire businesses in partnership with operating management and work as a team to develop and execute sound business plans to increase revenues and operating earnings. We describe this investment activity as enterprise development, namely building businesses and their equity value over the long term.  

Year Established:  1968  

Mason Wells, Inc.  
411 East Wisconsin Avenue, Suite 1280  
Milwaukee, Wisconsin  53202  

Managing Director: Trevor D'Souza  
Contact: Trevor D'Souza  
Phone No.: (414) 727-6407  
Fax No.: (414) 727-6410  
E-mail: tdsouza@masonwells.com  
Web Site: http://www.masonwells.com  

Is a venture capital firm investing in the biomedical industry in companies located in Wisconsin and surrounding states. Current investments in Dane County include OpGen and Deltanoid.  

Year Established:  1998  

Peak Ridge Capital Group, Inc.  
44 East Mifflin Street, Suite 401  
Madison, Wisconsin  53703  

CEO: Michael J. T. McNally  
Contact: Jason Smith  
Phone No.: (608) 310-9520  
Fax No.: (608) 310-4199  
Web Site: http://www.peakridgecapital.com  

Is an alternative asset management firm that offers private equity, venture capital, hedge funds, and real estate.  

Parent Company: Peak Ridge Capital  
Parent Location: Boston, MA  
Branch Location: Madison, WI  
Year Established:  2000  
Attorney:  Mintz Levin  
Accounting: PriceWaterhouse  

Phenomenelle Angels Fund I, LP  
510 Charmany Drive  
Madison, Wisconsin  53719  

Contact: Dedee Wojtal, Managing Director  
Phone No.: (608) 441-8315  
E-mail: phenomenelleangels@charter.net  

Is a women's angel investment fund that invests in women- or minority-owned or managed businesses in Wisconsin and the Midwest. The Fund focuses on seed- and early-stage growth businesses in the IT, life sciences, consumer goods/services, and communications industries.  

Parent Company: Phenomenelle Angels Management, LLC  
Year Established:  2006  

Silicon Pastures  
2675 North Mayfair Road, Suite 410  
Milwaukee, Wisconsin  53226  

Managing Director: Teresa Esser  
Contact: Teresa Esser  
Phone No.: (414) 771-4350  
E-mail: teresa@siliconpastures.com  
Web Site: http://www.siliconpastures.com  

Is a network of angel investors looking at seed-stage, high-tech companies in Wisconsin and the upper Midwest.  

Year Established:  2000
Venture Investors LLC
505 South Rosa Road, Suite 201
Madison, Wisconsin  53719

Managing Director:  John Neis
Contact:  Mike Schiavo
Phone No.:  (608) 441-2700
Fax No.:  (608) 441-2727
Web Site:  http://www.ventureinvestors.com

Manages $200 million in four private venture capital funds:
Venture Investors of Wisconsin, Inc.; Venture Investors Early
Stage Fund II L.P.; Venture Investors Early Stage Fund III L.P.;
and Advantage Capital Wisconsin Partners I (a Wisconsin-
certified capital company).

Year Established:  1982

Wisconsin Investment Partners (WIP)
505 South Rosa Road
Madison, Wisconsin  53719

Contact:  Dick Leazer, Nick Mischler, or Bob Wood, Partners
Phone No.:  (608) 832-6365
E-mail:  rleazer@wisc.edu (Dick Leazer),
nicholas.mischler@gmail.com (Nick Mischler), or
wood137@yahoo.com (Bob Wood)

Provides a network of angel investors who support Wisconsin-
based, high-technology companies. This support is provided via
financial investments and business management expertise. The
focus of WIP is start-up and early-stage companies.

Year Established:  2001
2beeps*
4226 Doncaster Drive
Madison, Wisconsin  53711

President: William McKibben
Contact: William McKibben
Phone No.: (877) 923-2337, Ext. 501
Fax No.: (608) 221-5075
E-mail: info@2beeps.com
Web Site: http://www.2beeps.com

Provides financial portfolio management software and services for investors, financial advisors, and hedge funds.

Year Established:  2010

3GoodQuestions
Post Office Box 6554
Madison, Wisconsin  53716

Principal: Derrick Van Mell
Contact: Derrick Van Mell
Phone No.: (608) 260-9300
E-mail: derrick@vanmell.com
Web Site: http://www.vanmell.com or http://www.3GoodQuestions.com

Provides question-based business planning and building project planning.

Year Established:  1991

AccedeCPA*
7 North Pinckney Street, Suite 235
Madison, Wisconsin  53703

President: Catherine Joy, CPA
Contact: Susan Carlson, Vice President & Treasurer
Phone No.: (608) 698-2088
Fax No.: (608) 630-9305
E-mail: scarlson@accedecpa.com
Web Site: http://www.accedecpa.com

Provides back-office services for small businesses and nonprofits.

Year Established:  2010
Employees:  3
Annual Sales:  $225,000
Attorney: MBC Legal and Consulting Services LLC
Accounting: AccedeCPA
Management Consultant: AccedeCPA
Banking/Other Financial: Town Bank

Adtec Services, Inc.
2801 International Lane
Madison, Wisconsin  53704

Vice President & Chief Operating Officer: Kenneth J. Matuske
Contact: Jeffrey Grady, Director Consulting Services
Phone No.: (608) 245-9910, Ext. 309
E-mail: jgrady@adtecservices.com
Web Site: http://www.adtecservices.com

Offers IT consulting, IT staffing services, and network/technology support solutions that provide its customers with flexible resource options to help them address business needs. Also has specialized resources with the background, experience, and expertise to assist companies in addressing their data security and regulatory compliance needs (HIPAA/PCI/SOX/GLBA).

Year Established:  1979

Adzinia Media Group
2424 Rimrock
Madison, Wisconsin  53713

Founder & CEO: Jeff Bezos
Contact: Zach Johnson, Sales Manager
Phone No.: (608) 270-0458
E-mail: zjohnson@amazon.com
Web Site: http://www.amazon.com

Provides digital marketing solutions.

Parent Company:  Amazon.com
Parent Location:  Seattle, WA
Year Established:  1994
Employees:  1

Aerotek
2810 Crossroads Drive, Suite 2700
Madison, Wisconsin  53718

President & CEO: Tom Thornton
Contact: Brooks Berg, Director of Business Operations
Phone No.: (608) 240-3110
Fax No.: (608) 240-3124
Web Site: http://www.aerotek.com

Provides technical, professional, and industrial recruiting and staffing services. Has a long history of customized recruiting and placement solutions that continually place the best candidates at all levels of skill and expertise.

Parent Company:  Allegis Group
Parent Location:  Hanover, MD
Year Established:  1983
Employees:  30
Agri-Nutrition Consulting, Inc.
4095 Gray Road
DeForest, Wisconsin  53532

President & CEO: Rob Bailey
Contact: Rob Bailey
Phone No.: (608) 846-2727
Fax No.: (608) 846-3014
E-mail: baileyr@agrinutrition.com
Web Site: http://www.agrinutrition.com

Provides dairy consulting and ration balancing in 18 states through the efforts of 50 independent consultants.

Year Established: 1987
Employees: 18
Annual Sales: $5,500,000
Accounting: Terry Weisensel
Banking/Other Financial: DeForest Morrisonville Bank

Apex Initiatives
202 Natchez Trace
Madison, Wisconsin  53705

Owner: Alwyn W. Fitzgerald
Contact: Alwyn Fitzgerald
Phone No.: (608) 438-4026
E-mail: fitz@apexinitiatives.com
Web Site: http://www.apexinitiatives.com

Helps technology-based companies achieve their marketing objectives. Helps firms develop results-driven marketing plans and strategies; perform market research; engage more successfully with their clients; and implement effective branding, promotional, and advertising campaigns.

Year Established: 2007
Employees: 1
Banking/Other Financial: Summit Credit Union

ARZ Consulting, LLC
4121 Tokay Boulevard
Madison, Wisconsin  53711

Owner: Amy Zastrow
Contact: Amy Zastrow
Phone No.: (608) 669-0571
E-mail: az.consulting@hotmail.com

Provides business process improvement and project management services.

Year Established: 2007

B2B CFO
868 Jenna Drive
Verona, Wisconsin  53593

Partner: Rick Perrin, CPA
Contact: Rick Perrin
Phone No.: (608) 576-3773
E-mail: rperrin@b2bcfo.com
Web Site: http://www.b2bcfo.com

Is a CFO/business advisor for emerging and mid-market companies on an as-needed basis. Increases cash, profitability, sales, and company value.

Parent Company: B2B CFO
Parent Location: Phoenix, AZ
Year Established: 2005
Employees: 1

Bachner Vickroy Group LLC
6992 Harmony Way
Middleton, Wisconsin  53562

Owner & Principal Consultant: Cheryl Vickroy
Contact: Cheryl Vickroy
Phone No.: (608) 575-2378
E-mail: cvickroy@bachnervickroy.com
Web Site: http://www.bachnervickroy.com

Provides expert management consulting in business planning, market research and analysis, and creation of funding strategies for entrepreneurs. Experienced in SBIR grants and commercialization planning. Contact us to see how our services can be funded for your firm!

