



Research & Technology Center  
Montgomery County Department of Park & Planning  
The Maryland-National Park and Planning Commission

# TECH 139 DIRECTORY

## A Profile of Leading Technology Companies in Montgomery County

Ranked by 2003 Estimated Sales

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The Research and Technology Center (RTC) is pleased to present the first annual directory of leading technology companies in Montgomery County. Bear in mind that the Directory is not a comprehensive listing of all high tech firms in the county. It provides information on a sample of large and mid-sized companies, small tech companies, and start-ups. Fifty-nine large and mid-size companies are profiled; these companies reported sales of \$10.0 Million or more in 2003. Fifty-nine small tech companies are also profiled; these companies reported sales less than \$10 Million but more than \$700,000. The 21 start-up companies profiled in the Directory are those that either currently or previously have been tenants of the County incubator. The Directory is provided as a general reference. RTC does not guarantee the currency of the information presented. All data is based on secondary data sources. These sources are described in the appendix. If you have questions, comments, or corrections, contact [Krishna.Akundi@mncppc.org](mailto:Krishna.Akundi@mncppc.org)



# *TECH – 139 Directory*

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# *TECH – 139 Directory*

## HIGHLIGHTS

- In 2003, the County’s large and mid-sized technology companies generated \$39.1 Billion in Sales
  - ✓ 2 percent of companies generated over \$1.0 Billion in Sales
  - ✓ 12 percent generated between \$500,000,000 and \$999,999,999
  - ✓ 10 percent generated between \$100,000,000 and \$499,999,999
  - ✓ 32 percent generated between \$50,000,000 and \$99,999,999
  - ✓ 19 percent generated between \$25,000,000 and \$49,999,999
  - ✓ 25 percent generated between \$10,000,000 and \$24,999,999
  
- In 2003, the County’s small technology companies generated \$206.1 Million in Sales
  - ✓ 32 percent of these small companies generated \$5.0 Million or more in sales
  - ✓ 42 percent generated between \$2,000,000 and \$4,999,999
  - ✓ 25 percent generated between \$700,000 and \$1,999,999
  
- In 2003, over 173,000 persons worked for large and mid-sized companies either at the headquarters office or in satellite offices.
  - ✓ 3 percent of companies employed over 10,000 workers
  - ✓ 2 percent of companies employed between 3,000 and 9,999 workers
  - ✓ 23 percent of companies employed between 500 and 2,999 workers
  - ✓ 47 percent of companies employed between 100 and 499 workers
  - ✓ 25 percent of companies employed fewer than 99 workers
  
- In 2003, over 2,600 persons worked for small-sized companies.
  - ✓ 2 percent of companies employed over 1,000 workers
  - ✓ 12 percent of companies employed between 999 and 50 workers
  - ✓ 40 percent of companies employed between 49 and 20 workers
  - ✓ 46 percent of companies employed between 19 and 1 workers



- Most large and mid-size technology companies established themselves in Montgomery County during the 1980s
  - ✓ 3 percent of companies started business in the county during the 1960s
  - ✓ 2 percent in the 1970s
  - ✓ 42 percent in the 1980s
  - ✓ 37 percent in the 1990s
  - ✓ 16 percent since 2000
  
- Small technology companies, by and large, also established themselves in the County during the 1980s.
  - ✓ 3 percent of companies started business in the county during the 1960s
  - ✓ 17 percent in the 1970s
  - ✓ 37 percent in the 1980s
  - ✓ 25 percent in the 1990s
  - ✓ 17 percent since 2000
  
- Half of Montgomery County's large and mid-size technology companies are engaged in the InfoCom business
  - ✓ 53 percent InfoCom
  - ✓ 21 percent Biotech
  - ✓ 10 percent Defense & Aerospace
  - ✓ 10 percent Other
  - ✓ 5 percent Research & Consulting
  
- There are slightly more small-sized biotech firms than small InfoCom firms in the County
  - ✓ 44 percent InfoCom
  - ✓ 47 percent Biotech
  - ✓ 8 percent Other
  
- The Federal Government is a major contributor to the County's economic growth and development. In 2003, about one-third of all large-, mid-, and small-size technology companies benefited from federal contracts.



- Less than one-third of the County's large and mid-size technology companies are publicly traded on the open market while almost a quarter of small-sized tech companies are publicly held.
  
