

# 2009 TECH TRACK 100 LEAGUE TABLE

Rank 2009	Rank 2008	Company Activity	HQ location	Financial year end	Sales growth % pa <sup>§</sup>	Sales 2008/09 £000	Sales 2005/06 £000	In profit 2008/09	Staff 2008/09	Founded	Comment
1	8	The Hut Group E-commerce website operator	Cheshire	Dec 08	188.77	†24,009	997	Yes	110	2004	Acquired Zavi's brand name and online database in March this year
2	5	ApaTech Bone graft manufacturer	Elstree	Mar 09	180.08	22,770	1,036	No	91	2001	Is developing a new bone graft material that stimulates rapid bone growth
3		wewillbuyyourcar.com Online car dealer	Yorkshire	Mar 09	177.88	†*18,639	*869	Yes	6	2005	Founder Noel Parkinson used to be a professional footballer
4		Mobica Mobile phone application designer	Cheshire	Dec 08	174.92	5,648	*272	Yes	140	2004	Has designed applications for the Apple iPhone
5		Phyworks Integrated circuits developer	Bristol	Jun 08	168.03	5,052	262	No	41	2001	Is opening an office in California this year
6		Moneybookers Online payment provider	Central London	Dec 08	152.39	27,356	1,701	Yes	47	2001	eBay.com and Skype offer its service as a payment option
7		Geo Networks Fibre optic network provider	Central London	Dec 08	146.29	†32,914	2,203	Yes	68	2004	Owns 3,000km of fibre optic data network across Britain
8		Ubisense Precision location technology provider	Cambridge	Dec 08	127.89	9,693	819	No	83	2003	Its technology is used in an application that tracks the movement of cattle
9	2	LOVEFILM.com Online DVD rental	West London	Dec 08	127.78	73,073	*6,183	No	346	2002	Its subscribers recently voted Donkey from Shrek as most loveable film animal of all time
10	23	The Cloud Wireless broadband service provider	St Albans	Dec 08	113.20	†15,871	1,638	No	70	2003	Works with O2 to deliver wi-fi services for the Apple iPhone in Britain
11		Core Communication Services Telecoms services provider	Central London	Jun 08	111.35	*27,168	*2,878	Yes	13	2005	Allows customers to make cheap international calls from their mobiles
12	10	Traffic Broker Online marketer	Central London	Jul 09	109.40	†43,787	4,769	Yes	47	2004	Claims to deliver more than 2m clicks to its clients' websites every day
13		Fourth Hospitality Hospitality software provider	Central London	Aug 08	101.65	6,733	821	Yes	96	1999	Its software is used by restaurants in 12 countries
14	21	Greenlight Digital marketing agency	Central London	Aug 08	101.31	11,345	1,391	Yes	63	2001	Says it manages online marketing campaigns in 20 European countries
15		Steak Digital marketing agency	Central London	Feb 09	97.93	†26,901	*3,469	Yes	62	2005	Its sister company, Minute Steak, caters for businesses with smaller advertising budgets
16		Net Media Planet Search marketing agency	Central London	Jul 08	96.63	5,484	*721	Yes	21	2004	Says its online marketing generated more than £80m for its clients last year
17		Pirean IT consultancy	Hampshire	May 09	96.05	†6,806	903	Yes	66	2002	Builds technology to secure and track laptops worldwide
18	45	murphx Telecoms services provider	Southampton	May 09	93.54	†11,465	1,581	Yes	49	2001	Acquired the virtual network operator Innzone for £5m last year
19	9	Tomorrow Communications IT network provider	Central London	Jul 08	91.02	†7,653	1,098	Yes	70	2003	Opened an office in Abu Dhabi at the beginning of 2009
20		Leadbay Lead generation technology provider	Bristol	Apr 08	86.13	6,217	964	Yes	24	2003	Company funds a nursery school for AIDS orphans in Nairobi
21		Cambridge Broadband Networks Wireless technology developer	Cambridge	Dec 08	84.40	†14,316	2,283	No	100	2000	Plans to open an office in the Middle East this year
22		Jagex Online games developer	Cambridge	Mar 08	83.61	32,294	5,217	Yes	369	2001	Claims that more than 10m people worldwide are registered to play its flagship game, Runescape
23	4	Timico Converged communications provider	Nottinghamshire	Dec 08	82.45	20,425	3,363	Yes	129	2004	Founder sold previous business to Vodafone for £162m
24		Endava IT services provider	Central London	Jun 08	79.00	15,735	*2,743	Yes	417	2000	Customers include trading platform NYSE Euronext and ITV