Year Established: 2002
Employees: 1
Attorney: Lathrop & Clark
Accounting: Kollath and Associates
Banking/Other Financial: Capitol Bank
**Baker Tilly**
10 Terrace Court  
Post Office Box 7398  
Madison, Wisconsin  53707

CEO: Tim Christen  
Contact: Josh Meinen, Senior Manager  
Phone No.: (608) 240-2331  
E-mail: joshua.meinen@bakertilly.com  
Web Site: http://www.bakertilly.com

Delivers innovative financial solutions and consulting services including accounting, auditing, tax consulting and compliance, management consulting, financial staffing, and wealth management.

Branch Location: Appleton, Janesville, Milwaukee, and Wausau, WI; Chicago and Oak Brook, IL; Detroit, MI; Minneapolis, MN; and Washington D.C.

Year Established: 1931

Annual Sales: $200,000,000+

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**Baranowski Associates, LLC**
1118 Winston Drive  
Madison, Wisconsin  53711

Member: Laura Baranowski  
Contact: Laura Baranowski  
Phone No.: (608) 206-5496  
E-mail: baranassoc@yahoo.com  
Web Site: http://www.grantfundraiser.com/

Provides grant and other fund-raising; grant management; and scientific, technical, and business writing. Will work outside of Madison and Wisconsin.

Year Established: 1994

Employees: 3  
Attorney: Robert Baranowski, Esq.

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**Biopons, Inc.**
2689 Highway MM  
Fitchburg, Wisconsin  53757

CEO: Trevor M. Twose, Ph.D.  
Contact: Patti Twose, Operations Director  
Phone No.: (608) 215-0775  
E-mail: info@biopons.com  
Web Site: http://www.biopons.com

Is an international professional services company that creates, realizes, and captures value from biotechnology opportunities. Has a unique combination of technical knowledge; business expertise; and insight from hands-on experience in pharmaceuticals, diagnostics, and industrial biotechnology.

Year Established: 2003

Percentage of International Sales: 30%  
Attorney: W. R. Stewart & Associates  
Accounting: Thomas L. Deetz, CPA, PC  
Banking/Other Financial: U.S. Bank

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**Biotech Profiles LLC**
583 D’Onofrio Drive, Suite 1009  
Madison, Wisconsin  53719

Founder & CEO: Russell Smestad  
Contact: Russell Smestad  
Phone No.: (608) 821-0400  
E-mail: russ.smestad@biotechprofiles.com  
Web Site: http://www.biotechprofiles.com

Provides online, in-depth profiles, data, executive networking, and job postings for the Madison biotech community.

Year Established: 2009

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**Blended Learning Solutions, LLC**
711 Moygara Road  
Madison, Wisconsin  53716

President: Patti Coan  
Contact: Patti Coan  
Phone No.: (608) 345-3311  
E-mail: patticoan@learningblended.com  
Web Site: http://www.learningblended.com

Consults with client leadership to develop customized, flexible learning strategies that meet the wide range of generational needs. Partners with subject matter experts to design curricula that blend the best of formal with informal solutions. Designs e-learning modules including scripts, visuals, and interactive features. Offers organizations performance assessment best practices from the learners' points of view. Coaches individuals to improve performance in the areas of meeting facilitation and presentation delivery.
Bridge Health Partners, LLC
2848 Osmundsen Road
Madison, Wisconsin  53711

Managing Partner: Andrew DeMarco
Contact: Andrew DeMarco
Phone No.: (608) 234-4191
E-mail: info@bridgebp.com
Web Site: http://www.bridgebp.com

Helps health care organizations and businesses plan, execute, and complete critical initiatives to improve margins, reduce risk, and achieve positive outcomes.

Parent Company: Bridge Business Partners, LLC
Branch Location: Green Bay, WI
Year Established: 2007
Attorney: Foley & Lardner
Accounting: Keisling & Associates
Banking/Other Financial: U.S. Bank

Business Edge Resources, LLC
5737 Meadowood Drive
Madison, Wisconsin  53711

Contact: Todd Boehm, Owner & Principal Consultant
Phone No.: (608) 225-2550
E-mail: tboehm@bizedgeresources.com
Web Site: http://www.bizedgeresources.com

Works with clients ranging from entrepreneurs to Fortune 500 (including over half of the top ten federal contractors). Provides clients with assistance in business planning and financing, strategic marketing, major proposal development, and management consulting. Specializes in government procurement efforts including volume/book lead, proposal management and writing, and oral presentation development and coaching. Successful track record includes helping clients with over $4 billion in wins across civilian, military, and commercial markets. Efforts have spanned a broad range of technologies and services through various contract types including SBIR grants, GSA, and direct government agency procurements.

Year Established: 2005

C2 Graphics Productivity Solutions
3591 Anderson Street, Suite 227
Madison, Wisconsin  53222

Owner: Erica Conway
Contact: Meri Frahm, Business Manager
Phone No.: (608) 204-0122
Fax No.: (608) 204-0125
E-mail: rkral@candelasolutions.com
Web Site: http://www.candelasolutions.com

Provides graphic design training and staffing.

Year Established: 2004

Candela Solutions LLC
110 East Main Street, Suite 718
Madison, Wisconsin  53703

Managing Partner: Ronald Kral
Contact: Ronald Kral
Phone No.: (608) 588-8117
Fax No.: (608) 467-5770
E-mail: info@capabilitysystems.com
Web Site: http://www.capabilitysystems.com

Provides accounting, governance, and risk assessment advice to life sciences entities. Also provides internal auditing and IT control assessments.

Year Established: 2003

Capability Systems, Inc.
7 North Pinckney Street, Suite 235
Madison, Wisconsin  53703

Founder, COO, & Director - Product and Client Services: Terrence Yelmene
Contact: Terry Yelmene
Phone No.: (608) 225-2550
Fax No.: (608) 225-2556
E-mail: info@capabilitysystems.com
Web Site: http://www.capabilitysystems.com

Provides simple, elegant, and cost-effective solutions that address substantial organizational capability development and execution issues for business and nonprofit organizations by using our Web-enabled enterprise-class software services.

Year Established: 2009
Attorney: MBC Legal and Consulting Services, LLC
Accounting: AccedeCPA, Inc.
Career Momentum, Inc.
49 Kessel Court, Suite 103
Madison, Wisconsin  53711

**President, Owner, & Executive Consultant:** Clara Hurd Nydam
**Contact:** Clara Nydam
**Phone No.:** (608) 274-2430
**Fax No.:** (608) 274-5131
**E-mail:** clara.nydam@careermomentum.com
**Web Site:** http://www.careermomentum.com

Is a talent management firm that assists clients in hiring the right people, developing leaders, and transitioning them. Provides assessment, coaching, training, team building, and outplacement.

**Parent Company:** Career Partners International
**Year Established:** 1994
**Employees:** 5
**Attorney:** Boardman Law
**Accounting:** Wegner CPAs
**Banking/Other Financial:** AnchorBank

Celebrus Coaching and Consulting Group
6202 Rivercrest Drive
McFarland, Wisconsin  53558

**Principal:** Cay Villars
**Contact:** Cay Villars
**Phone No.:** (608) 838-6533
**E-mail:** celebrus@biotactics.com
**Web Site:** http://www.biotactics.com/celebrus

Provides planning facilitation, business management consulting, executive coaching, and team facilitation services for enhancing the growth and profitability of fast-growth, high-tech businesses. Programs include Integrated Leadership/Strategic Management: Strategy, Operations and Results planning facilitation; executive leadership retreats; and peer-learning facilitation for CEOs, executives, product development, sales, IT, and marketing teams.

**Year Established:** 1997

City Dictionary
2830 Progress Road
Madison, Wisconsin  53716

**Co-Founder:** John Carmona
**Contact:** Thomas Carmona, Co-Founder
**Phone No.:** (608) 310-3692
**Fax No.:** (608) 237-1374
**E-mail:** city@citydictionary.com
**Web Site:** http://www.citydictionary.com

Is a Web destination for city-specific language and culture. Users on the Web site create dictionary entries for their city about whatever makes it unique. Users tend to focus on local slang and cultural quirks that give a city local flavor. Is also a content provider to local media companies. Our expanding group of content partners now includes nearly 80 local TV and radio affiliates.

**Parent Company:** 3C Dictionary LLC
**Parent Location:** Madison, WI
**Year Established:** 2008
**Employees:** 3
**Banking/Other Financial:** Park Bank

Columbus Chemical Industries (CCI)
N4335 Temkin Road
Post Office Box 8
Columbus, Wisconsin  53925

**Executive Vice President:** Steven C. Quandt
**Contact:** Andy Quandt, Regional Sales Manager
**Phone No.:** (608) 623-2140
**Fax No.:** (920) 623-2577
**E-mail:**aquandt@columbuschemical.com
**Web Site:** http://www.columbuschemical.com

Serves diverse markets such as pharmaceutical manufacturing, semiconductor and electronics manufacturing, the high-performance battery markets, science education, and the analytical laboratory markets. Common products include high-purity acids and salts, analytical and production solutions/blends as well as custom, private-label packaging.

