

## Biggest software developers in B.C.

Ranked by number of staff

Rank '03/'02	Software company Address	Phone Fax Internet	No. of local employees '03/'02	Revenues '02/'01	Owner(s)	No. of locations	Product line	Top local executive	Year founded
1/1	<b>Crystal Decisions</b> 840 Cambie St. Vancouver V6B 4J2	(604) 681-3435 (604) 681-2934 www.crystaldecisions.com	1,000/ 830	\$398.6 million/ \$254 million	Privately held	20	Information-management software, services and consulting	Jon Judge, president and CEO	1984
2/3	<b>Electronic Arts Canada</b> 4330 Sanderson Way Burnaby V5G 4X1	(604) 451-3600 (604) 456-5000 www.ea.com	885/ 750	US \$1.7 billion/ US \$1.3 billion	ERTS:Nasdaq	36	Interactive entertainment software	Don Matrick, president Worldwide Studios	1982
3/2	<b>MacDonald, Dettwiler &amp; Associates Ltd.</b> 13800 Commerce Parkway Richmond V6V 2J3	(604) 278-3411 (604) 273-9830 www.mda.ca	850/ 821	NA/ \$481 million	MDA:TSX	9	Large-scale information systems and services, systems integration and delivery of turnkey facilities in earth observation, air traffic surveillance, command and control	Daniel Friedmann, president and CEO	1969
4/6	<b>Sierra Systems Group Inc.</b> 2500 - 1177 West Hastings St. Vancouver V6E 2K3	(604) 688-1371 (604) 688-6482 www.sierrasystems.com	355/ 357	\$129 million/ \$127.3 million	SSG:TSX	14	Business consulting and systems integration for information technology solutions	Grant Gisel, president and CEO	1966
5/12	<b>McKesson Medical Imaging Group</b> 130 - 10711 Cambie Rd. Richmond V6X 3G5	(604) 279-5422 (604) 279-5468 www.mig.mckesson.com	280/ 200	NP/ \$40.4 million	MCK:NYSE	2	Medical image management software that automates workflow and eliminates the use of film in hospitals and clinics	Greg Peet, VP and GM	1988
6/5	<b>MDSI Mobile Data Solutions Inc.</b> 10271 Shellbridge Way Richmond V6X 2W8	(604) 207-6000 (604) 207-6060 www.mdsi-advantex.com	260/ 360	US \$38.7 million/ US \$44.7 million	MMD:TSX, MDSI:Nasdaq	4	Advantex mobile workforce management software	Erik Dysthe, chair, CEO and president	1993
6/7	<b>Pivotal Software</b> 300 - 224 West Esplanade North Vancouver V7M 3M6	(604) 988-9982 (604) 988-0035 www.pivotal.com	260/ 300	US \$69.6 million/ US \$95.3 million	PVTL:Nasdaq; TSX:PVT	25	Customer relationship management software application for sales marketing and service	Bo Manning, president and CEO	1994
6/9	<b>Top Producer Systems Inc.</b> 155 - 10651 Shellbridge Way Richmond V6X 2W8	(604) 270-8819 (604) 270-8218 www.topproducer.com	260/ 300	\$40.43 million/ NP	Homestore Inc.	1	Real estate sales, marketing, brokerage and multimedia applications and mobile computing	Randy Purcell, president	1982
9/4	<b>Raytheon Canada Ltd.</b> 150 - 13575 Commerce Parkway Richmond V6V 2S3	(604) 279-5600 (604) 279-5982 www.raytheon.ca	255/ 400	NP/ NP	RTNA:NYSE	2	Automated air traffic control and air traffic control training simulator	Grant Rusconi, general manager, site executive	1989
10/NR	<b>ACCPAC International Inc.</b> 300 - 13700 International Pl. Richmond V6V 2X8	(604) 207-9480 (604) 207-3050 www.accpac.com	245/ NA	\$78.3 million/ \$85.9 million	Computer Associates International Inc.	20	End-to-end business management applications for small and mid-sized business	Garry Nichimura, senior VP, R&D	1979
11/10	<b>Fincentric Corp.</b> 200 - 13571 Commerce Parkway Richmond V6V 2R2	(604) 278-6470 (604) 214-4900 www.fincentric.com	243/ 250	NP/ \$58.8 million	Privately held	7	Banking and wealth-management software	Lyle Wharton, CEO	1986
12/NR	<b>Power Measurement</b> 2195 Keating Cross Rd. Victoria V8M 2A5	(250) 652-7100 (250) 652-0411 www.pwrm.com	240/ NA	NP/ \$70 million	Institutional investors and employees	25	Energy management systems consisting of intelligent power meters and networked software	Bradford Forth, president and CEO	1983