25	11	Coast Digital IT services provider	Colchester	Apr 09	78.56	8,485	1,490	Yes	30	2002	Has recently opened an office in London

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26	20	Neoss Dental implants developer	Harrogate	Nov 08	78.22	11,766	2,079	No	108	2000	Has launched a new dental implant that integrates quickly with bone
27		UK Telco Telecoms services provider	West Midlands	Dec 08	75.53	6,807	1,259	Yes	18	2001	Claims it can install and maintain any make or model of phone system
28	31	Neverfail Group Business software developer	Berkshire	Mar 09	74.55	†10,647	2,002	No	142	1993	Its software is used in parts of America to avoid downtime in the event of a hurricane
29	34	Retail Decisions Payment services provider	Woking	Dec 08	74.24	289,186	54,672	No	302	2000	Customers include Tesco, John Lewis, Wal-Mart and Macy's
30		Hometrack Data Systems Housing intelligence provider	Central London	Jun 08	72.49	†13,064	2,546	Yes	47	1999	Launched its housing-market database in Australia last year
31	15	Adapt Managed services provider	Central London	Jun 08	72.21	30,091	5,892	No	102	2001	Customers include Cheapflights, Lovefilm and Aegis Group
32	17	Gamesys Gaming website operator	Central London	Mar 08	71.73	47,881	9,454	Yes	145	2001	Operates The Sun newspaper's Bingo website
33	37	AVM Audio visual systems integrator	Twickenham	Jun 09	70.71	†39,078	7,855	No	233	1990	Installs interactive whiteboards in schools around Britain
34		JustGiving Fundraising website	Central London	Dec 08	67.79	†9,171	1,942	Yes	57	2001	Says it helped raise £190,000 for the Yorkshire Air Ambulance in just seven days
35	76	bet365 Online bookmaker	Stoke-on-Trent	Mar 09	67.55	†298,974	63,562	Yes	900	1974	Recently launched fixed-odds betting on the financial markets
36		ControlCircle IT services provider	Central London	Sep 08	67.52	6,072	1,292	Yes	51	2001	Claims its clients' web pages receive a combined 125 billion hits a year
37	59	Amsphere Software testing consultancy	Central London	Mar 08	67.38	10,904	2,325	Yes	98	2002	Has offices in the UK, Singapore and India
38		UKFast Internet service provider	Manchester	Dec 08	66.75	6,425	1,386	Yes	57	1999	Sponsors Premiership rugby club the Sale Sharks
39		IntelliFlo Software developer	Kingston upon Thames	Dec 08	66.48	5,187	*1,124	Yes	50	2004	Claims that its user base has increased from 26 to 6,000 in five years
40		Retroscreen Virology Biomedical research organisation	Central London	Jul 08	66.14	5,255	1,146	No	42	1989	Is investigating the genetic nature of the virus that caused the 1918 influenza pandemic
41	43	Masternaut Three X Vehicle tracking software developer	Leeds	Aug 08	66.06	22,250	4,859	Yes	150	2002	Runs a competition every quarter to find Britain's safest driver
42	99	Cello Electronics LCD TV manufacturer	North Yorkshire	Mar 09	64.80	33,812	7,555	Yes	2	1996	Designs and manufactures own-brand LCD television sets for Next and M&S
43		ESP System Smartcard developer	Hull	Jul 08	64.78	8,084	1,807	Yes	85	1994	Says its hi-tech printers have produced 7m smart cards for cashless travel
44	33	Smiths Consulting IT consultancy	Newcastle	Mar 09	60.19	†7,546	1,836	Yes	40	2004	Has assisted staff at Marstons Breweries with logistics
45		becrypt Encryption software developer	Central London	Feb 09	60.14	10,108	2,461	Yes	81	2001	Its encryption technology is used by the Foreign Office
46	24	Distribution Technology Software developer	Reading	Jun 09	59.88	†6,483	1,586	Yes	71	2003	Says that 25,000 financial advisers use its software
47	13	King.com Gaming website operator	Central London	Dec 08	59.38	29,949	7,397	Yes	68	2003	Claims that 70% of customers are female aged 25-34
48	30	Excelian IT consultancy	Central London	Dec 08	57.27	†13,079	3,363	Yes	60	2001	Has offices in London, New York, Sydney and Johannesburg
49	29	Thunderhead Software developer	Elstree	Dec 08	56.63	15,859	4,127	Yes	94	2001	Claims that its software pays for itself within a year
50	28	O-bit Telecom Telecoms services provider	Buckinghamshire	Feb 09	56.30	14,893	3,900	Yes	32	2002	Partnering with Spandau Ballet to provide fans with news via SMS

