

to Watch

cided to go into business for themselves and launched Foedus. Reilly, president and CEO, started the company with CFO Craig Sieve and CTO Dale Lahue three years ago in Lahue's basement. They focused on emerging security technologies and virtualization.

Foedus' virtual technology solutions allow companies to store massive amounts of information and provides scalability while using fewer servers and cutting infrastructure costs. "For less than \$50,000, we have the infrastructure that would easily support a 100-person company. You would be looking at easily five to 10 times that much in infrastructure to support that many people [through traditional methods]," Reilly says.

Reilly and his partners met John Dodge, now a partner and CIO, in 2004. Dodge was one of the early adapters of virtual solutions and came to the company with a stellar reputation and "a ton of intellectual property," Reilly says.

Foedus has its corporate office at Pease Tradeport and virtual offices in New Jersey, New York and Massachusetts. Foedus delivers solutions to such companies as Intel, VMware and EMC, and is a strategic partner with EqualLogic.



Pannaway Technologies Inc.

Three-Year Growth Rate: 160%

Product/Service: Converged broadband voice, video and data (triple-play) IP solutions for telcos worldwide.

CEO: Gary Davis

Founded: 2002

Number of Employees: 100

Web Site: www.pannaway.com

Portsmouth-based Pannaway is riding the wave of demand for broader communications services. "At the end of 2005, we had eight telco customers. By the end of Q2 2006, we had 62," says President Mark Carpenter. "Our year-over-year [customer growth] at the end of Q2 2006 was 325 percent." The company is on track to have 100 customers by next year and to have between 250,000 to 500,000 access lines under contract. "Our business plan shows us reaching profitability in the next 12 months," Carpenter says.

All this from a company that started when the telecom market and tech bubble burst. It was funded by an investment team led by former Cabletron co-owner Robert Levine. "I attribute [the company's success] to a group of visionaries who saw an opportunity where others saw only death and destruction. It was a bold move and we're clearly beginning to take off," Carpenter says. Driving that success is the increased demand from telcos for triple-play services. "Telcos are beyond tire kicking and want to compete directly with cable companies," says Dale Allaire, director of marketing and communications. Pannaway has positioned itself as a go-to company for those independent telcos, he says.

Get to

know

You know your neighborhood – the best restaurants, the people down the block and the quickest short-cut

Parkland

home. But you may not know that right in your community, you have access to expert, comprehensive healthcare. At Parkland Medical Center, we offer a wide range of services from heart and cancer programs to specialized emergency and trauma services. And with everything from a family birthing center to pediatrics to senior programs, Parkland is a hospital you'll want to get to know through every stage of your life.

Parkland Medical Center
knowing matters.

To learn more, visit GetToKnowParkland.com
One Parkland Drive • Derry, NH 03038 • 603-432-1500

HARVEY CONSTRUCTION CORPORATION



Manchester Airport Expansion, Manchester, NH © Joe St. Pierre

10 Harvey Road
Bedford, NH 03110
telephone (603) 624-4600
facsimile (603) 668-0389
email rprunier@hccnh.com for more information

Project Planning/Consulting
Pre-construction Management
Construction Management
General Contracting
Design/Build

www.harveyconstruction.com



SPECIALISTS IN:

- Computer Rooms
- Air Make-up Systems
- Industrial Humidification
- Steam and Hot Water Boiler Systems
- Precision Temperature Control Systems
- Chilled Water Process Systems Engineering
- Energy Management Systems
- Maintenance Programs
- Plumbing



10 Cotton Road • Nashua, NH 03063
Phone: (603) 882-2021 • Fax: (603) 882-1287
www.jlawrencehall.com



J Maze Design

Three-Year Growth Rate: 96%
Product/Service: Web design, Web programming solutions and hosting.
Partners: Jennifer Mazzei and Michael Dellolacono
Founded: 2000
Number of Employees: 4
Web Site: www.jmazedesign.com

Jennifer Mazzei and Michael Dellolacono combined New Economy skills with old-fashioned business sense to expand their home-based business to an award-winning firm. When Mazzei started the company in 2000, it was as an online art company.

Two years later, she partnered with Dellolacono, a Web programmer and sales person. The firm now handles services from Web site design to database driven e-commerce programs. J Maze now employs two designers and two programmers.

Mazzei and Dellolacono are rising stars in Concord—the firm was voted the 2006 Small Business of the Year by the Greater Concord Chamber of Commerce. They have 150 clients, including Bow Mills Bank, Northern New England Real Estate Network, the Fisher Cats, Cobb Hill Construction, and NH Highland Games. They bought a building for the firm in Concord in June and now offer employees health benefits.



AeroSat

Three-Year Growth Rate: 75%
Product/Service: Broadband antenna systems for aerospace industry.
CEO: Michael J. Barrett
Founded: 1997
Number of Employees: 40
Web Site: www.aerosat.com

This is the second year the Amherst-based company has been named a company to watch. AeroSat is equipping Qatar Airways with satellite television technology and its success in the Middle East landed the company a contract with a second airline that has yet to be announced. Its technology allows for converged wireless communication—from satellite television to data to cell phones—in mid-air. It is currently testing Airborne Internet access technology at the FAA Technical Center in Atlantic City. CEO Michael Barrett says the company is about two years away from fully deploying the technology.

AeroSat's products are now being installed on the production line at Airbus in France, one of the world's two largest airplane manufacturers. "This year is about building the foundation for explosive growth that will come in the next few years. We want to build strong capacity to stay ahead of the curve," Barrett says. ■



2006 Business NH Magazine

Health Care Guide

MEDICAL INSURANCE

The value of an asset is its market value or, if not determined in accordance with generally accepted policies or other generally accepted methods...

The amount of any **liabilities** of an insurer is based on accepted accounting concepts, based on methods appropriate for insurers.

Sponsored by



CIGNA

A Business of Caring.

**DARTMOUTH-HITCHCOCK
MEDICAL CENTER**



Copyright of *Business NH Magazine* is the property of Laurentian Business Publishing, Inc. and its content may not be copied or emailed to multiple sites or posted to a listserv without the copyright holder's express written permission. However, users may print, download, or email articles for individual use.