

# Deloitte

## Technology Fast 50™

### Sixteen BC companies recognized on the 2011 Deloitte Technology Fast 50™ & Fast 500™ Awards list

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The Deloitte Technology Fast 50™, Canada's premier technology awards program, is a ranking of the country's 50 fastest-growing technology companies based on percentage revenue growth. The program was launched over a decade ago to recognize the world-class achievements of the Canadian technology sector. The Deloitte Technology Fast 50™ augments the broader Deloitte North American Technology Fast 500™ initiative, with Fast 50 winners automatically eligible for this elite ranking.

Twelve BC-based companies are among the 2011 winners of the Deloitte Technology Fast 50™ awards. "2011 is a great year for BC in the Deloitte Technology Fast 50™," said Fraser Liptrot, leader of the Deloitte BC TMT practice. "Not only does having twelve winning companies on the Fast 50 list exceed the previous high for BC, but the winners span the tech gamut from hardware to software through communications and into the growing area of Green Technology. Of our twelve BC winners, two, Avigilon and Clevest Solutions Inc. ranked in the top ten."

To qualify for the Fast 50 ranking, companies must have been in business for at least five years; have revenues of at least \$5 million per year; be headquartered in Canada; own proprietary technology; and conduct research and development activities in Canada. A panel of industry experts evaluate and judge companies based on four key criteria: competitive advantage; size, growth, and market attractiveness; management effectiveness and organization; and financial performance.

In all the Fast 50 BC winners include: Vancouver-based Avigilon at #3, a high-definition surveillance company with a revenue growth rate of 38,796%; Richmond-based Clevest Solutions Inc. at #7, provides leading Mobile Field Source optimization solutions with 7,976% growth; Vancouver-based Layer 7 Technologies, provides API security and governance for Service Oriented, Web Oriented and Cloud Oriented integration at #15 with 1,710% growth; Vancouver-based Global Relay Communications Inc., provides enterprise message archiving and monitoring services at #18 with 1,093% growth; Burnaby-based Tantalus Systems Corp., a smart grid technology company at #20 with 1,069% growth; ParetoLogic Inc. from Victoria, a security/optimization software firm at #24 with 939% growth; Vancouver-based PNI Digital Media Inc, provides online and in-store digital media solutions for retailers at #32 with 522% growth; Vancouver-based Corinex Communications Corp. at #34 with 464% growth; Vivonet Inc., a retail transaction data management company from Burnaby at #43 with 365% growth; and Kelowna-based QHR Technologies Inc., at #49 with 304% growth.



Fraser Liptrot, Technology, Media & Telecommunications BC Leader, Deloitte

All of the companies above also qualified for the broader Deloitte North American Technology Fast 500™ initiative. In addition, four other BC companies are listed on the Fast 500 list: New Westminster-based In Motion Technology Inc., and Vancouver-based companies Make Technologies Inc., TIO Networks Corp., and Westport Innovations Inc.

#### Technology Green 15™ awards

The Technology Green 15™ recognizes Canada's leading GreenTech companies. GreenTech, the industry term for "green technologies", is taking on greater importance in the world in general and the world of business in particular. It includes any technology that promotes a more efficient use and re-use of the earth's resources in industrial production and consumption. Vancouver-based Ostara Nutrient Recovery Technologies Inc. and Burnaby-based Tantalus Systems Corp., were two of fifteen companies across the country to make the cut this year.

#### Companies-to-Watch™ awards

The Companies-to-Watch™ award honours early-stage Canadian technology companies in business less than five years. These companies exemplify many of the winning characteristics of the Fast 50 ranked companies which are judged using a longer track record. This year, ten companies made the list, but none were from BC.

#### Leadership awards

Awards in this category are presented to Deloitte Technology Fast 50™-ranked companies that demonstrate technological leadership in one of four industry subcategories: emerging technologies, hardware/semiconductor, software and telecommunications. All candidates are judged on their ability to create a distinct competitive advantage in a high growth market. This year, the four recipients came from Ontario and Quebec.



# Technology Green 15

## Ostara Nutrient Technologies Inc.



**PHILLIP ABRARY, PRESIDENT AND CEO**

Ostara Nutrient Recovery Technologies, a leader in nutrient recovery and phosphorus management solutions, is a recipient of the prestigious Deloitte Technology Green 15™ Award

Ostara's Pearl Nutrient Recovery Technology, invented at the University of British Columbia, recovers nutrients such as phosphorus and

ammonia from wastewater streams and transforms them into an environmentally responsible and renewable fertilizer marketed and sold as Crystal Green. Crystal Green is distributed through a network of blenders and distributors to growers in the turf and nursery markets throughout the U.S.

Phillip Abrary, president and CEO of Ostara says the Technology Green 15 Award is a testament to an amazing team at Ostara that has collectively transformed a promising technology into a viable business. "Where some see waste, we see a precious, renewable resource. We are very proud of the success we have achieved in commercializing a nutrient recovery technology that not only helps solve a significant problem in wastewater treatment, but

also helps protect waterways from nutrient run-off, through the creation of our fertilizer product," says Abrary.

Ostara currently has three facilities in operation in the US and plans to launch three more in the coming 12 months, including its first commercial Canadian facility in Saskatoon, its second facility with Clean Water Services in Hillsboro (Portland), Oregon, and its first European plant in London, UK.

Ostara, founded in 2005, is headquartered in Vancouver. The company was recently named one of the top 10 North American private companies in the Clean Technology Industry as part of the 2011 Global Cleantech 100 list, and was also named a 2011 Technology Pioneer by the World Economic Forum.

## Tantalus Systems Corp.



**ERIC MURRAY, PRESIDENT AND CEO**

It likely comes as no surprise that Tantalus Systems Corp. of Vancouver has been awarded the Deloitte Technology Green Award™ for 2011.

Tantalus has already captured the 2010 Globe Award for Environmental Excellence

for technology innovation for its leadership in smart grid applications. Tantalus technology enables electric, gas and water utilities to automate the way they monitor and manage their distribution networks, and serves as the communications platform for interactive conservation programs. Eric Murray, Tantalus' president and CEO, said the environment awards validate Tantalus' product vision and the company's efforts to make the energy system more efficient and environmentally friendly.

"Tantalus pioneered the development of two-way, real-time data communications networks for the utility

sector," Murray said. "Long before the term 'smart grid' was coined, we set out to design a system that could help utilities manage every meter and every endpoint on their network, help stabilize fluctuating energy demand, and deal more efficiently with operating and maintenance challenges."

Tantalus technology is now deployed at utilities across North America, and has set industry standards for functionality and reliability, Murray added. It also empower clients and consumers to make informed decisions on when they purchase energy so they can lower costs and play an active role in conservation.