- Large and Mid-Size Technology companies are just as likely to occupy Class A office space as they are Class B space.
  - ✓ 35 percent occupy Class A
  - ✓ 32 percent occupy Class B
  - ✓ 28 percent occupy Flex
  - ✓ 3 percent occupy Warehouse
  - ✓ 2 percent occupy Class C
  - ✓
  
- Ten percent of Small Tech Companies occupy Class A Office space. Most prefer either Class B or Flex space.
  - ✓ 31 percent occupy Class B
  - ✓ 31 percent occupy Flex
  - ✓ 13 percent occupy Warehouse
  - ✓ 10 percent occupy Class A
  - ✓ 7 percent occupy Class C
  - ✓ 5 percent occupy Residential
  - ✓ 3 percent occupy Industrial



## INTRODUCTION

The Park and Planning Commission's, Research and Technology Center, presents the *Tech-139 Directory*, an annual profile of 139 technology firms in the County. *Tech-139* serves as a supplement to the Research and Technology Center's (RTC) previous work on high tech activity in the County.

In July 2000 RTC researchers prepared the technical report, *Biotechnology Industry in Montgomery County: A Study of the Factors Contributing to the Development of the Industry and Related Real Estate Issues*. This in-depth report analyzed the nature, scope, and importance of biotech to the nation, state, and local economy. The 2000 report includes an inventory of some 200 private biotech firms in the County. In addition to maps and statistics, the authors of this technical report incorporate the views of 35 biotech representatives. These biotech entrepreneurs described their general satisfaction with the County as a place to do business and the adequacy of county real estate for current and future business operations. The 2000 Biotech report is available in printed hard copy and may also be accessed online:

[http://www.mc-mncppc.org/research/analysis/industry\\_reports/biotech/biotech\\_toc.shtml](http://www.mc-mncppc.org/research/analysis/industry_reports/biotech/biotech_toc.shtml)

A year later, in June 2001, RTC researchers analyzed the county's *Information Technology and Telecommunications Industry*. This detailed technical report addressed questions such as the following: Where do InfoCom firms cluster? What types of space do they use? Are firms that located in this county different from InfoCom firms that locate elsewhere in the region? The report also includes an inventory of the county's 1,900 InfoCom firms. The 2001 InfoCom report is available in printed hard copy and may also be accessed online:

[http://www.mc-mncppc.org/research/analysis/industry\\_reports/it\\_report.pdf](http://www.mc-mncppc.org/research/analysis/industry_reports/it_report.pdf)

Since the completion of our last high-tech study, the economy has drastically changed. The high-tech bubble burst and the dot com's imploded. Venture capital, which had been chasing biotech firms, seems to have all but dried up. Thus, it would be instructive to revisit the state of high tech activity in Montgomery County. *The Tech-139 Directory*, however, is a supplement to our 2000 and 2001 reports. It is not an update nor is it an in-depth investigation.

### High Technology as Economic Driver

In the early 1980s, the term 'high-tech' was largely associated with Silicon Valley and Route 128. Ten years later, places like Austin, Texas and North Carolina's Research Triangle entered the ranks of high-tech centers. In the popular lexicon, high-tech continues to be associated with the manufacture of semiconductors and other electronic components. High technology, however, is an ever-changing and evolving concept.



The late-1990's witnessed the high tech universe encompassing software development, telecommunications, and biotechnology. Other technologies continue to emerge, including nanotech and photonics.

Global and national changes in the economy, the introduction of new products, and development of innovative processes, all highlight the transformation from an old manufacturing-based economy to a new knowledge-based economy. Knowledge is the key to economic growth and development in the 21<sup>st</sup> century: "with knowledge as an input in the production process there are no diminishing returns to scale" (Roemer 1986) This is because diffusion of information from knowledge industries leads to specialization and to the further division of labor. Those factors are responsible for opening new markets and introducing new goods and services.

Researchers tend to divide the knowledge economy into two groups: information-based and innovation-based industries (Pollard and Storper 1996). Current thinking on economic development claims that information and innovation-based industries are the engines of long-run economic growth in cities (Stohr 1986, Malecki 1997). Edward Malecki (1991) contends that the drivers of economic growth would increasingly come from the innovation side of the knowledge economy—i.e., from high tech.

The 1990s also marked a shift in the economic development priorities of states, regions, and counties. No longer were they going to 'shoot anything that flies.' State and local governments would focus their economic development efforts on high tech clusters and high tech industries. A 17-page report by the State of Texas attests to this new found focus: [http://www.bidc.state.tx.us/researchcorner/Archives/Issue4/PART1\\_BandwagonEffect.pdf](http://www.bidc.state.tx.us/researchcorner/Archives/Issue4/PART1_BandwagonEffect.pdf)

Cluster-based economic development is a targeted strategy, usually drafted by economic development officials, to recruit and retain innovative companies. Why innovative companies? Innovative companies pay higher wages and are capable of constantly creating new products and services. Thus, more often than not, when speaking of economic growth and development, state and local governments ask questions that may include: What is the national set of high tech industries and how many do we have? How innovative is our community compared to others? What must we do to be a community that attracts innovative businesses?

