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STRATEGIC INSIGHT FOR TECHNOLOGY INTEGRATORS



376-400

RANK 2003	2002	COMPANY	'02 REVENUE	% CHANGE FROM 2001	TOP EXECUTIVE	KEY BUSINESS FOCUS	KEY TECH FOCUS	TOP VENDORS	KEY VERTICALS*
376	398	COMMAND ALKON Birmingham, Ala. (205) 879-3282	\$41.5M	-2.26%	Ken Robinson President & CEO	Total/custom solutions	App. integration, back-office apps., front-office apps., vert.-support apps., wireless	Oracle, Citrix, Microsoft, OnBase	
377	408	DAOU SYSTEMS Exton, Pa. (610) 594-2700	\$41.2M	0.2%	Daniel Malcolm CEO	Total/custom solutions	App. integration, entrprs. apps., network sys. mgmt., netwkg., svcs. & cons.	Microsoft, Sybase, Novell, Cisco	
378	407	MANATRON Portage, Mich. (800) 666-5300	\$41.1M	0.01%	Paul Sylvester President & CEO	Total/custom solutions	Back-office apps., database, entrprs. apps., front-office apps., svcs. & cons.	Microsoft, ESRI, Oracle, Unisys	
379	377	INFORTE Chicago, Ill. (312) 540-0900	\$40.4M	-15.46%	Philip Bligh CEO & Chairman	Consulting services	Svcs. & cons.	Siebel, Vignette	
380	416	ALTURA COMMUNICATIONS SOLUTIONS Anaheim, Calif. (714) 948-8500	\$40.0M	19.05%	Bob Blazek President & CEO	Systems integration	App. integration, entrprs. apps., svcs. & cons., wireless, other	Avaya, Fujitsu, Captaris, SpectraLink	
381	347	ORGANIC San Francisco, Calif. (415) 581-5300	\$40.0M	-25.35%	Mark Kingdon CEO	Web applications	Web analytics	IBM, Sun, Microsoft, ATG	
382	423	MIDRANGE COMPUTER SOLUTIONS Downers Grove, Ill. (630) 353-2900	\$40.0M	5.26%	Lodi Vercelli President	Total/custom solutions	Storage, midrange/Unix, svcs. & cons., storage mgmt.	STK, EMC, Veritas, Legato	
383	-	BEATTY & COMPANY COMPUTING San Diego, Calif. (858) 642-9750	\$40.0M	-20%	Jan Beatty CEO	Total/custom solutions	Entrprs. apps., storage, midrange/Unix	Sun, Beatty	
384	-	PERCEPTRON Plymouth, Mich. (734) 414-6100	\$39.6M	-12%	Al Pease President & CEO	Total/custom solutions	Database, Intel servers, OSs	Intel, Microsoft, Oracle	
385	-	CLEAR TECHNOLOGIES Coppell, Texas (972) 906-7500	\$39.6M	42.86%	Greg Colley Owner & President	Total/custom solutions	App. integration, back-office apps., front-office apps., netwkg., svcs. & cons.	IBM, Cisco	
386	363	CLARKSTON CONSULTING Durham, N.C. (800) 652-4274	\$39.2M	-25.53%	Thomas Finegan CEO	Consulting services	Svcs. & cons.	SAP, Haht, Vitria	
387	348	ATEC GROUP Commack, N.Y. (631) 543-2800	\$39.0M	-26.6%	B.J. Singh CEO & Director	Systems integration	Network sys. mgmt., netwkg., security, voice/data netwkg., other	Oracle	
388	-	TELSOURCE Totowa, N.J. (973) 256-8848	\$39.0M	2.63%	Vince Sciarra President & CEO	Total/custom solutions	Network sys. mgmt., netwkg., periph., svcs. & cons., voice/data netwkg.	Cisco, Parady, Nortel, CAC	
389	365	VENTURE TECHNOLOGIES Ridgeland, Miss. (601) 956-5440	\$39.0M	-7.14%	Gerard Gibert CEO	Systems integration	App. integration, storage, svcs. & cons., voice/data netwkg., other	Cisco, HP, Sun, CheckPoint	
390	-	DYNAMIC SYSTEMS Los Angeles, Calif. (310) 337-4400	\$38.0M	59%	Mardi Norman President	Total/custom solutions	Entrprs. apps., storage, midrange/Unix, OSs, security	Sun, Veritas, Enterasys Networks, Cisco	
391	-	EPIQ SYSTEMS Kansas City, Kan. (913) 621-9500	\$38.0M	26.67%	Tom Olofson Chairman & CEO	Total/custom solutions	App. integration, back-office apps., svcs. & cons.	HP/Compaq	
392	474	PARADIGM SOLUTIONS Rockville, Md. (301) 468-1200	\$37.5M	46.2%	Jim Vanderholm President	Total/custom solutions	App. integration, database, network sys. mgmt., security, svcs. & cons.	IBM, EMC, NCR/Teradata, CA	
393	-	COMP SERV Clearwater, Fla. (727) 299-9220	\$37.0M	15.63%	Dan Baker President	Systems integration	App. integration, PCs/PDAs/ntbks., drives, entrprs. apps., storage	IBM, Cisco, HP, Microsoft	
394	335	INNODATA Hackensack, N.J. (201) 488-1200	\$36.4M	-37.6%	Jack Abuhoff Chairman, President & CEO	Web applications	Entrprs. apps.	Turn-key Systems, Mondeca, Ontopia	
395	277	BURNTSAND Toronto, Ontario (416) 234-3800	\$36.3M	-29.1%	Mel Steinke President & CEO	Total/custom solutions	Midrange/Unix, netwkg., svcs. & cons., voice/data netwkg., Web analytics	Adobe, Cisco, BEA, Sun	
396	-	ECTTELECOM.COM Navarre, Fla. (850) 936-5887	\$36.0M	33.33%	Kenny Wilder President & CEO	Consulting services	Security, svcs. & cons., storage mgmt., voice/data netwkg., Web analytics	Cisco, Watchcard	
397	-	RDA Timonium, Md. (410) 308-9300	\$35.9M	-6.89%	Don Awalt CEO	Custom-software solutions	Svcs. & cons.	Microsoft, BEA	
398	-	EPICOR SOFTWARE SERVICES Irvine, Calif. (949) 585-4000	\$35.8M	-16.37%	George Klaus Chairman, President & CEO	Total/custom solutions	Back-office apps., entrprs. apps., front-office apps., svcs. & cons., Web analytics	Microsoft, Progress, Smart Software, Ultimate Software	
399	405	QUILOGY St. Charles, Mo. (636) 947-9393	\$35.6M	-13.78%	Randy Schilling President & CEO	Consulting services	Back-office apps., entrprs. apps., front-office apps., security, svcs. & cons.	Microsoft, Oracle, Crystal Decisions, Sybase	
400	334	WEBMETHODS PROFESSIONAL SERVICES Fairfax, Va. (703) 460-2500	\$35.3M	2.76%	Phillip Merrick Founder, Chairman & CEO	Custom-software solutions	App. integration	SAP, Oracle, HP, Siebel, PeopleSoft	