**Year Established:** 1978
**Employees:** 65
**Annual Sales:** $22,000,000
**Percentage of International Sales:** 10%
Concentre Communications, Inc.
1468 North High Point Road, Suite 201
Middleton, Wisconsin 53562

President & CEO: Jennifer Dinheart
Contact: Jennifer Dinehart
Phone No.: (608) 831-2002
Fax No.: (608) 831-2170
E-mail: jwdinehart@concentre.us
Web Site: http://www.concentre.us

Provides branding, marketing, public relations, Web and graphic design, and interactive and new media.

Year Established: 1980
Employees: 10
Percentage of International Sales: 10%

CPM Marketing Group, Inc.
1200 John Q Hammons Drive, Suite 300
Madison, Wisconsin 53717

CEO: John Hallick
Contact: Samantha Cherney, Director - Marketing & PR
Phone No.: (608) 831-7880, Ext. 237
Fax No.: (608) 831-7889
E-mail: marketing@cpm.com
Web Site: http://www.cpm.com

Develops customer relationship management solutions including database development, intelligent health care marketing systems, and predictive market segmentation. Our suite of software tools provides easy and secure access to the data for individual snapshots of patients and health consumers.

Year Established: 1981
Employees: 120

CSS Power
319 Yard Drive
Verona, Wisconsin 53593

President: Patrick McGettigan
Contact: Patrick McGettigan
Phone No.: (800) 992-7749
Fax No.: (800) 992-7750
E-mail: pmcgett@csspower.com
Web Site: http://www.csspower.com

Is a turnkey provider of uninterruptible power supplies and power quality equipment, as well as monitoring and infrastructure consulting and installation.

Year Established: 1990
Employees: 28
Annual Sales: $10,000,000
Percentage of International Sales: 15%

Energy Saving Technologies, Inc.
7209 Longmeadow Road
Madison, Wisconsin 53717

President: Andres Trevino
Contact: Andres Trevino
Phone No.: (608) 576-3750
Fax No.: (608) 831-1005
Web Site: http://www.est-tech.net

Provides energy-saving applications.

Year Established: 1987
Employees: 1
Annual Sales: $300,000
Percentage of International Sales: 50%
Accounting: Howard Schlueter & Associates
Banking/Other Financial: Capitol Bank

Energy Tech Solutions, LLC
1304 Nishishin Trail
Madison, Wisconsin 53716

Owner: Cynthia Everhart
Contact: Rob Everhart, President
Phone No.: (608) 442-8855, Ext. 55
E-mail: info@ledenergysolutions.com
Web Site: http://www.ledenergysolutions.com

Is a WBE-certified LED lighting company providing sales and distribution of LED lighting lamps and fixtures for interior and exterior applications.

Year Established: 2005
Attorney: Lee, Killkelly, Paulson & Younger, S.C.
Accounting: Sorge CPA
Banking/Other Financial: Monona State Bank

Entrustet
30 West Mifflin Street, No. 406B
Madison, Wisconsin 53703

CEO: Jesse Davis
Contact: Jesse Davis
Phone No.: (608) 561-1441
E-mail: info@entrustet.com
Web Site: http://www.entrustet.com

Provides consumers, lawyers, and companies with a collaborative solution for handling the growing question of asset allocation and distribution of online accounts and memberships.

Year Established: 2008
Attorney: Nieder & Boucher
Banking/Other Financial: U.S. Bank
Eric S. Brown - Management Consultant
5818 Piping Rock Road
Madison, Wisconsin 53711

President: Eric S. Brown
Contact: Eric Brown
Phone No.: (608) 274-3055
Fax No.: (608) 274-3055
E-mail: esbrown@sbcglobal.net

Assists start-up and growing technology-based companies with business and strategic planning, market analysis, marketing strategy, financing, and financial management. Also prepares applications for state and federal grant programs including SBIR (Phases 1 and 2), etc.

Year Established: 1987
Employees: 1

Fearing's Audio-Video-Security*
722 Walsh Road
Madison, Wisconsin 53714

President: Doug Fearing
Contact: Doug Fearing
Phone No.: (608) 443-2595
Fax No.: (608) 443-2597
E-mail: nofear@fearings.com
Web Site: http://www.fearings.com

Provides design, integration, and installation of low-voltage systems.

Branch Location: Portage, WI
Year Established: 1997
Employees: 20
Annual Sales: $3,500,000
Percentage of International Sales: 1%

Flying Cart LLC
520 University Avenue
Madison, Wisconsin 53703

CEO: Rishi Shah
Contact: Rishi Shah
Phone No.: (847) 321-5894 or (800) 780-6064
Web Site: http://www.flyingcart.com

If you sell products and need your own online store, check out www.flyingcart.com. Create an online store in minutes.

Year Established: 2005
Employees: 2

Four Lakes Scientific, Inc.
6026 Fairfax Lane
Madison, Wisconsin 53718

Owner: Mike Ales
Contact: Mike Ales
Phone No.: (608) 663-5983
Fax No.: (608) 663-5983
E-mail: labgear@charter.net

Is a laboratory appliances manufacturers' representative. Emphasizes competitive value, quality products, and local responsive support. Products include refrigerators and freezers, ultra-low freezers, incubators, laminar flow hoods, glassware washers, sterilizers, water purification systems, fume enclosures, centrifuges, shelving and storage, seating, and more.

Year Established: 1996
Employees: 1
Accounting: Vick & Associates
Banking/Other Financial: Chase Bank

Gambale Consulting Partners
502 Togstad Glenn
Madison, Wisconsin 53711

President: Mark A. Gambale
Contact: Mark Gambale
Phone No.: (978) 761-7174
E-mail: markgambale@gambaleconsulting.com
Web Site: http://www.gambaleconsulting.com

Provides medical technology commercialization and marketing services for next-generation platforms. Evaluates and writes strategic marketing and business plans for the purpose of raising funds, identifying market potential, and developing the commercialization plan. Provides expertise in business development, strategic partnership research, reimbursement analysis, and regulatory pathway planning.

Year Established: 2010
Employees: 1

Global GeneTechs, LLC
715 Post Road, Suite C
Madison, Wisconsin 53713

COO: Gavin A. Buehl
Contact: Gavin Buehl
Phone No.: (608) 237-1767
Fax No.: (608) 299-1493
E-mail: global@globalgenetechs.com
Web Site: http://www.globalgenetechs.com

Provides laboratory instrument service, calibrations, and sales.

Year Established: 2004
Other Resources

Godfrey & Kahn, S.C.
One East Main Street, Suite 500
Madison, Wisconsin  53703

Madison Office Managing Partner:  Rochelle Klaskin
Contact:  Rochelle Klaskin
Phone No.:  (608) 257-3911
Fax No.:  (608) 257-0609
E-mail:  rklaskin@gklaw.com
Web Site:  http://www.gklaw.com

Provides legal services for technology companies including services related to formation, angel financing, venture capital financing, license agreements, patent and other intellectual property protection, intellectual property litigation, and employee equity incentive programs.

Year Established:  1957

Goode Solutions LLC
21 Southwick Circle
Madison, Wisconsin  53717

Owner & President:  Eileen Goode
Contact:  Eileen Goode
Phone No.:  (608) 438-8906
Web Site:  http://www.goodesolutions.com

Provides technical recruiting services to the Madison marketplace. Provides contingency-based recruiting services or hourly recruiting consulting based on a client's needs. Is adept at understanding a client's corporate culture and strives to find the right match.

Year Established:  1997

Grant Thornton LLP
2 East Gilman Street
Madison, Wisconsin  53703

Partner-in-Charge:  Deron Curliss
Contact:  Deron Curliss
Phone No.:  (414) 277-6490
E-mail:  deron.curliss@gt.com
Web Site:  http://www.grantthornton.com

Provides professional services (accounting, audit, tax, and consulting) to leading-edge, technology-driven companies of all sizes. Our value proposition for technology companies is the timely and passionate delivery of quality global service and relevant thought leadership by partners and professionals who are readily accessible, possess deep technical expertise, and have significant industry experience gained from serving our many technology clients. Our technology practice comprises serving clients operating in seven subsegments: clean tech, communications, e-commerce, hardware, life sciences, software, and technology services.

Parent Location:  Chicago, IL
Year Established:  1924
Employees:  40

Invariant LLC
505 South Rosa Road, Suite 10C
Madison, Wisconsin  53719

Contact:  Irene Clark, VP, Managing Partner
Phone No.:  (608) 441-2830
E-mail:  irene.clark.invariant@gmail.com

Provides business consulting and business development services to biotechnology and pharmaceutical companies and investors.