Among the myriad of organizations that assess the innovative caliber of states and metropolitan regions, the Milken Institute has achieved some prominence in its ranking of science and technology leaders. According to the Institute's *State Technology and Science Index*, Maryland falls behind Massachusetts, California and Colorado but ahead of Virginia and Washington. The Institute also issues a Biotech Index that ranks metro areas. This Index shows that the Washington, D.C. metropolitan area ranks sixth behind San Diego, Boston, Raleigh-Durham-Chapel Hill, San Jose, and Seattle.



What attracts innovative companies to a metropolitan region? Researchers at the American Electronics Association suggest that there are seven key ingredients:

- Access to venture capital
- Research University
- R&D spending
- Highly skilled work force
- Agglomeration Economies (clustering of similar or complementary companies)
- Utilities (access to ample water, gas, electricity)
- Quality of life

The writers at Site Selection Magazine, in a March 2002 article, cite statistics that describe why the Washington D.C. metropolitan region is an attractive site for high tech firms: First, the region includes two of the most affluent counties in the nation— Fairfax and Montgomery— which are home to a highly educated workforce. Second, existing high tech firms boast a payroll of \$12.4 billion, third highest in the country. Third, some 7,282 high-tech companies are based in the region, the second largest collection of high tech companies in one place. Fourth, the region has the second largest pool of data processing and information services talent in the nation. Fifth, an estimated \$2.4 billion a year in venture capital investment has flowed into the local economy, sixth best in the country. And lastly, the region's universities spend some \$503 million in research and development per year, eighth best in the country.

Academic researchers, private organizations, and government agencies have all drafted some set of high-tech lists. A number of these high-tech industry lists are quite detailed while others are more general. The methodologies differ as well: some are based on common perception, others on research and development spending, and still others on the occupational skill sets of workers. There is no consensus on the definition, inclusion, and coverage of high tech industries, not even among federal agencies. Even so, identifying and recruiting high tech firms, and cultivating high tech clusters remains the key to driving local economic growth and development.

After an exhaustive review of the literature, RTC finds that a high-tech economy is best represented by 55 technology and technology-related industries. We organize these 55 industries into four major clusters: Biotech and Biomedicine, Information and Communications Technology, Aerospace, and Other High Tech Services. Each cluster is divided into three sectors: manufacturing, services, and consumer. The consumer-oriented sector shows from what types of businesses the public may purchase the final product of a cluster's manufacturing or services sector. The list of high tech industries is included in the appendix. [Note: Consumer-Oriented businesses are not profiled in the Directory].





## About the Tech – 139 Directory

The Directory is an effort to identify and track a sample of large and mid-size technology firms (59), small-sized tech firms (59), and start-ups (21). The Maryland BioScience Report 2004, published by The Business Gazette, finds that there are 169 biotech firms in Montgomery County. Our Directory captures 24 percent of this universe. ReferenceUSA, a national vendor of business listings, counts 831 InfoCom businesses in the county. The Directory captures 7 percent of the total. The 59 large and mid-size technology companies as well as the 59 small-sized companies profiled in the Directory are ranked by their 2003 estimated sales. Profiles of 21 startup companies show the number of workers in each company and financing when available. All but two of the startup companies are either current tenants or graduates of the County's technology incubators.

Information was collected on sixteen criteria: Company Name, Address, City/Zip Code, and URL; 2003 Estimated Sales, Number of Jobs in Company, Employees at Corporate Office and those at Other Offices and Facilities— if any; Year company entered market; Business Focus; and the NAICS Industry Code. We identify if the company is public or private; and whether it held any Federal Contracts. In addition, we gathered data on the type of office space occupied by the company: Name of Office Building; Space Classification; Year structure built; Total Building Area; Floors.

Authors of this Directory accessed several subscription-based proprietary business databases including CorpTech, ReferenceUSA, Gale Group's Business and Company Resource Center, Hoover's On-line, and the CoStar Group's Property database. We also pulled information from the Federal Procurement Data System and the Maryland State Department of Assessment and Taxation. Data collected on all 139 firms, included in this directory, were verified by visiting company websites. Also, where possible, we contacted the investor relations department of each company.

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### References

Malecki, E. (1997). *Technology and Economic Development: The Dynamics of Local, National and Regional Competitiveness*. Essex, England: Longman.

Pollard J. and M. Storper. (1996). A Tale of Twelve Cities: Metropolitan Employment Change in Dynamic Industries in the 1980s. *Economic Geography*. 72,1: 1-22.

