

# Inc. 500

## 2007 HONOREE

T Coombs and Associates

221

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INC. 500 COMPANY

RANKING



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JOHN KOTEN, CEO AND EDITOR IN CHIEF, INC. MAGAZINE



AWARDS COMMITTEE

NEW YORK

AUGUST 20, 2007

Dear Tony,

On behalf of *Inc.* magazine, I am delighted to recognize your accomplishment in earning a place on the 2007 Inc. 500 list, celebrating the fastest-growing private companies in America.

A symbol of American business ingenuity and ambition, your company is one of the most innovative and dynamic in the nation. You are part of an exclusive club, which has served as a benchmark of excellence for 26 years. Leaders such as Bill Gates of Microsoft and Larry Ellison of Oracle, and companies ranging from Domino's Pizza to Timberland all first gained renown as members of the Inc. 500.

I commend you on achieving such a noteworthy success and recognize the tireless energy and steadfast commitment that I know must have gone into building your company into what it is today.

Congratulations to you, your employees, and supporters.

Sincerely,

A handwritten signature in black ink that reads "Jane Berentson". The signature is written in a cursive, flowing style.

Jane Berentson  
Editor  
*Inc.* magazine

Congratulations for making the Inc. 500. This is no small feat. Building one of the fastest-growing private companies in what is still the world's No. 1 entrepreneurial economy is something you and your associates can be deeply proud of.

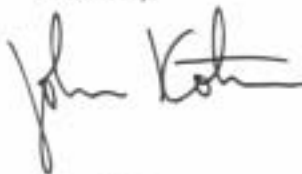
Making the Inc. 500, however, is more than just an achievement. It's an opportunity.

Enclosed you'll find an advance copy of the Inc. 500 issue—hot off the press. In a few days it will be delivered across the country, showcasing your company to your employees, customers, and partners. I highly recommend that you work to leverage this honor—as so many other Inc. 500 honorees have done successfully over the years (Microsoft being just one)—to your benefit. A sample press release can be downloaded online at [www.Inc.com/Inc500](http://www.Inc.com/Inc500). To maximize the excitement surrounding the list, we recommend that you release it on August 23rd—the day the Inc. 500 will go public online and when *Inc.* will put out its own announcement about the list.

The Inc. 500 also offers an opportunity to take a brief hiatus from the demands of running a company and celebrate. Life is short, and we all need to take time out to pat ourselves on the back. There's no better way to do this that I know of than to join in the fun at the Inc. 500 Conference and Awards Ceremony. This is America's premier event for entrepreneurs, and it will take place this year in Chicago, September 6-8. Our staff has been working for almost a year to make this event the experience of a lifetime for you and your guests. We have an extraordinary lineup of speakers and events planned, including a private concert by the B-52's. You can check out the program and register by visiting [www.Inc500Conference.com](http://www.Inc500Conference.com).

Congratulations again. I look forward to seeing you in Chicago.

Sincerely,



John Koten  
CEO and Editor in Chief  
Mansueto Ventures

middle management that bought things for the government has retired" and hasn't been replaced, says co-founder Rafael Collado.

#### **A-T Solutions NO. 155**

**1,271.5% Three-Year Growth**

REVENUE: \$17.5 million EMPLOYEES: 77

FOUNDED: 2002 Fredericksburg, Va.

*What it does:* Trains military personnel and local first responders on bomb detection and disposal, and advises tech companies on how to make their products useful to the military. *Why it's growing:* In an unstable world, the number of countries that need sophisticated bomb disposal technology has spread. Training programs in places like the Philippines and Azerbaijan (paid for by the U.S.) accounted for 60 percent of A-T's revenue last year.

#### **Teracore NO. 158**

**1,269.6% Three-Year Growth**

REVENUE: \$5.4 million EMPLOYEES: 37

FOUNDED: 2002 Atlanta

*What it does:* Develops customized software systems that help government agencies spend their money better. *Why it's growing:* Government agencies have been eager to streamline their procurement processes, and co-founder Luis Perez has been able to leverage his status as an 8(a) business to win contracts. Landing that first client "took 17 cold calls to 17 different people," says Perez. The result was a tiny, unprofitable job—\$65,000 for six weeks of work—but the reference earned Teracore a \$2.5 million defense contract.

#### **Information Innovators NO. 178**

**1,181.2% Three-Year Growth**

REVENUE: \$18.5 million EMPLOYEES: 93

FOUNDED: 2001 Springfield, Va.

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*What it does:* Provides IT consultants for the government and for large government contractors. *Why it's growing:* The company is a certified Service Disabled Veteran business, which is an advantage as Washington seeks to increase SDV contracts tenfold. Founder Steve Iikert, who spent 21 years in the Army and served in Operation Desert Storm, recently landed a large four-year deal spanning all agencies.

#### **New West Technologies NO. 188**

**1,157% Three-Year Growth**

REVENUE: \$3.7 million EMPLOYEES: 45

FOUNDED: 1998 Denver

*What it does:* Manages projects for federal agencies and advises on technical aspects of programs in areas such as energy, housing, IT, and education. *Why it's growing:* At first New West worked exclusively with Native American tribes. Growth took off in 2002 when it targeted government customers instead. Founder Jim S. Williamson is Native American, so the company qualifies for no-bid contracts.