Year Established:  2009

ITT Technical Institute
2450 Rimrock Road
Madison, Wisconsin  53713

Contact:  William Vinson, Director
Phone No.:  (608) 288-6301
Fax No.:  (608) 288-6350
E-mail:  wvinson@itt-tech.edu
Web Site:  http://www.itt-tech.edu

Provides educational services.
**J. Campana & Associates LLC**
Post Office Box 70726
Madison, Wisconsin  53707

**Principal:** Joseph Campana, Ph.D.
**Contact:** Joe Campana
**Phone No.:** (608) 241-3500
**E-mail:** info@jcampana.com
**Web Site:** http://www.jcampana.com

Provides privacy, information security, and anti-fraud solutions including compliance, training, background checks, investigations, and affordable legal services plans for small businesses.

*Year Established: 1998*

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**Kelly Scientific**
4335 East Towne Way
Madison, Wisconsin  53704

**President & CEO:** Carl Camden
**Contact:** Ginger Auchter, Wisconsin District Manager
**Phone No.:** (608) 244-6670
**E-mail:** ginger.auchter@kellyscientific.com
**Web Site:** http://www.kellyscientific.com

Is the world's largest scientific and clinical placement firm through a key differentiator - Scientists Placing Scientists. Primary services include contract, contract-to-hire, and direct hire as well as a wide range of custom solutions such as the online Science Learning Center, nationally recognized Future Scientist Program for internships, and project management solutions. Is also an exclusive partner/contributor to ACS, BioSpace, Lab Manager, AAAS, and Nature.com.

*Parent Company: Kelly Services*
*Parent Location: Detroit, MI*
*Year Established: 1946*

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**Kitson Marketing InTimeTools**
736 Tamarack Court
Verona, Wisconsin  53593

**President:** Robyn Kitson
**Contact:** Robyn Kitson
**Phone No.:** (608) 807-0003
**E-mail:** robyn@intimetools.com
**Web Site:** http://www.intimetools.com

Helps companies blend technology tools into how they do their sales and marketing. Provides a customized approach to CRM (Customer Relationship Management) technology, tailoring it to fit systems and procedures. Provides full implementation of CRM programs complete with planning, coaching, and training necessary.

*Parent Company: Kitson Marketing, Inc.*
*Year Established: 1987*

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**Kollath & Associates, CPA LLC**
8500 Greenway Boulevard, Suite 102
Middleton, Wisconsin  53562

**Member & President:** Mike Kollath
**Contact:** Mike Kollath
**Phone No.:** (608) 824-3002
**Fax No.:** (608) 833-0107
**E-mail:** mkollath@kollathcpa.com
**Web Site:** http://www.kollathcpa.com

Provides financial consulting, accounting, and tax services for science and technology companies.

*Year Established: 2006*
*Employees: 8*
*Annual Sales: $800,000*
*Attorney: Mark Schemmel*
*Accounting: Kollath & Associates, CPA LLC*
*Banking/Other Financial: Dave Mills*
Kramer Datapower, Inc.
4133 Council Crest
Madison, Wisconsin  53711

President:  Bill Kramer
Phone No.:  (847) 255-3140
Fax No.:  (847) 255-3893
E-mail:  info@kramerdatapower.com
Web Site:  http://www.kramerdatapower.com

Is a manufacturer's representative for Mitsubishi UPS, LEA TVSS, PDI power distribution units. Also is a reseller of generators; batteries; static transfer switches; and monitoring, metering, and service programs.

Parent Company:  Mitsubishi/LEA/PDI
Parent Location:  Rolling Meadows, IL
Branch Location:  Madison and Milwaukee, WI
Year Established:  1972

Lindsay, Stone & Briggs
100 State Street
Madison, Wisconsin  53703

CEO:  Marsha Lindsay
Contact:  Marsha Lindsay
Phone No.:  (608) 251-7070
Fax No.:  (608) 251-8989
E-mail:  mlindsay@lsb.com
Web Site:  http://www.lsb.com

Specializes in revitalizing and turning around stalled brands and successfully launching new-to-the-world products, brands, and categories. Capabilities include (a) consumer insights; (b) brand positioning; (c) brand identity development including logo, packaging, etc.; (d) Web design and development including e-commerce; (e) strategic communications planning and integrated communications plan development; (f) plan execution via traditional advertising, digital advertising, media planning and buying, PR (including social media), direct response, sales collateral, and POS; (g) occasion-based events, pop-up stores, and mobile tours; and (h) new product conceiving.

Year Established:  1978
Employees:  30
Annual Sales:  $36,000,000
Attorney:  Michael Best & Friedrich
Accounting:  Saby Von Haden
Banking/Other Financial:  Johnson Bank

LizMerfeld.com*
105 East Doty Street, Suite 200
Madison, Wisconsin  53703

Principal:  Liz Merfeld
Contact:  Liz Merfeld
Phone No.:  (608) 335-2363
E-mail:  lizmerfeld@me.com
Web Site:  http://www.lizmerfeld.com

Provides Web site search engine optimization (SEO) and technical writing.

Year Established:  2007
Employees:  1
Annual Sales:  $50,000
Banking/Other Financial:  UW Credit Union

Local Dirt
Metro Innovation Center
1245 East Washington Avenue, Suite 214
Madison, Wisconsin  53703

Founder:  Heather Hilleren
Contact:  Heather Hilleren
Phone No.:  (608) 554-4800
E-mail:  dirt@localdirt.com
Web Site:  http://www.localdirt.com

Provides online services to find, buy, and sell local food in your community.

Year Established:  2005
Employees:  3

Loquent, LLC
2586 Chesapeake Drive
Madison, Wisconsin  53719

President:  Ken Doyle, Ph.D.
Contact:  Ken Doyle, Ph.D.
Phone No.:  (608) 274-5844
Fax No.:  (608) 274-1672
E-mail:  info@loquent.net
Web Site:  http://www.LoquentLLC.com

Provides communications services for technology companies that include technical, medical, and scientific writing; corporate identity development; Web and print design; and traditional and new media marketing.

Year Established:  1999
Madison Epigenetics
7833 Lois Lowry Lane
Madison, Wisconsin 53719

**Founder & Managing Director:** Dr. Phil Greenwood, CPA, Ph.D.
**Contact:** Phil Greenwood
**Phone No.:** (608) 213-4882
**Fax No.:** (608) 268-8634
**E-mail:** admin@phil-greenwood.net
**Web Site:** http://www.phil-greenwood.net

Provides management advisory services in the epigenetic and regenerative medicine fields focused on financial and strategic issues.

**Year Established:** 2005

MarketingPilot Software
2820 Walton Commons West, Suite 118
Madison, Wisconsin 53718

**CEO:** Ken Kornbluh
**Contact:** Lou Immendorf, Vice President - Development
**Phone No.:** (608) 223-9105, Ext. 401
**Web Site:** http://www.marketingpilot.com

Is a marketing software company.

**Year Established:** 2001
**Employees:** 10

Merrill Lynch
101 Wisconsin Avenue, Suite 900
Madison, Wisconsin 53701

**Branch Manager:** Sandra Fletcher
**Contact:** Nicole Ralph, Financial Advisor
**Phone No.:** (608) 283-2711
**Fax No.:** (608) 467-4980
**E-mail:** nicole_ralph@ml.com
**Web Site:** http://www.totalmerrill.com

Provides cash management, 401(k) plans, and executive compensation plans to companies in biotech, high-tech, and manufacturing industries in Wisconsin.

**Year Established:** 1885
**Employees:** 25

Michael Best & Friedrich LLP
One South Pinckney Street, Suite 700
Madison, Wisconsin 53703

**Managing Partner:** David Krutz
**Contact:** Jonathan Fritz or Gregory Lynch, Partners
**Phone No.:** (608) 257-3501
**Fax No.:** (608) 283-2275
**E-mail:** gilynch@michaelbest.com or jmfritz@michaelbest.com
**Web Site:** http://www.michaelbest.com

Is a broad-based business law firm that can handle a complete range of business legal matters. Acknowledging the breadth and depth of issues facing technology companies, we draw upon the experience of a multi-disciplinary team of attorneys to advise clients within the private, public, and academic arenas focusing on technology and development. Attorneys from various practice groups such as intellectual property, life sciences, and venture best have extensive experience counseling clients in high-technology sectors such as advanced manufacturing, biotechnology, information technology, software, clean technology, medical device, software, and electronics. Handles matters including patent issues, financing, secured transactions, tax, contract development and negotiation, business organization, joint development ventures, and assessing value and risks associated with proprietary technology.

**Parent Company:** Michael Best & Friedrich
**Parent Location:** Milwaukee, WI
**Branch Location:** Madison, Milwaukee, Waukesha, and Manitowoc, WI; and Chicago, IL
**Year Established:** 1848
**Employees:** 96

Micron Business Systems
2998 Syene Road
Madison, Wisconsin 53713

**President:** Greg Palmer
**Contact:** Greg Palmer
**Phone No.:** (608) 274-2099
**Fax No.:** (608) 274-1108
**E-mail:** gpalmer@micronbp.com
**Web Site:** http://www.micronbusinesssystems.com

Provides laser printer sales and services and sale of cartridges.