Romer, P. (1986), "Increasing Returns and Long Run Growth", *Journal of Political Economy*, 94, 1002-37

Stohr, W. (1986). "Regional Innovation Complexes." *Papers of the Regional Science Association* 59: 29-44.



# *TECH – 139 Directory*

## RANKINGS AND COMPANY PROFILES

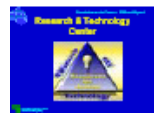
Ranking by 2003 Estimated Sales

Profiles in Alphabetical Order



# *TECH – 139 Directory*

## FIFTY-NINE LARGE AND MID-SIZE TECHNOLOGY COMPANIES



Rank	Company Name	Sales (in million \$)
1	Lockheed Martin Corporation	31,284.0
2	MedImmune, Inc.	848.0
3	Discovery Communications	787.3
4	Acterna Corp.	680.3
5	E G & G Technical Services Inc.	634.3
6	Hanger Orthopedic	525.5
8	Hughes Network Systems	500.0
7	BAE Systems	500.0
9	Westat Inc.	382.0
10	Spirent Communications	332.5
11	Manugistics Group, Inc.	272.3
12	Global eXchange Services, Inc.	250.0
13	Startec Global Communications Corp.	160.8
14	Library Systems & Services	109.4
15	Costar Group, Inc.	95.1
16	Visual Networks Inc.	89.0
17	Celera Genomics Group	88.3
18	AETEA Information Technology Inc.	84.6
19	Bio Reliance Corp.	82.4
20	DRS Signia Solutions Inc.	73.0
21	Gene Logic Inc.	69.5
22	Digicon Corp	68.0
24	CNSI Inc	63.1
23	Digene Corp	63.1
25	Otsuka America Pharmaceutical Co.	60.0
26	Thales Communications	57.7
27	BioVeris Corp	56.5
28	Abacus Technology Corp	54.3
29	United Therapeutics Corporation	53.3
30	Wabtec Railway Electronics	52.0
31	A & T Systems	50.0
32	Social and Scientific Systems Inc.	50.0
33	Fusion UV Systems	50.0
34	OPNET Technologies Inc.	46.5
35	McKesson BioServices Corp	43.0
36	Access Intelligence	37.5
37	ATLIS Systems Inc.	32.2
38	Daly Computers Inc.	25.3
39	Cambridge Scientific Abstracts	25.0
40	3E Technologies International	25.0
41	Earth Satellite Corp.	25.0
42	Elink Communications	25.0
43	Patton Electronic Company	25.0
44	Litton Advanced Systems	25.0
45	MacroGenics	21.0
46	Optelecom, Inc.	17.1
47	Wisor Telecom Corp	15.5
48	Caelum Research Corp	15.0
49	FOSS NIRSystems Inc.	15.0
50	Bioqual Inc.	14.1
51	KEVRIC Company, Inc.	14.0
52	ACE COMM Corp	13.8
53	File Tek Inc.	12.8
54	Advanced BioScience Laboratories Inc.	10.9
55	Wilcoxon Research	10.7
56	Artesia Technologies	10.0
57	Geomet Technologies Inc.	10.0
58	BroadSoft, Inc.	10.0
59	Logical Technical Services Corporation	10.0
<b>Total</b>		<b>39,060.8</b>

Source: 2003 CorpTech Directory

Note: Large and Mid-Sized Companies are defined as those firms that in 2003 reported sales of \$10.0M or more. This threshold was borrowed from IRS criteria for Large and Mid-Sized Businesses.



Sales RankCompany Information

- 31    **Company Name:** A & T Systems  
**Address:** 12520 Prosperity Drive Ste. 300  
**City/Zip Code:** Silver Spring 20904  
**URL:** <http://www.ats.com>  
**2003 Est. Sales:** \$50,000,000  
**# of Jobs** 150  
**Market Entry** 1984  
**Business Focus:** InfoCom - provider of IT products and services  
**NAICS:** 5415110  
**Public or Private** Private  
**Federal** Yes  
**Office Building** *Meadows Corporate Park*  
**Classification** Class A  
**Yr. Built** 1986  
**Total Area** 48,632 sq. ft  
**# Floors** 3
- 
- 28    **Company Name:** Abacus Technology Corp  
**Address:** 5454 Wisconsin Avenue  
**City/Zip Code:** Chevy Chase 20815  
**URL:** <http://www.abacustech.com>  
**2003 Est. Sales:** \$54,300,000  
**# of Jobs** 425  
**Market Entry** 1983  
**Business Focus:** InfoCom - provider of information and systems engineering services, and program management consulting  
**NAICS:** 541512  
**Public or Private** Private  
**Federal** Yes  
**Office Building** *Barlow Bldg*  
**Classification** Class B  
**Yr. Built** 1967  
**Total Area** 248,822  
**# Floors** 17
- 
- 36    **Company Name:** Access Intelligence (PBI Media, LLC)  
**Address:** 1201 Seven Locks Rd., Ste 300  
**City/Zip Code:** Potomac 20854  
**URL:** <http://www.pbimedia.com>  
**2003 Est. Sales:** \$37,500,000  
**# of Jobs** 175  
**Market Entry** 2001  
**Business Focus:** InfoCom - online publications and database  
**NAICS:** 511120  
**Public or Private** Private  
**Federal** No  
**Office Building** *Montrose West*  
**Classification** Class B  
**Yr. Built** 1984  
**Total Area** 134,664 sq. ft  
**# Floors** 3