13/14	<b>Radical Entertainment Ltd.</b> 8th fl., 369 Terminal Ave. Vancouver V6A 4C4	(604) 688-0606 (604) 685-0298 www.radical.ca	204/ 193	NP/ NP	Privately held	1	Interactive entertainment software	Ian Wilkinson, president and CEO	1991
14/13	<b>Chancery Software Ltd.</b> 275 - 3001 Wayburne Dr. Burnaby V5G 4W1	(604) 294-1233 (604) 294-2225 www.chancery.com	194/ 195	NP/ NP	Privately held	1 B.C., 6 U.S.	Software for district-wide student administration systems to connect districts, schools, classrooms, media centres and parents' homes	Paul Kellenberger, CEO	1983
15/11	<b>Alcatel Canada Inc.</b> 4190 Still Creek Dr. Burnaby V5C 6C6	(604) 421-2643 (604) 421-2644 www.alcatel.ca	176/ 240	NA/ 25.4 billion Euros	ALA:NYSE	nine in Canada	ADSL equipment, terrestrial and submarine, optical networks, public switching, fixed wireless access, intelligent networks	Geoff Cowan, VP Canada, sales and marketing	1898
16/NR	<b>Sierra Wireless Inc.</b> 13811 Wireless Way Richmond V6V 3A4	(604) 231-1100 (604) 231-1109 www.sierrawireless.com	168/ NA	US \$77.1 million/ US \$62.4 million	SW:TSX	3	Wireless data devices and enabling software	David Sutcliffe, chair and CEO	1993
17/8	<b>Datawest Solutions Inc.</b> 300 - 1770 Burrard St. Vancouver V6J 3G7	(604) 605-4000 (604) 605-4022 www.datawest.ca	135/ 300	NA/ \$43.2 million	DS:TSX	3	Design, integration and operation of online banking, Internet banking and e-payment solutions as an application services provider to the financial services industry	Darryl Yea, chair and CEO	1907
18/15	<b>Spectrum Signal Processing Inc.</b> 200 - 2700 Production Way Burnaby V5A 4X1	(604) 421-5422 (604) 421-1764 www.spectrumsignal.com	123/ 145	US \$22.8 million/ US \$21.9 million	SSY:TSX; SSPIF:Nasdaq	1 Cdn., 3 U.S., 1 E.U.	flexComm Software Defined radio subsystems, aXs packet-voice processing subsystems.	Pascal Spothelfer, president and CEO	1987
19/NR	<b>ACD Systems International Inc.</b> PO Box 36 Saanichton V8M 2C3	(250) 544-6700 (250) 544-0291 www.acdsystems.com	120/ NA	\$16.7 million/ \$11.8 million	Douglas Vandekerkhove	1	Digital imaging software	Douglas Vandekerkhove, chair, CEO	1993
20/16	<b>Class Software Solutions Ltd.</b> 300 - 6400 Roberts St. Burnaby V5G 4C9	(604) 438-7361 (604) 432-9708 www.classinfo.com	119/ 123	\$16.8 million/ \$15.2 million	Ralph Turfus	2	Program, facility and cash-management software for recreation, education and sport agencies and software for municipalities to provide information, products and services	Ralph Turfus, CEO	1976
21/18	<b>ACL Services Ltd.</b> 1550 Alberni St. Vancouver V6G 1A5	(604) 669-4225 (604) 669-3557 www.acl.com	118/ 120	\$24.8 million/ \$22.5 million	Privately held	2	Data access, analysis and reporting software, publications, training and consulting	Harald Will, president	1987
22/19	<b>Digital Dispatch Systems Inc.</b> 11920 Forge Place Richmond V7A 4V9	(604) 241-1441 (604) 241-1440 www.digital-dispatch.com	106/ 115	\$29 million/ \$29.2 million	Ghai Investment Ltd.	8	Turnkey wireless mobile data solutions	Vari Ghai, president and CEO	1988
23/17	<b>Maximizer Software Inc.</b> 1090 West Pender St. Vancouver V6E 2N7	(604) 601-8000 (604) 601-8001 www.maximizer.com	85/ 121	\$13.3 million/ \$16.8 million	TSX: MAX	4	E-business, sales, marketing and customer management software - Maximizer 7 - Contact Management Software; Maximizer Enterprise 7.5 - Customer Relationship Management (CRM) Solutions	Chairman: Terry Hui. The Office of the President is comprised of: John Caputo (CFO), Tom Bennett (CTO) and Ralph Kretchmar (VP-Sales and Marketing)	1995
24/20	<b>Selkirk Financial Technologies Inc.</b> 1700 - 1055 West Hastings St. Vancouver V6E 2E9	(604) 682-2862 (604) 682-1059 www.selkirkfinancial.com	80/ 100	NP/ NP	Privately held; Jim Suttie, Lyndon Harvey	4	Treasury management software	James Suttie, president and CEO	1989

1. For the nine months ending August 2002  
NA Not available.  
NP Not provided.

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