**Year Established:** 1972
**Employees:** 5
MRI Sales Consultants of Madison
7818 Big Sky Drive, Suite 205
Madison, Wisconsin  53719

President & Executive Recruiter:  Bill Schultz
Contact:  Bill Schultz
Phone No.:  (608) 836-5566
E-mail:  schultzy@mriscmadison.com
Web Site:  http://www.mriscmadison.com

Is an executive search firm specializing in the recruitment and placement of quality sales and marketing professionals. Works with local and national companies experiencing significant growth that need high-quality sales and marketing people to sustain high revenue growth. Serves high-tech, medical equipment, and business services companies.

Parent Company:  MRI Network
Year Established:  1988
Employees:  5

Neway Directions Inc.
6400 Gisholt Drive, No. 102
Madison, Wisconsin  53713

Director: Jenna Ruehlow
Contact: Jenna Ruehlow
Phone No.:  (608) 221-1920
Fax No.:  (608) 221-1895
E-mail: jenna@newaydirections.com
Web Site:  http://www.newaydirections.com

Provides computer and clerical training, nursing assistant training, and employment services. Trains individuals on Microsoft Office products, Internet, data entry, keyboarding, business math, proofreading, records management, ten-key calculator, and record keeping.

Year Established:  1994
Employees:  4
Accounting:  Adler
Banking/Other Financial:  U.S. Bank

murfie.com
One South Pinckney Street, Suite 818
Madison, Wisconsin  53703

CEO:  Matthew Younkle
Contact: Matthew Younkle
Phone No.:  (608) 515-8180
E-mail: info@murfie.com
Web Site:  http://www.murfie.com

Is an online community for buying, selling, and trading digital music and CDs. If you have any CDs collecting dust, we can help you with that.

Year Established:  2010

NorthStar Economics, Inc.
Metro Innovation Center
1245 East Washington Avenue, Suite 207
Madison, Wisconsin  53703

CEO:  David J. Ward, Ph.D.
Contact: Alan Hart, Vice President & Director - Operations
Phone No.:  (608) 441-8060
Fax No.:  (608) 441-8064
E-mail: dward@northstareconomics.com
Web Site:  http://www.northstareconomics.com

Is an economic consulting and research firm dedicated to the development and implementation of New Economy economic development strategies. Services include economic impact studies, feasibility studies, regional economic development, strategic planning, rural economic development, forensic analysis, and workforce development strategies.

Year Established:  2000
Employees:  2

Paradocs, Inc.
453 Union Road
Brooklyn, Wisconsin  53521

President:  Thomas Mozer
Contact: Thomas Mozer
Phone No.:  (608) 455-1081
Fax No.:  (608) 455-1159
E-mail: paradocs@execpc.com

Provides management services to new biotech start-ups.
Other Resources

**Paragraph Lab***
7966 Stagecoach Rd  
Cross Plains, Wisconsin  53528

**President:** Timothy G. Burland  
**Contact:** Timothy Burland  
**Phone No.:** (608) 609-7753  
**E-mail:** tim@paragraphlab.com  
**Web Site:** http://www.paragraphlab.com

Provides writing, editing, and reviewing services for science-driven organizations.

*Year Established:  2010*

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**PLACES International, LLC**
302 Oldfield Road  
Madison, Wisconsin  53717

**Director & Educator:** Kathy Koritzinsky  
**Contact:** Kathy Koritzinsky  
**Phone No.:** (608) 770-0485  
**Fax No.:** (608) 828-9395  
**E-mail:** kkoritz@tds.net  
**Web Site:** http://www.PLACES International.com

Provides customized language and culture services to start-up and existing businesses and hosts overseas groups who come to Wisconsin. Our organization is comprised of professional, certified language teachers who have lived and worked in the countries about which we teach.

*Year Established:  2002*  
*Percentage of International Sales:  90%*

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**PosiPair.com**
Metro Innovation Center  
1245 East Washington Avenue, Suite 212  
Madison, Wisconsin  53703

**CEO:** Sarah Manski  
**Contact:** Sarah Manski  
**Phone No.:** (608) 395-9748  
**E-mail:** sarahmanski@gmail.com  
**Web Site:** http://www.posipair.com

Highlights sustainable business and positive products. Businesses with a sustainable mission are all networked together with individual profiles on one gateway Web site. By pairing products, businesses, people, and organizations, we make it easy for anyone to find out how, where, and by whom products were made. Link by link, pair by pair, we are networking the new green economy. Our clients will be able to pair with related enterprises in the same way friends and professionals do on social networking Web sites. Businesses paired will initially include producers, suppliers, retailers, distributors, and others invested in green business practices. Our users will be able to set up their own personal page that links to their favorite green products and businesses. Individuals will also be able to comment on any business or product and search by industry, certification standards, location, supply chain, etc. In the near future, businesses will also be able to sell their products through the site, giving Wisconsin's smaller businesses access to worldwide buyers.

*Parent Company:  Liberation, LLC*  
*Parent Location:  Madison, WI*  
*Year Established:  2008*  
*Employees:  1*
PowerBuy 4 You, LLC*
5637 Hodgson Road
Mazomanie, Wisconsin  53560

Owner:  Becky Pharo
Contact:  Becky Pharo
Phone No.:  (608) 225-3350
Fax No.:  (608) 795-4297
E-mail:  info@powerbuy4you.com
Web Site:  http://www.powerbuy4you.com

Is a purchasing consortium with no member fees to join. Our consortium enables companies to pool buying power together, and in turn, member companies get much higher discounts on products. We have pre-negotiated contracts with several vendors which allow our member companies the options to buy goods and services at a reduced cost. Offers our members the opportunity to use our services to perform purchasing duties for your organization much as a purchasing agent would do. Is recognized as a Certified Woman-Owned Business Enterprise by the Department of Commerce, Division of Business Development in the state of Wisconsin.

Year Established:  2009
Banking/Other Financial:  The People's Community State Bank

PropertyDrive*
Post Office Box 8691
Madison, Wisconsin  53708

Founding Partner: Annette Gelbach
Contact: Annette Gelbach
Phone No.:  (608) 442-0511
Fax No.:  (608) 242-1870
E-mail: office@propertydrive.com
Web Site:  http://www.propertydrive.com

Is on online commercial real estate listing service serving Wisconsin. Provides free searching for office, retail, industrial, multifamily, land, and all commercial properties for both lease and/or sale. Provides listing data to a variety of other Web sites.

Year Established:  2003
Employees:  1

Quarles & Brady LLP
33 East Main Street, Suite 900
Madison, Wisconsin  53703

Chairman: John W. Daniels, Jr.
Contact: Bennett Berson, Intellectual Property Group Chair, Madison Office
Phone No.:  (608) 251-5000
Fax No.:  (608) 251-9166
E-mail: bennett.berson@quarles.com
Web Site:  http://www.quarles.com

Is a diverse law firm with an extensive high-level understanding of our clients' innovations, and in many cases, we have background and experience in the relevant technologies. Many of our attorneys are also highly trained scientists and engineers including molecular biologists; biochemists; pharmacists; chemists; and electrical, civil, chemical, and mechanical engineers. They regularly handle issues involving leading-edge technologies such as genetically engineered organisms, medical instrumentation, human pharmaceuticals, and computer hardware and software. We are equally likely to work with producers of durable goods and food and agricultural products as technology and competition increase their influence in nearly every human endeavor.

Parent Company:  Quarles & Brady LLP
Parent Location:  Milwaukee, WI
Branch Location: Madison, WI; Chicago, IL; Phoenix and Tucson, AZ; and Naples and Tampa, FL
Year Established:  1974

Resource Strategies, Inc. (RSI)
3630 Spring Trail
Madison, Wisconsin  53711

President: Susan Tikalsky
Contact: Susan Tikalsky
Phone No.:  (608) 251-5941
Fax No.:  (608) 251-5905
E-mail: mailbox@rs-inc.com
Web Site:  http://www.rs-inc.com

Serves an international clientele by tracking advances in emerging issues - scientific, technical, regulatory, and public policy - that may affect research, policy, or business development needs.

Branch Location: Minneapolis, MN
Year Established:  1993
Employees:  2
Annual Sales:  $900,000
Percentage of International Sales:  75%
Other Resources

Richard Fallis LLC
1640 Homestead Road
Marshall, Wisconsin 53559

Owner: Richard Fallis
Contact: Richard Fallis
Phone No.: (608) 335-1823
E-mail: rich@richardfallis.com
Web Site: http://www.richardfallis.com

Provides virtual communications assistance and freelance work involving project management, public relations, writing, voice-overs, research, planning, and strategy.