52 **Company Name:** ACE COMM Corp  
**Address:** 704 Quince Orchard Rd Ste. 100  
**City/Zip Code:** Gaithersburg MD 20878  
**URL:** <http://www.acecomm.com>  
**2003 Est. Sales:** \$13,800,000  
**# of Jobs** 97  
**Market Entry** 1983  
**Business Focus:** InfoCom - develops products that facilitate the  
**NAICS:** 334290  
**Public or Private** Public  
**Federal** No  
**Office Building** *Northtech Business Park*  
**Classification** Class B  
**Yr. Built** 1982  
**Total Area** 79,628  
**# Floors** 3

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4 **Company Name:** Acterna Corp.  
**Address:** 12410 Milestone Center Dr.  
**City/Zip Code:** Germantown 20876  
**URL:** <http://www.acterna.com>  
**2003 Est. Sales:** \$680,300,000  
**# of Jobs** 2,840  
**Corporate Office** 1,300  
**Other Offices & Facilities (OFF)** 1,540  
**Market Entry** 2000  
**Business Focus:** InfoCom - analyze & test communications systems:  
**NAICS:** 334220  
**Public or Private** Publicly-held company  
**Federal** No  
**Office Building** *Milestone Business Park*  
**Classification** Class A  
**Yr. Built** 2002  
**Total Area** 180,000 sq. ft.  
**# Floors** 6

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54 **Company Name:** Advanced BioScience Laboratories Inc.  
**Address:** 5510 Nicholson Lane  
**City/Zip Code:** Kensington 20895  
**URL:** <http://www.ablinc.com>  
**2003 Est. Sales:** \$10,900,000  
**# of Jobs** 75  
**Market Entry** 1985  
**Business Focus:** Biotech  
**NAICS:** 541710  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Nicholson Research Center*  
**Classification** Class C - Flex  
**Yr. Built** 1964  
**Total Area** 37,567 sq. ft.  
**# Floors** 2



18 **Company Name:** AETEA Information Technology Inc.  
**Address:** 1445 Research Blvd., Ste 300  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.aetea.com>  
**2003 Est. Sales:** \$84,600,000  
**# of Jobs** 385  
**Corporate Office** 35  
**OFF** 350  
**Market Entry** 1997  
**Business Focus:** InfoCom - systems integration & enterprise resource management software consulting  
**NAICS:** 541512  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** No  
**Office Building** *Research Plaza*  
**Classification** Class A  
**Yr. Built** 1998  
**Total Area** 220,197 sq. ft  
**# Floors** 5

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56 **Company Name:** Artesia Technologies  
**Address:** 700 King Farm Blvd #400  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.artesiotech.com>  
**2003 Est. Sales:** \$10,000,000  
**# of Jobs** 90  
**Market Entry** 1999  
**Business Focus:** InfoCom - provides digital asset management solutions to information intensive companies.  
**NAICS:** 541512  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** One Irvington Center  
**Classification** Class A  
**Yr. Built** 1999  
**Total Area** 155,294  
**# Floors** 6

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37 **Company Name:** ATLIS Systems Inc.  
**Address:** 8728 Colesville Rd., Ste 1056  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://www.atlis.com>  
**2003 Est. Sales:** \$32,200,000  
**# of Jobs** 175  
**Market Entry** 1991  
**Business Focus:** InfoCom - design & development of specialized search engine technology for legal information  
**NAICS:** 518111  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building**  
**Classification** Class B  
**Yr. Built** 1969  
**Total Area** 126,100 sq. ft  
**# Floors** 14



7     **Company Name:** BAE Systems  
**Address:** 1601 Research Blvd  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.at.na.baesystems.com>  
**2003 Est. Sales:** \$500,000,000  
**# of Jobs** 10,000  
    **Corporate Office** 125  
        **OFF** 9,875  
**Market Entry** 1987  
**Business Focus:** Defense & Aerospace-- Company Headquarters  
**NAICS:** 511210  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Tracor*  
    **Classification** Class B  
    **Yr. Built** 1983  
    **Total Area** 150,000 sq. ft.  
    **# Floors** 2