#### **DeciBel Research NO. 213**

**1,037.4% Three-Year Growth**

REVENUE: \$7 million EMPLOYEES: 47

FOUNDED: 2002 Huntsville, Ala.

*What it does:* Creates software systems designed to improve military radar equipment. *Why it's growing:* DeciBel offers a quick and dirty approach to improving radar systems, one that allows military cus-

tomers to avoid buying all-new equipment. Founded by engineering professor Bassem Mahafza, the company runs its high-tech algorithms on low-cost clusters of PCs (the Google approach) rather than on mainframes. The result, says Mahafza, is that "what would have cost the government \$3 million, we can build for \$250,000."

#### **T Coombs and Associates NO. 221**

**1,016.7% Three-Year Growth**

REVENUE: \$13.4 million EMPLOYEES: 100

FOUNDED: 1998 Springfield, Va.

*What it does:* Designs and builds networks for transmitting voice, data, and video, primarily for hospitals and health care facilities. *Why it's growing:* CEO Tony Coombs runs a certified Service Disabled Veteran-owned business—he was injured in the 1982 Beirut embassy bombing—and his is one of the few SDVs that is active in the IT field. Most SDVs handle what Coombs calls "blue collar" work.

#### **Mosaic NO. 233**

**1,000.5% Three-Year Growth**

REVENUE: \$3.2 million EMPLOYEES: 12

FOUNDED: 2001 Oak Hill, Va.

*What it does:* Provides IT systems integration services for U.S. intelligence agencies. *Why it's growing:* As a consequence of The 9/11 Commission Report, intelligence agencies are spending a lot more money on managing data. Mosaic focuses on helping the government organize information it already possesses, such as al Jazeera transcripts and surveillance photos.

#### **Sentek Consulting NO. 269**

**904.4% Three-Year Growth**

REVENUE: \$4 million EMPLOYEES: 23

FOUNDED: 2001 San Diego

*What it does:* Creates software that allows the U.S. military to coordinate operations with its allies. *Why it's growing:* Sentek has found a niche creating an intentionally low-tech communications system for the U.S. Navy. The system allows users to ac-

Three years ago, CEO Stefan Lalos landed a five-year contract worth more than \$100 million to handle IT support for the Food and Drug Administration.

#### **Competitive Innovations NO. 275**

**855.3% Three-Year Growth**

REVENUE: \$21 million EMPLOYEES: 16

FOUNDED: 1999 Fairfax, Va.

*What it does:* Customizes Web-based tools to automate paperwork-intensive processes that previously had to be done manually, such as keeping track of parts for a fleet of Navy ships. *Why it's growing:* When CEO Michael Kennedy's largest private sector clients flamed out in the dot-com crash, he spent three years aggressively pursuing public sector work. By obtaining security clearances and location in a Historically Underutilized Business Zone, he put the business in a good position to win federal contracts.

#### **Assured Information Security NO. 299**

**859% Three-Year Growth**

REVENUE: \$7.8 million EMPLOYEES: 62

FOUNDED: 2001 Rome, N.Y.

*What it does:* Specializes in "adversarial research"—predicting possible hacker attacks and suggesting how the government should defend against them. *Why it's growing:* Realizing that countries like China and groups like al Qaeda have developed expertise in computer hacking, Washington is increasingly interested in learning how to ward off digital threats.

#### **MTCI NO. 306**

**855.2% Three-Year Growth**

REVENUE: \$13.9 million EMPLOYEES: 150

FOUNDED: 1999 Killeen, Texas

*What it does:* Trains Army National Guard recruiters. *Why it's growing:* Faced with rising attrition rates and missed recruiting goals, the military has been forced to spend more money to sustain its troop levels in Iraq and Afghanistan. "It's a tough sell right now," says founder Samuel Ka-

"What would have cost the government \$3 million, we can build for \$250,000."

#213 Bassem Mahafza, DeciBel Research

cess a Web-based map with a laptop or a cell phone. U.S. and African Union forces use it to share real-time data on troop movements. Founder Eric Basu, a former Navy SEAL, served in Somalia.

#### **Interactive Technology**

##### **Solutions NO. 270**

**902.5% Three-Year Growth**

REVENUE: \$25.8 million EMPLOYEES: 142

FOUNDED: 2001 Gaithersburg, Md.

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*What it does:* Advises government agencies on IT projects and network operations. *Why it's growing:* One big customer.

nouse, whose son recently returned from a tour as a helicopter pilot in Iraq. *What's next:* This spring, Kanouse won a \$2 million contract to sandblast and repaint used Army trailers, his first foray into the maintenance business.

#### **Adix NO. 327**

**819.5% Three-Year Growth**

REVENUE: \$4.9 million EMPLOYEES: 27

FOUNDED: 2002 Alexandria, Va.

*What it does:* Advises the departments of Defense and Homeland Security on technologies that improve information flow and decision making. *Why it's growing:* CEO William Millward credits strong back-