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51	58	Intrinsic Technology IT consultancy	Merseyside	Nov 08	55.62	17,647	4,682	Yes	81	1999	Customers include Barclays, Honda and Lloyds TSB
52		Stage Technologies Stage equipment designer	Central London	Mar 08	54.92	15,515	4,173	Yes	104	1995	Has provided equipment for venues and shows in more than 30 countries
53		eCourier Courier services provider	Central London	Mar 09	54.66	†5,417	1,465	No	58	2004	A failed delivery of tennis tickets inspired the founders to set up the business
54		ROC SAP-based software developer	Weybridge	Sep 08	54.58	†10,238	2,772	Yes	100	1998	Acquired an American SAP consultancy earlier this year
55	7	NEG Telecom Telecoms services provider	Essex	Dec 08	54.22	8,165	2,226	Yes	10	1996	Works with doctors' surgeries to prioritise calls based on patients' level of risk
56	36	Bluefin Solutions IT consultancy	West London	Mar 09	53.73	†13,558	3,732	Yes	117	2002	Customers include Bosch, Brother and United Utilities
57		Retail Eyes Customer service research agency	Milton Keynes	Mar 09	53.04	†6,104	1,703	Yes	88	2003	Within the next year its mystery shoppers will make 3,000 visits to Pets at Home stores
58	52	Exponential-e Network services provider	Central London	Jan 09	52.90	14,973	4,189	Yes	88	2002	Provides Ethernet services for the All England Tennis Club
59		Focus 4 U Telecoms services provider	Hove	May 09	52.87	†5,851	1,638	Yes	21	2003	Supplies telecoms services for Britain's largest general union, the TGWU
60		Toptable.com Restaurant reservation website	Central London	Jun 08	52.59	5,508	1,550	Yes	59	1999	Shareholders include Sir Alex Ferguson and Gary Rhodes
61	61	Entanet International Communications provider	Telford	Nov 08	52.37	†24,409	6,899	Yes	81	1996	Claims to provide broadband to 100,000 users throughout Britain
62	75	Probrand IT reseller	Birmingham	Dec 08	52.35	52,674	14,895	Yes	59	1992	Customers include Cheltenham Borough Council and Coffee Republic
63		Latitude Digital marketing agency	Central London	Dec 08	51.22	†58,669	*16,965	Yes	89	2001	Claims its campaign for Tesco Personal Finance resulted in an 87% increase in sales
64	38	Cheapflights Price comparison website	Central London	Dec 08	50.20	†26,283	7,756	Yes	102	1996	Says it had 78m visits to its websites last year
65		Worldwide Group Telecoms services provider	Peterborough	Dec 08	49.55	†23,898	7,146	Yes	52	2001	Claims to route more than 100m minutes of calls every month
66	57	Summit Media Digital media agency	York	Jan 09	49.11	†20,858	6,292	Yes	100	2000	Has recently won a contract to handle all of Comet's online marketing
67		Bluesource IT consultancy	Central London	Sep 08	48.98	†6,188	1,871	Yes	65	2000	Manages emails for the Conservative Party HQ and Spurs Football Club
68		B2net IT consultancy	Chesterfield	Apr 09	48.92	†38,000	11,505	Yes	103	2000	Designed a degree module on data storage for Sheffield Hallam University
69		Ascribe Healthcare IT provider	Bolton	Jun 08	48.16	17,389	5,347	Yes	227	1989	Claims its systems are installed in more than 50% of British hospitals
70	71	Griffin Internet Internet service provider	Derby	Dec 08	47.86	†14,643	4,530	Yes	66	1993	Says it was the first European company to broadcast live music on the internet
71		Nixie Online advertising agency	Central London	May 09	47.66	†10,964	3,405	Yes	10	2004	Claims its global advertising network delivers 7m leads a month
72	44	Thomsons Online Benefits Employee benefits software developer	Central London	Dec 08	47.63	†12,205	3,794	Yes	98	2000	Recently won a contract with Cisco
73		Origin Storage IT storage developer	Basingstoke	Mar 08	47.23	5,544	1,737	Yes	23	2001	Opened an office in Holland this year
74		BrightTALK Webcasting service provider	Central London	Apr 09	46.88	†5,262	1,661	Yes	49	2002	More than 1,000 presentations are stored on its webcasting site
75		Acturis Software service provider	Central London	Sep 08	46.62	10,617	3,368	Yes	92	2000	Co-founded by the former CEO and chairman of Lloyds TSB, Sir Brian Pitman

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76	95	Xbridge Online insurance broker	Central London	Dec 08	46.59	†8,979	2,850	No	117	2000	Claims to provide more than 1m insurance quotes a year to SMEs