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50    **Company Name:** Bioqual Inc.  
**Address:** 9600 Medical Center Dr., Ste 200  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.bioqual.com>  
**2003 Est. Sales:** \$14,100,000  
**# of Jobs** 75  
**Market Entry** 1981  
**Business Focus:** Biotech  
**NAICS:** 541710  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Key West Research Center*  
    **Classification** Class B  
    **Yr. Built** 1991  
    **Total Area** 72,000 sq. ft.  
    **# Floors** 3

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19    **Company Name:** Bio Reliance Corp.  
**Address:** 14920 Broschart Rd.  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.bioreliance.com>  
**2003 Est. Sales:** \$82,400,000  
**# of Jobs** 785  
    **Corporate Office** 35  
        **OFF** 750  
**Market Entry** 1998  
**Business Focus:** Biotech - provides testing services & develops  
    microbial and viral products for clinical trials  
**NAICS:** 541380  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** Yes  
**Office Building**  
    **Classification** Class B - Flex  
    **Yr. Built** 1998  
    **Total Area** 52,000 sq. ft.  
    **# Floors** 3





27    **Company Name:** Bioveris Corp. (IGEN International Inc.)  
**Address:** 16020 Industrial Drive  
**City/Zip Code:** Gaithersburg 20877  
**URL:** <http://www.bioveris.com>  
**2003 Est. Sales:** \$56,500,000  
**# of Jobs** 326  
**Market Entry** 2003  
**Business Focus:** Biotech - develops medical diagnostic systems  
**NAICS:** 339112  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building**  
    **Classification** Class B - Flex  
    **Yr. Built** 1975  
    **Total Area** 83,541 sq. ft  
    **# Floors** 2

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58    **Company Name:** BroadSoft, Inc.  
**Address:** 220 Perry Parkway  
**City/Zip Code:** Gaithersburg 20877  
**URL:** <http://www.broadsoft.com>  
**2003 Est. Sales:** \$10,000,000  
**Market Entry** 1988  
**# of Jobs** 75  
**Business Focus:** InfoCom - voice/data applications  
**NAICS:** 334290  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Avenel Business Park*  
    **Classification** Class B  
    **Yr. Built** 2000  
    **Total Area** 30,000 sq. ft  
    **# Floors** 1

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48    **Company Name:** Caelum Research Corp  
**Address:** 1700 Research Blvd., Ste 100  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.caelum.com>  
**2003 Est. Sales:** \$15,000,000  
**# of Jobs** 190  
**Market Entry** 1987  
**Business Focus:** InfoCom  
**NAICS:** 518210  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Commerce Center*  
    **Classification** Class B  
    **Yr. Built** 1982  
    **Total Area** 102,940 sq. ft  
    **# Floors** 4



39    **Company Name:** Cambridge Scientific Abstracts  
**Address:** 7200 Wisconsin Avenue, Ste. 601  
**City/Zip Code:** Bethesda 20814  
**URL:** <http://www.csa.com>  
**2003 Est. Sales:** \$25,000,000  
**# of Jobs** 75  
**Market Entry** 1990  
**Business Focus:** InfoCom - provides online scientific abstracting  
**NAICS:** 511140  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Artery Plaza*  
**Classification** Class A  
**Yr. Built** 1986  
**Total Area** 260,081 sq. ft  
**# Floors** 11

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17    **Company Name:** Celera Genomics Group  
**Address:** 45 West Gude Dr  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.celera.com>  
**2003 Est. Sales:** \$88,300,000  
**# of Jobs** 750  
**Market Entry** 2000  
**Business Focus:** Biotech - a subsidiary of drug-maker Applera that maps the human genome and maintains genetic databases  
**NAICS:** 621511  
**Public or Private** Publicly-held Company  
**Federal**  
**Contract(s)** No  
**Office Building** *Rockville Corporate Center*  
**Classification** Class B  
**Yr. Built** 1987  
**Total Area** 113,960 sq. ft  
**# Floors** 4

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24    **Company Name:** CNSI Inc.  
**Address:** 702 King Farm Blvd  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.cns-inc.com>  
**2003 Est. Sales:** 63100000  
**# of Jobs** 470  
**Market Entry** 1994  
**Business Focus:** Information management consulting firm  
**NAICS:** 541511  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** Two Irvington Centre  
**Classification** Class A  
**Yr. Built** 2000  
**Total Area** 164,891  
**# Floors** 6