Year Established: 2010

Roplan, Inc.
5020 World Dairy Drive
Madison, Wisconsin 53718

Contact: Kathy Stark
Phone No.: (608) 229-5225
Fax No.: (608) 227-9599
Web Site: http://www.roplan.com

Is a distributor of mechanical seals.

Parent Location: Sweden
Employees: 9

Rose CFO Solutions, LLC
Madison, Wisconsin

Principal: Cynthia Rose Hughes
Contact: Cynthia Rose Hughes
Phone No.: (608) 235-9072
E-mail: crose@rosecfo.com

Provides contract CFO services for small to mid-sized organizations. Offers a hands-on approach to addressing critical business issues, helps identify barriers to financial growth, and implements action plans to accelerate business success. Assesses what works well and what needs improvement.

Year Established: 2006
Banking/Other Financial: U.S. Bank

Sakowski Consulting, LLC
Whitney Point
330 South Whitney Way, Suite 201
Madison, Wisconsin 53705

President: Jacqui Sakowski
Contact: Jacqui Sakowski
Phone No.: (608) 218-9003
Fax No.: (608) 218-9117
E-mail: jacqui@sakowskiconsulting.com
Web Site: http://www.sakowskiconsulting.com

Specializes in training and coaching for scientific and technical personnel to develop sales skills, craft proposals, and create clarity in sales encounters.

Year Established: 2001
Employees: 2
Percentage of International Sales: 3%

Sandbox International LLC
Madison Enterprise Center
100 South Baldwin Street, Suite 202
Madison, Wisconsin 53703

E-mail: info@sandboxintl.com
Web Site: http://www.sandboxintl.com

Helps client organizations drive innovation by hosting and moderating creative consumer panels to help companies conceive breakthrough ideas and insights into new product development processes.

Scribe Shop
2194 Conover Circle
Fitchburg, Wisconsin 53575

Owner: Donna Lewein
Contact: Donna Lewein
Phone No.: (608) 835-7227
Fax No.: (608) 835-7224
E-mail: scribe@scribeshop.com
Web Site: http://www.scribeshop.com

Specializes in technical proposal writing in response to government RFPs. Among our clients are firms in systems engineering, software development, environmental engineering, and life sciences.

Year Established: 1991
Employees: 1
Semex USA
2866 Agriculture Drive
Madison, Wisconsin  53718

Contact:  Marisa Franks
Phone No.:  (608) 223-9435
Web Site:  http://www.semexusa.com

Provides bovine semen for sale.

Employees:  20

Simple Network Consulting*
101 Nob Hill Road
Madison, Wisconsin  53713

CEO & President:  Shawn Nesbitt
Contact:  Shawn Nesbitt
Phone No.:  (608) 446-4464, Ext. 201
E-mail:  info@sncllc.com
Web Site:  http://www.sncllc.com

Offers a solution to the mid-level market like no one else can. Offers the ability to assist your company with your business needs, utilizing technology, to simplify your daily activities. Assists medical, financial, legal, commercial, and construction industries with technology requirements. Our tag line says . . . The Complex Simplified.

Year Established:  2005
Employees:  5
Annual Sales:  $1,800,000
Attorney:  Hurley Burish & Stanton
Accounting:  Abundant Accounting
Management Consultant:  Simple Network Consulting
Banking/Other Financial:  Park Bank

Smith & Gesteland LLP
Post Office Box 1764
Madison, Wisconsin  53701

Partner:  Kevin J. Kelbel
Contact:  Kevin J. Kelbel
Phone No.:  (608) 828-3115
Fax No.:  (608) 836-7505
E-mail:  kevin.kelbel@sgcpa.com
Web Site:  http://www.sgcpa.com

Is a certified public accounting and consulting firm. Activities in the high-tech niche include assist businesses with funding needs, promote and assist clients to gain access to Small Business Innovative Research (SBIR) grant funding, provide traditional tax and accounting services, provide entity selection, assist start-up businesses with initial business issues they confront as they begin business, assist business owners with financing and tax impacts of business decisions on their individual situations, and assist clients manage growth.

Year Established:  1948
Employees:  80

Smith & Gesteland LLP
8383 Greenway Boulevard
Middleton, Wisconsin  53562

Managing Partner:  Jeff Schleicher
Contact:  Neil Fauerbach, Partner - Director of Business Development
Phone No.:  (608) 836-7500
Fax No.:  (608) 836-7505
E-mail:  info@sgcpa.com
Web Site:  http://www.sgcpa.com

Is an accounting and business consulting firm with offices in Middleton and Sun Prairie. Founded in 1948, we provide solutions to small and medium-sized, closely held businesses in south-central Wisconsin faced with financial and organizational challenges of growth and transition. Specializes in serving family-owned businesses, high-technology firms, the construction industry, businesses within the supply chain, and not-for-profit entities. Offers a complete range of tax, audit, and accounting services as well as strategic business services covering business planning and improvement and information technology.

Year Established:  1948
Employees:  85
**Solaris Management LLC**  
1213 North Sherman Avenue, Suite 205  
Madison, Wisconsin 53704  

*CEO & Owner:* Michael T. Schumacher, Ph.D.  
*Contact:* Michelle Jetzer, Business Partner  
*Phone No.:* (608) 347-0847  
*E-mail:* mts@solariscenter.com  
*Web Site:* http://www.solariscenter.com

Assists companies with start-up and operational support, bookkeeping, employee manuals and contracts, business plans, and basic legal services.

*Year Established:* 1997  
*Employees:* 3  
*Annual Sales:* $150,000  
*Accounting:* Michelle Jetzer  
*Management Consultant:* Michael Schumacher

**Stafford Rosenbaum LLP**  
222 West Washington Avenue, Suite 900  
Post Office Box 1784  
Madison, Wisconsin 53701  

*CEO:* Bradford L. Murphy  
*Contact:* Tom Aquino  
*Phone No.:* (608) 256-0226  
*Fax No.:* (608) 259-2600  
*Web Site:* http://www.staffordlaw.com

Is a general practice law firm with offices in Madison and the metro Milwaukee area. Provides efficient and effective legal services including assisting in the formation of businesses, drafting and negotiating contracts and licensing agreements, and litigating and resolving disputes for many leading technology, utility, manufacturing, and retail companies in Wisconsin.

*Parent Location:* Madison, WI  
*Branch Location:* Brookfield, WI  
*Year Established:* 1879  
*Employees:* 47  
*Accounting:* Smith & Gesteland LLP  
*Banking/Other Financial:* M&I Bank

**Steudel & Schultz, LLC**  
313 West Beltline Highway, Suite 184  
Madison, Wisconsin 53713  

*President:* Laura Acker  
*Contact:* Laura Acker  
*Phone No.:* (608) 271-3121  
*Fax No.:* (608) 838-8985  
*E-mail:* info@ISOpocketguides.com  
*Web Site:* http://www.ISOpocketguides.com


*Parent Company:* American Society for Quality (ASQ), AIAG, WI Manufacturers Association  
*Parent Location:* Madison, WI  
*Branch Location:* McFarland, WI  
*Year Established:* 2003  
*Management Consultant:* Harold Steudel, Ph.D., P.E.

**Strategic Frontiers LLC**  
Post Office Box 628223  
Middleton, Wisconsin 53562  

*President:* Richard Nelson  
*Contact:* Richard Nelson  
*Phone No.:* (608) 467-0415  
*E-mail:* strategicfrontiers@att.net

Connects technologies and markets with business objectives. Provides strategic and tactical business services for entrepreneurs, researchers, executives, and investors to help them develop a focused plan to bring their innovative products and ideas to market, successfully. We have on-the-ground experience in 50 countries and a strong commercial and technical background.

*Year Established:* 1997  
*Percentage of International Sales:* 50%
StudyBlue, Inc.
602 State Street, Suite 200
Madison, Wisconsin  53703

CEO:  Rebecca Splitt  
Contact:  Chris Klundt, President  
Phone No.:  (608) 441-1149  
E-mail:  info@studyblue.com  
Web Site:  http://www.studyblue.com

Provides online services with tools to help students study efficiently and effectively.

Year Established:  2007  
Employees:  12  
Attorney:  Foley & Lardner  
Accounting:  Grant Thornton  
Banking/Other Financial:  Chase

Talent Assets*
6123 Knollwood  
Oregon, Wisconsin  53575

Founder/President:  Lyle Heller  
Contact:  Lyle Heller  
Phone No.:  (608) 235-0346  
E-mail:  talentassets@gmail.com  
Web Site:  http://www.talentassets.com

Provides software related to human resources, position description questionnaires, job grading, organization assessments, 360 assessments, co/extra-curricular evaluation, and related.

Year Established:  2003  
Employees:  1

Synnovation, LLC
2726 Van Hise Avenue  
Madison, Wisconsin  53705

President:  Ed Harris  
Contact:  Ed Harris  
Phone No.:  (608) 231-9999  
Fax No.:  (608) 231-9998  
E-mail:  eharris@synnovation.com  
Web Site:  http://www.synnovation.com

Provides management consulting for start-up and early-stage software companies. Provides computer/software consulting for attorneys.

