CRN FAST 50 — The Fast List 2013

Ranking	Company name	Top executive	% Growth from FY12 to FY13	Founded	Employees	Application Integration/Middleware/Data	Infrastructure (Servers and Storage)	Public Cloud	Private Cloud	Hybrid Cloud	Software Development	POS Solutions	Digital Signage	Disaster Recovery	End-to-end IT Solutions	General Business Consulting	Carrier Services/Solutions	Managed Service Provider (MSP)	Network/Infrastructure	Security Services/Solutions	Unified Comms	Data Centre Design	Mobility	Virtualisation	Hardware	Software
50	Applaud	Ricci Danieletto	15.66%	2005	29		•		•									•	•		•					
49	The Cavalry	Peter Low	16.20%	2000	20				•								•	•	•						•	•
48	IT Manager on Demand	Sean Bloch	16.42%	2001	10		•											•	•							
47	TechFlare Solutions	Geoff Olds	17.11%	2004	30		•		•	•					•	•	•								•	•
46	Thinkin' IT	Keenan Haigh	17.83%	2004	6		•						•		•			•	•						•	
45	Centra Networks	Craig Belcher	18.47%	2003	12		•								•	•		•			•			•		•
44	Advent One	Graeme Clark	18.67%	2000	36	•	•		•	•				•	•			•						•	•	•
43	Lanrex	Jodie Korber	19.26%	1987	13													•	•						•	•
42	First Focus IT	Peter Paddon	19.46%	2003	56									•	•									•	•	
41	Betta Computer Services	Troy Adams	20.47%	1996	24		•	•									•	•	•						•	•
40	STW	Mark Churchward	20.62%	2011	9									•	•	•		•							•	
39	Leap Consulting	Zaun Bhana	21.03%	2004	27		•								•	•		•	•						•	
38	ONGC Systems	Damien Rossiter	23.71%	2003	13		•		•						•			•	•						•	•
37	Epic IT	Greg Markowski	24.19%	2004	8				•						•	•									•	•
36	Dynamic Business Technologies	Nathan Franks	25.09%	2006	14		•			•					•	•		•	•				•			
35	Invotec	Michael Fisher	25.42%	2000	15		•								•			•		•					•	•
34	The IT Consultancy Group	Stephen Parsonage	27.41%	1998	9		•							•	•			•	•						•	•
33	matesrates Australia	Gerry Alleaume	28.31%	2005	14				•		•				•										•	•
32	Source Central Partners	Brendan Redpath	28.41%	2007	21		•								•			•			•			•		•
31	Insentra	Ronnie Altit	29.95%	2010	22													•	•	•						•

> We did a lot of server virtualisation and SAN work and this was driven by deepening our partnership with Dell. They helped up-skill both sales and service in tandem so that combined focus paid a lot of dividends in those two product segments
>
> **Caitlin Harrison, marketing and admin assistant, Leap Consulting (39th)**

> We are ramping up the relationship with Telstra and expect a large capital raise to fund our new sister company FlareWare, which has a brand new project launching next year: an end-to-end ERP solution for small to medium business
>
> **Geoff Olds, managing director, TechFlare Solutions (47th)**

> We have significantly ramped up our cloud offerings – and Office 365 in particular – to our customers. This has resulted in an increase in consulting revenue to set up the services, and 'icing on the cake' with the recurring monthly commissions
>
> **Colin Jaques, managing director, Securenet IT (20th)**

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30	ICT Networks	Robert Kingma	30.52%	2009	20													•	•	•	•				•	
29	Technetics Consulting	Zoran Tasevski	32.83%	2004	20											•		•							•	
28	Kiandra IT	Cameron Brookes	32.94%	1995	70	•	•			•				•		•		•	•	•			•			
27	LeetGeek	Richard Stafford	33.83%	2007	20	•									•	•			•				•	•	•	•
26	Red 29	Darrin Hunter	34.16%	2006	8											•									•	•
25	XCentral	Angus Mansfield	35.07%	2005	8	•	•							•				•							•	•
24	Rock IT	Nik Devidas	37.06%	2003	4				•					•											•	•
23	IP Works	John Brooks	37.59%	2010	3	•	•									•			•		•					
22	Telegate	Tiernan OConnor	40.74%	2006	12												•				•					
21	Blue Apache	Chris Marshall	40.99%	1998	40				•	•						•			•		•		•		•	•
20	Securenet IT	Colin Jaques	43.35%	2008	5											•			•						•	•
19	Sable Systems	Martin Wildsmith	43.83%	2004	40						•					•										•
18	Commulynx	Stephen Knights	43.95%	2006	17		•							•	•	•		•	•						
17	Touchpoint Technology	William Freeman	44.64%	2009	5		•								•										•	•
16	Bulletproof Networks	Anthony Woodward	46.40%	2000	42			•	•							•			•							
15	ICON Strategic Solutions	Marie Phillips	51.40%	2008	14	•										•										•
14	PCS Australia	Sydney JP Borg	54.42%	1971	6		•		•			•	•		•				•						•	
13	Queensland Computers	Geoff Augutis	60.70%	2005	11			•										•		•			•		•	•
12	Dataweave	Norman Weaver	62.87%	2006	30	•	•				•				•	•		•							•
11	InfoReady	Tristan Sternson	64.05%	2008	85	•					•					•										•

"We have doubled staff and moved heavily into professional consultancy and business IT support. We have found our customers seeking more knowledge on cloud services and realised there is an income stream in consultancy"

Geoff Augutis, director, Queensland Computers (13th)

"We are assembling a team of the most creative, innovative, committed and intelligent customer service-oriented professionals in the country"

Karen Rice, finance manager, Touchpoint Technology (17th)

"In 2014, ICON will be establishing a presence in the US. Business plans are being finalised and office space is being leased. Our partnership with [online community engagement hub] Granicus will offer us access to more than 1,100 US councils"

Corinne Brown, marketing manager, ICON Strategic Solutions (15th)

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10	Mercury IT	66.28%	Luke Halliday	2004	19		•	•			•			•		•		•	•	•						•
9	Olikka	66.86%	Michael Pascoe	2011	18		•		•													•	•	•		•
8	Paradyne	99.65%	Loryan Strant	2010	12			•		•	•					•										
7	Powerfirm	99.80%	Brendan Dunne	2000	6													•				•			•	
6	SecureWare	104.95%	Adam Barker	2008	3											•			•	•						
5	CTO Group	173.20%	Greg Sly	2010	40	•								•		•						•		•		
4	Cloud Plus	191.51%	Jules Rumsey	2010	7			•						•			•			•					•	
3	Outware Mobile	201.38%	Eytan Lenko	2009	51						•															
2	Katana1	211.10%	Nick Russell	2011	7	•			•						•				•							
1	NGage Technology Group	264.98%	Jarrod Bloomfield	2011	4	•		•	•						•					•			•		•	•

> Overseas expansion is on our list, with a small office having just opened in Dublin and some new and exciting big data and analytics solutions we are just about to bring to the market

Tristan Sternson, managing director, InfoReady (11th)

> We delivered exciting managed Amazon Web Services projects for companies like Universal Music, Mortgage Choice and Aldi during a year that has seen double-digit month-on-month growth in managed AWS revenue

Lorenzo Modesto, chief operating officer, Bulletproof Networks (16th)

> **We diversified into areas that weren't in line with trends such as the cloud and BYOD, but instead chose areas such as surveillance, audio visual and POS**

Syd Borg, CEO, PSC Australia (14th)