15    **Company Name:**    Costar Group, Inc.  
**Address:**            2 Bethesda Metro Center. 10th Floor  
**City/Zip Code:**     Bethesda 20814  
**URL:**                 <http://www.costar.com>  
**2003 Est. Sales:**    \$95,100,000  
**# of Jobs**             853  
          **Corporate Office** 300  
                              **OFF** 553  
**Market Entry**        1997  
**Business Focus:**    InfoCom - develops & maintains proprietary  
                              commercial real estate databases; web-based  
                              subscription-only access service.  
**NAICS:**                518111  
**Public or Private**    Publicly-held company  
**Federal**  
**Contract(s)**         No  
**Office Building**     *Francis G. Newlands Building*  
          **Classification** Class A  
                              **Yr. Built** 1999  
          **Total Area** 290,318 sq. ft.  
          **# Floors** 15

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20    **Company Name:**    DRS Signia Solutions Inc.  
**Address:**            700 Quince Orchard Rd  
**City/Zip Code:**     Gaithersburg 20878  
**URL:**                 <http://www.signia-idt.com>  
**2003 Est. Sales:**    \$73,000,000  
**# of Jobs**             352  
**Market Entry**        1997  
**Business Focus:**    Defense & Aerospace--subsidiary  
**NAICS:**                334290  
**Public or Private**    Private  
**Federal**  
**Contract(s)**         No  
**Office Building**  
          **Classification** Class C  
                              **Yr. Built** 1978  
          **Total Area** 163,000 sq. ft  
          **# Floors** 3

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38    **Company Name:**    Daly Computers Inc.  
**Address:**            22521 Gateway Center Drive  
**City/Zip Code:**     Clarksburg 20871  
**URL:**                 <http://www.daly.com>  
**2003 Est. Sales:**    \$25,300,000  
**# of Jobs**             175  
**Market Entry**        1988  
**Business Focus:**    InfoCom - provides IT support  
**NAICS:**                334111  
**Public or Private**    Private  
**Federal**  
**Contract(s)**         No  
**Office Building**     *Gateway 270*  
          **Classification** Class B - Flex  
                              **Yr. Built** 2000  
          **Total Area** 170,000 sq. ft  
          **# Floors** 1



23 **Company Name:** Digene Corp  
**Address:** 1201 Clopper Rd  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.digene.com>  
**2003 Est. Sales:** \$63,100,000  
**# of Jobs** 297  
**Market Entry** 1985  
**Business Focus:** Biotech - develops RNA & DNA tests to detect infectious diseases  
**NAICS:** 32451 / 541380  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** No  
**Office Building**  
**Classification** Class B - Flex  
**Yr. Built** 2000  
**Total Area** 120,000 sq. ft  
**# Floors** 2

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22 **Company Name:** Digicon Corp  
**Address:** 1355 Piccard Dr. Ste 200  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.digicon.com>  
**2003 Est. Sales:** \$68,000,000  
**# of Jobs** 300  
**Market Entry** 1985  
**Business Focus:** InfoCom - design and development of networks, software, and managed services  
**NAICS:** 541511  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Board of Realtors Bldg.*  
**Classification** Class B  
**Yr. Built** 1987  
**Total Area** 130,000 sq. ft  
**# Floors** 4

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3 **Company Name:** Discovery Communications  
**Address:** One Discovery Place  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://www.discovery.com>  
**2003 Est. Sales:** \$787,300,000  
**# of Jobs** 2,500  
**Corporate Office** 750  
**OFF** 1,750  
**Market Entry** 1985  
**Business Focus:** InfoCom - Company Headquarters  
**NAICS:** 511210  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Silver Triangle*  
**Classification** Class A  
**Yr. Built** 2003  
**Total Area** 600,000 sq. ft.  
**# Floors** 12



- 5     **Company Name:** E G & G Technical Services Inc.  
**Address:** 900 Clopper Rd. #200  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.egginc.com>  
**2003 Est. Sales:** \$634,300,000  
**# of Jobs** 2,500  
**Corporate Office** 50  
**OFF** 2,450  
**Market Entry** 1984  
**Business Focus:** Defense & Aerospace-- Company Headquarters  
**NAICS:** 541330  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Tech Park*  
**Classification** Class B  
**Yr. Built** 1985  
**Total Area** 77,945 sq. ft.  
**# Floors** 1
- 
- 42     **Company Name:** eLink Communications  
**Address:** 6900 Wisconsin Avenue  
**City/Zip Code:** Bethesda 20815  
**URL:** <http://www.elinkcommunications.com>  
**2003 Est. Sales:** \$25,000,000  
**# of Jobs** 50  
**Market Entry** 1998
- Business Focus:** InfoCom - subsidiary that provides internet access, local and long distance telephone services for customers in the DC region  
**NAICS:** 517110  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Bethesda Bradley*  
**Classification** Class B  
**Yr. Built** 1964  
**Total Area** 43,122 sq. ft.  
**# Floors** 7
- 
- 41     **Company Name:** Earth Satellite Corp.  
**Address:** 6011 Executive Blvd., Ste. 400  
**City/Zip Code:** Rockville 20852  
**URL:** <http://www.earthsat.com>  
**2003 Est. Sales:** \$25,000,000  
**# of Jobs** 175  
**Market Entry** 1969  
**Business Focus:** Geographic Info Systems/ Remote Sensing  
**NAICS:** 541690  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Energy Building*  
**Classification** Class B  
**Yr. Built** 1977  
**Total Area** 140,000 sq. ft.  
**# Floors** 6