Year Established:  1973  
Employees:  1  
Attorney:  Mike Lawton  
Accounting:  Porter & Sack  
Banking/Other Financial:  U.S. Bank

SyzyGy50, LLC
4202 Esch Lane  
Madison, Wisconsin  53704

Principal:  Sue Gleason  
Contact:  Sue Gleason  
Phone No.:  (608) 217-6022  
Fax No.:  (866) 476-0020  
E-mail:  sgleason@syzygy50.com  
Web Site:  http://www.syzygy50.com

Provides planning, research, grant writing, project management, support, planning, facilitation, and benchmarking/metrics/evaluation.

Year Established:  2009  
Employees:  1

TEKsystems
5100 Eastpark Boulevard, Suite 120  
Madison, Wisconsin  53718

Director of Business Operations:  Lisa Vashkelis  
Contact:  Lisa Vashkelis  
Phone No.:  (608) 243-3507  
E-mail:  lvashkel@teksystems.com  
Web Site:  http://www.teksystems.com

Provides IT staffing and services.  
Parent Location:  Baltimore, MD  
Year Established:  1983  
Employees:  190

The Dieck Group Inc.
30 Rough Lee Court  
Madison, Wisconsin  53705

Contact:  Dan Dieck  
Phone No.:  (608) 238-1000  
Web Site:  http://www.dieckexecutivesearch.com

Is a retained executive search firm. Partners with clients as a senior-level staffing partner and typically works at the "C" level, board level, and direct reports to the CEO.

Year Established:  1985
The Luminis Group, Ltd.
595 Science Drive
Madison, Wisconsin 53711

President: Rod Hise
Contact: Rod Hise
Phone No.: (608) 807-4607
E-mail: rod@luminisgroupltd.com
Web Site: http://www.luminisgroupltd.com

Provides corporate and marketing communications services to technology companies.

Year Established: 2006

The Portofino Group, LLC
Post Office Box 930188
Verona, Wisconsin 53593

President & CEO: Michael Klein
Contact: Michael Klein
Phone No.: (608) 438-1007
E-mail: mklein@portofinogroup.com
Web Site: http://www.portofinogroup.com

Is a leading technology media, event, and marketing company. Our diverse products and services portfolio spans print and online publishing, strategic planning and business development, sales training, Web design, market research, event and conference production, as well as integrated branding.

Year Established: 1999

The Scanlon Law Office*
616 South Ingersoll Street
Madison, Wisconsin 53703

Principal: William J. Scanlon
Contact: William Scanlon
Phone No.: (608) 294-1141
E-mail: wjs@scanlonlaw.com
Web Site: http://www.scanlonlaw.com

Provides legal services at reasonable rates to further creativity: intellectual property law (including patent, trademark, copyright, copyleft, unfair competition, and licensing law), law of business aspects of creative endeavors, cyberlaw, freedom of information law, and freedom of expression law.

Year Established: 1997

The TASCON Group
7780 Elmwood Avenue, Suite 100
Middleton, Wisconsin 53562

President: Theodore See
Contact: Theodore See
Phone No.: (608) 827-6349
Fax No.: (608) 831-6299
E-mail: tsee@thetascongroup.com
Web Site: http://www.thetbusinessanalystist.com


Year Established: 1982

The Well-Tempered Word, LLC
6906 Tottenham Road
Madison, Wisconsin 53711

Owner/President: Kafryn W. Lieder, Ph.D.
Contact: Kafryn W. Lieder, Ph.D.
Phone No.: (608) 513-6907
E-mail: kafryn.lieder@wtword.com
Web Site: http://www.wtword.com

Provides technical/scientific communications services, especially for grant applications and scientific or trade journal articles. Helps prepare effective, accurate, and audience-appropriate documents to increase your sales and customer retention.

Year Established: 2003
Employees: 1

ThermoFisher Scientific

President: Ed Pecika
Contact: Don Zukowski, Senior Sales Representative
Phone No.: (608) 213-1241
Fax No.: (608) 850-4563

Is a leading provider of equipment, supplies, and services for the global research and clinical markets. Is committed to offering you the highest quality products with unparalleled delivery and customer service. Has been the preferred prime vendor to the scientific research community and clinical laboratories.

Parent Location: Pittsburgh, PA
Branch Location: Hanover Park, IL
Year Established: 1902
Employees: 5
Annual Sales: 13,000,000,000+
Timothy Chapman & Associates*
1420 Vilas Avenue
Madison, Wisconsin 53711

Owner: Timothy Chapman
Contact: Timothy Chapman
Phone No.: (601) 206-2570
E-mail: openit@truenym.net
Web Site: http://www.openit.truenym.net

Helps individuals, businesses, and other organizations adopt free and open source software (FOSS) and cloud computing.

Year Established: 2006

Transform Technologies*
4710 East Broadway, Stop 2
Madison, Wisconsin 53716

President: Bret Gundlach
Contact: Bret Gundlach
Phone No.: (800) 628-9954
Fax No.: (800) 628-9954
E-mail: info@transformpos.com
Web Site: http://www.transformtechnologies.com

Provides technology solutions for restaurant and retail industries.

Year Established: 2003
Employees: 6
Annual Sales: $1,200,000
Banking/Other Financial: Monona State Bank

Trinity Technologies
4602 Pflaum Road
Madison, Wisconsin 53718

Contact: Scott Braun
Phone No.: (608) 221-2333
Fax No.: (608) 221-2758

Specializes in electrical work and any work regarding wireless communication services whether it be WiFi or cellular.

TruPay Corporation
1360 Regent Street, No. 122
Madison, Wisconsin 53713

President: Mark Rutledge
Contact: Kate Wesselink
Phone No.: (608) 698-1384
Fax No.: (574) 256-5829
E-mail: kwesselink@trupay.com
Web Site: http://www.trupay.com

Is a Midwest-based provider of labor management solutions with a focus on payroll services including tax filings, third-party garnishment payments, interfaces to general ledger, and other related services. Customer service is what makes us different. With an office in Madison, we are here to work with small and large organizations.

Parent Company: TruPay Corporation
Parent Location: Mishawaka, IN
Branch Location: Madison, WI; Springfield, IL; and Overland Park, KS
Year Established: 2003
Employees: 1

TuRbo Translation LLC
Post Office Box 3826
Madison, Wisconsin 53701

President: Laura Ritchie
Contact: Laura Ritchie
Phone No.: (909) 278-8726
E-mail: turbotranslation@gmail.com
Web Site: http://www.turbotranslation.com

Offers outstanding French translation and interpretation services for all your personal and business needs at the speed of life.

Year Established: 2008
VectorTech, Inc.
7621 Kenyon Drive
Middleton, Wisconsin  53562

President: Jim Rice
Contact: Jim Rice
Phone No.: (608) 509-2131
E-mail: jim.rice@vectortechstrategy.com
Web Site: http://www.vectortechstrategy.com

Provides strategic product and service development for the telecommunications and cable broadband access sectors. Provides strategic planning consulting services for technology companies. Provides new business development, new venture development, and joint venture development.

Year Established: 1989
Employees: 1

Voltedge, Inc.
613 Williamson Street, Suite 201
Madison, Wisconsin  53703

President: Janet Ady
Contact: Janet Ady
Phone No.: (608) 663-9218
Fax No.: (608) 663-9219
E-mail: jady@voltedge.com
Web Site: http://www.voltedge.com

Is a branding, marketing, and communications company. Services include market research, logo/identity, Web sites, social media, and marketing plans.

Year Established: 2003
Employees: 6
Attorney: Michael Allen/Energy Law Wisconsin
Accounting: Wegner LLP
Banking/Other Financial: Summit Credit Union

Virtual Management Solutions
959 Primrose Center Road
Belleville, Wisconsin  53508

President: Linda Davis
Contact: Linda Davis
Phone No.: (608) 832-8003
E-mail: davelind@chorus.net
Web Site: http://www.virtualmanagementsolutions.com

Provides services including business plan coaching, writing, research, editing, and review; feasibility studies; federal grant applications including SBIR, USDA REAP, and VAPG; market studies; sales forecasts; competitive analysis; primary and secondary market research; and financial analysis and projections.

Year Established: 1994
Employees: 1

Wendy Soucie Consulting LLC
N1990 Morter Road
Lodi, Wisconsin  53555

Principal: Wendy Soucie
Contact: Wendy Soucie
Phone No.: (608) 225-1985
E-mail: wsoucie@wendysoucie.com
Web Site: http://www.wendysoucie.com

Provides social media consulting and strategy.

Parent Location: Wendy Soucie Consulting LLC
Year Established: 2009
Employees: 1
Accounting: Bremser Group
Banking/Other Financial: Associated Bank
Windward Consulting, LLC
308 Grant Street
Waunakee, Wisconsin  53597

President & Founder: Curt Szymanski
Contact: Curt Szymanski
Phone No.: (608) 850-5170
Fax No.: (608) 299-3779
E-mail: curt@windwardrevolution.com

Specializes in workflow consulting and product and process
strategy, design, and reengineering for high-tech company clients
in a number of technology-based industries. Specializes in
business start-up consulting including business plan
development, strategic planning, and project management.