77		Stonewood Hardware encryption services provider	Dorset	Dec 08	46.46	8,898	*2,832	Yes	105	1995	Its encrypted hard drives are used by NATO and the MoD to protect classified information
78		Zeus Technology Software developer	Cambridge	Sep 08	45.27	6,356	2,073	No	55	1995	Powers Comic Relief's website, enabling it to process 116 donations a second
79	81	Southern Communications Telecoms services provider	Hampshire	Mar 09	44.79	†9,027	2,974	Yes	65	1965	Recently launched a business to business mobile phone sales division
80		CP Electronics Electrical equipment designer	Wembley	Aug 08	44.47	7,752	2,571	Yes	63	1970	Is currently modifying its energy-saving light controls for European homes
81		Onyx Group IT services provider	Middlesbrough	Dec 08	44.40	9,795	3,253	No	83	1996	Its data network would reach from London to Vienna
82	51	MeetingZone Conference call services provider	Oxfordshire	Mar 09	43.94	†8,195	2,748	Yes	45	2001	Opened offices in Germany, Toronto and Philadelphia last year
83	86	Vitaflo Clinical nutrition products developer	Liverpool	Mar 08	43.43	11,388	3,860	Yes	58	1988	Produces dietary foods for patients with metabolic disorders and disease related malnutrition
84	90	Listening Company Call-centre software provider	West London	Oct 08	43.37	51,352	17,426	Yes	1,750	1998	Says that its headset cables laid end to end, would wrap around the O2 Arena ten times
85	41	Switchfire Mobile technology developer	Central London	Mar 08	43.33	†7,513	2,551	Yes	31	2001	Has turned art by Damien Hurst and Tracey Emin into wallpapers for mobile phones
86		Orange Information Systems IT consultancy	Central London	Mar 09	43.03	9,211	3,148	Yes	30	2004	Planning to expand to New York and Hong Kong within the next year
87	60	OB10 E-invoicing system provider	Central London	Apr 09	42.92	†10,004	3,427	No	145	2000	Currently looking to expand into Mexico and Brazil
88	96	Rule Financial IT consultancy	Central London	Dec 08	42.28	23,428	8,133	Yes	144	1997	Acquired a Polish software consultancy at the end of last year
89	25	Vtesse Networks Network services provider	Hertford	Dec 08	41.98	19,600	6,849	Yes	44	2000	Customers include Lloyds Banking Group, IBM and Hewlett Packard
90		Javelin Group E-commerce consultancy	Central London	Feb 08	41.56	11,466	4,042	Yes	60	1997	Claims that Britain's ten biggest retailers are its customers
91		Twofour Group Digital media producer	Plymouth	Dec 08	41.46	†28,626	10,113	Yes	317	1989	Produces the TV programme Are you Smarter than a Ten Year Old? for Sky 1
92		Caplin Group Financial software developer	Central London	Mar 09	41.40	†5,176	1,831	Yes	50	2000	Founder used to be in 1980s pop group Haysi Fantayzee
93	22	Bluefish Communications IT consultancy	Reading	Jun 09	41.21	†8,242	2,927	Yes	27	2004	Founded in a two-bed flat in Windsor - now has offices in Britain and Australia
94		Epsilon Telecoms services provider	Central London	Feb 09	41.16	7,645	2,718	Yes	28	2003	More than 24 languages are spoken by its employees
95	80	ioko Digital media systems integrator	York	Sep 08	41.03	38,087	13,580	Yes	256	1995	Says that 90% of Brits watching TV online, do so using its technology
96	70	Adeptra Managed services provider	Reading	Dec 08	39.80	12,264	4,489	No	81	1996	Says its software handles more than 20m queries relating to credit card fraud a year
97		Magrathea Telecommunications Wholesale telecoms services provider	Wokingham	Jun 08	38.85	6,896	2,576	Yes	10	1995	Says it hosts more than 25m British phone numbers
98		ITRS Group Financial software developer	Central London	Mar 08	38.74	8,085	3,027	Yes	39	1997	Claims that many of the world's major financial institutions use its software
99	53	Wavex Technology IT managed services provider	Central London	Sep 08	38.56	6,779	2,548	Yes	80	1998	Has clients in Singapore and the Middle East
100		Northgate Information Solutions Software and services provider	Hemel Hempstead	Apr 08	38.19	542,782	205,692	No	6,968	1969	Provides IT services to the human resources, local government and education sectors

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