Year Established:  2002
Employees:  1
Attorney:  Stafford Rosenbaum
Accounting:  Smith & Gesteland LLP
Banking/Other Financial:  AnchorBank
## HIGH-TECH CATEGORIES AS IDENTIFIED BY DUN & BRADSTREET

### MANUFACTURING

<table>
<thead>
<tr>
<th>NAICS No.</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>325188</td>
<td>All Other Inorganic Chemical Manufacturing (pt)</td>
</tr>
<tr>
<td>325411</td>
<td>Medicinal and Botanical Manufacturing</td>
</tr>
<tr>
<td>325412</td>
<td>Pharmaceutical Preparation Manufacturing (pt)</td>
</tr>
<tr>
<td>325413</td>
<td>In-Vitro Diagnostic Substance Manufacturing</td>
</tr>
<tr>
<td>325414</td>
<td>Biological Product (except Diagnostic) Manufacturing</td>
</tr>
<tr>
<td>333313</td>
<td>Office Machinery Manufacturing (pt)</td>
</tr>
<tr>
<td>333319</td>
<td>Other Commercial and Service Industry Machinery Manufacturing (pt)</td>
</tr>
<tr>
<td>333997</td>
<td>Scale and Balance (except Laboratory) Manufacturing</td>
</tr>
<tr>
<td>333999</td>
<td>All Other Miscellaneous General Purpose Machinery Manufacturing</td>
</tr>
<tr>
<td>334111</td>
<td>Electronic Computer Manufacturing</td>
</tr>
<tr>
<td>334112</td>
<td>Computer Storage Device Manufacturing</td>
</tr>
<tr>
<td>334113</td>
<td>Computer Terminal Manufacturing</td>
</tr>
<tr>
<td>334119</td>
<td>Other Computer Peripheral Equipment Manufacturing (pt)</td>
</tr>
<tr>
<td>33421</td>
<td>Telephone Apparatus Manufacturing</td>
</tr>
<tr>
<td>33422</td>
<td>Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing (pt)</td>
</tr>
<tr>
<td>33429</td>
<td>Other Communications Equipment Manufacturing</td>
</tr>
<tr>
<td>334411</td>
<td>Electron Tube Manufacturing</td>
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<tr>
<td>334412</td>
<td>Bare Printed Circuit Board Manufacturing</td>
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<tr>
<td>334413</td>
<td>Semiconductor and Related Device Manufacturing</td>
</tr>
<tr>
<td>334414</td>
<td>Electronic Capacitor Manufacturing</td>
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<tr>
<td>334415</td>
<td>Electronic Resistor Manufacturing</td>
</tr>
<tr>
<td>334416</td>
<td>Electronic Coil, Transformer, and Other Inductor Manufacturing (pt)</td>
</tr>
<tr>
<td>334417</td>
<td>Electronic Connector Manufacturing</td>
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<tr>
<td>334418</td>
<td>Printed Circuit Assembly (Electronic Assembly) Manufacturing (pt)</td>
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<tr>
<td>334419</td>
<td>Other Electronic Component Manufacturing</td>
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<tr>
<td>334510</td>
<td>Electromedical and Electrotherapeutic Apparatus Manufacturing (pt)</td>
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<tr>
<td>334511</td>
<td>Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing</td>
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<tr>
<td>334512</td>
<td>Automatic Environmental Control Manufacturing for Residential, Commercial, and Appliance Use</td>
</tr>
<tr>
<td>334513</td>
<td>Instruments and Related Product Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables</td>
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<tr>
<td>334514</td>
<td>Totalizing Fluid Meter and Counting Device Manufacturing (pt)</td>
</tr>
<tr>
<td>334515</td>
<td>Instrument Manufacturing for Measuring and Testing of Electricity and Electrical Signals</td>
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<td>334516</td>
<td>Analytical Laboratory Instrument Manufacturing</td>
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<tr>
<td>334517</td>
<td>Irradiation Apparatus Manufacturing (pt)</td>
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<tr>
<td>334519</td>
<td>Other Measuring and Controlling Device Manufacturing</td>
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<td>334613</td>
<td>Magnetic and Optical Recording Media Manufacturing (pt)</td>
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<tr>
<td>335314</td>
<td>Relay and Industrial Control Manufacturing</td>
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<tr>
<td>335999</td>
<td>All Other Miscellaneous Electrical Equipment and Component Manufacturing (pt)</td>
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<tr>
<td>336412</td>
<td>Aircraft Engine and Engine Parts Manufacturing</td>
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<tr>
<td>336413</td>
<td>Other Aircraft Parts and Auxiliary Equipment Manufacturing</td>
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<td>NAICS No.</td>
<td>Description</td>
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</tr>
<tr>
<td>336414</td>
<td>Guided Missile and Space Vehicle Manufacturing</td>
</tr>
<tr>
<td>336415</td>
<td>Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing</td>
</tr>
<tr>
<td>336419</td>
<td>Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing</td>
</tr>
<tr>
<td>339111</td>
<td>Laboratory Apparatus and Furniture Manufacturing</td>
</tr>
<tr>
<td>339112</td>
<td>Surgical and Medical Instrument Manufacturing (pt)</td>
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</tbody>
</table>

**BUSINESS SERVICES**

<table>
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<tr>
<th>NAICS No.</th>
<th>Description</th>
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<tbody>
<tr>
<td>44312</td>
<td>Computer and Software Stores</td>
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<tr>
<td>51121</td>
<td>Software Publishers</td>
</tr>
<tr>
<td>514191</td>
<td>Online Information Services</td>
</tr>
<tr>
<td>51421</td>
<td>Data Processing Services</td>
</tr>
<tr>
<td>54133</td>
<td>Engineering Services (pt)</td>
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<tr>
<td>54138</td>
<td>Testing Laboratories</td>
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<tr>
<td>541511</td>
<td>Custom Computer Programming Services</td>
</tr>
<tr>
<td>541512</td>
<td>Computer Systems Design Services (pt)</td>
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<tr>
<td>541513</td>
<td>Computer Facilities Management Services</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer-Related Services</td>
</tr>
<tr>
<td>54169</td>
<td>Other Scientific and Technical Consulting Services (pt)</td>
</tr>
<tr>
<td>54171</td>
<td>Research and Development in the Physical, Engineering and Life Sciences (pt)</td>
</tr>
<tr>
<td>54172</td>
<td>Research and Development in the Social Sciences and Humanities (pt)</td>
</tr>
<tr>
<td>621511</td>
<td>Medical Laboratories</td>
</tr>
<tr>
<td>621512</td>
<td>Diagnostic Imaging Centers</td>
</tr>
<tr>
<td>Co. ID</td>
<td>Company</td>
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<tr>
<td>11.01</td>
<td>10H Inc.</td>
</tr>
<tr>
<td>9.01</td>
<td>5NINES llc</td>
</tr>
<tr>
<td>9.02</td>
<td>Aberdeen Consulting LLC</td>
</tr>
<tr>
<td>1.01</td>
<td>ABS Global</td>
</tr>
<tr>
<td>9.03</td>
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<td>Leon Wilkosz</td>
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<td>Dr. James A. Will</td>
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<td>Tom Willis</td>
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<td>Jeffrey Wong</td>
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<td>Yuerong Zhu</td>
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<td>Kurt Zimmerman</td>
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<tr>
<td>Don Zukowski</td>
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</tbody>
</table>
Survey Form
Greater Madison Area Directory of High-Tech Companies

If your firm was not listed or your listing is not up-to-date, please send current information on a copy of this form to: Jim Mohrbacher, Madison Gas and Electric Company, Post Office Box 1231, Madison, WI 53701-1231, via fax at (608) 252-4734, or go to www.mge.com/hightech.

The next directory will be published in March/April 2011.

Company Name: ________________________________ NASIC Code: __________
CEO/President: ______________________________________
Contact Person's Name and Title: ________________________________
Street Address: ____________________________________________
City/State/Zip Code: _________________________________________
Phone: ______________________ FAX Number: __________
E-Mail Address: ___________________ Web URL: __________________
Corporate Affiliation: ________________________________________
Parent Company and Location: _________________________________
Branch Office Location: _______________________________________
Number of Full-Time Employees in Dane County: ________________________
Year Company was Established: ______________
Average Sales/Revenues: ____________________ % International Sales: _________
Principal Activities/Services/Products: ____________________________________________

Which firm(s) does your company use for the following services:
Attorney/Legal: ____________________________
Accounting: _______________________________
Management Consultant: ______________________
Banking/Other Financial: _______________________
Venture Capital: ______________________________
State or Federal Funding Sources: ______________________
Other: _______________________________________

Signature: ___________________________ Date: ________________
To view the map, go to:

www.mge.com/ecodev/business/htd.htm