- 53    **Company Name:** File Tek Inc.  
**Address:** 9400 Key West Avenue  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.filetek.com>  
**2003 Est. Sales:** \$12,800,000  
**# of Jobs** 80  
**Market Entry** 1988  
**Business Focus:** InfoCom  
**NAICS:** 334112 / 511210  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Key West Corporate Center*  
**Classification** Class B - Flex  
**Yr. Built** 1985  
**Total Area** 50,029  
**# Floors** 2
- 
- 49    **Company Name:** FOSS NIRSystems Inc.  
**Address:** 12101 Tech Road  
**City/Zip Code:** Silver Spring 20904  
**URL:** <http://www.foss.dk>  
**2003 Est. Sales:** \$15,000,000  
**# of Jobs** 75  
**Market Entry** 1997  
**Business Focus:** Testing, Analysis, & Measurement equipment  
**NAICS:** 334516  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Tech Center 20*  
**Classification** Class B - Flex  
**Yr. Built** 1991  
**Total Area** 58,280 sq. ft  
**# Floors** 1
- 
- 33    **Company Name:** Fusion UV Systems  
**Address:** 910 Clopper Rd  
**City/Zip Code:** Gaithersburg 20878  
**URL:**  
**2003 Est. Sales:** \$50,000,000  
**# of Jobs** 175  
**Market Entry** 1996  
**Business Focus:** Mfg. -- photonics, electronic components  
**NAICS:** 334419  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Tech Park 270*  
**Classification** Class B - Flex  
**Yr. Built** 1982  
**Total Area** 180,650 sq. ft  
**# Floors** 1



21    **Company Name:** Gene Logic Inc.  
**Address:** 610 Professional Drive  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.genelogic.com>  
**2003 Est. Sales:** \$69,500,000  
**# of Jobs** 391  
**Market Entry** 1997  
**Business Focus:** Biotech - develops & maintains proprietary genomic information databases and products  
**NAICS:** 541710  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** No  
**Office Building** *Crowne Pointe*  
**Classification** Class A  
**Yr. Built** 2001  
**Total Area** 61,312 sq. ft  
**# Floors** 2

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57    **Company Name:** Geomet Technologies Inc.  
**Address:** 20251 Century Blvd  
**City/Zip Code:** Germantown 20874  
**URL:** <http://www.geomet.com>  
**2003 Est. Sales:** \$10,000,000  
**# of Jobs** 75  
**Market Entry** 1965  
**Business Focus:** Environmental Consulting - subsidiary that manufactures biohazard suits & filtration suits  
**NAICS:** 541380  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *270 Corporate Center*  
**Classification** Class A  
**Yr. Built** 1986  
**Total Area** 103,132 sq. ft  
**# Floors** 4

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12    **Company Name:** Global eXchange Services, Inc.  
**Address:** 100 Edison Park Drive  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.gxs.com>  
**2003 Est. Sales:** \$250,000,000  
**# of Jobs** 1,600  
**Corporate Office** 750  
**OFF** 850  
**Market Entry** 1984  
**Business Focus:** InfoCom - networking services  
**NAICS:** 334210  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *GE Global Exchange Bldg.*  
**Classification** Class B  
**Yr. Built** 1968  
**Total Area** 341,692 sq.ft  
**# Floors** 6



6    **Company Name:** Hanger Orthopedic  
**Address:** 2 Bethesda Metro Center Ste 1200  
**City/Zip Code:** Bethesda 20814  
**URL:** <http://www.hanger.com>  
**2003 Est. Sales:** \$525,500,000  
**# of Jobs** 3,083  
    **Corporate Office** 55  
        **OFF** 3,028  
**Market Entry** 1993  
**Business Focus:** Biotech - manufacture artificial limbs; provide orthotic and prosthetic patient care services  
**NAICS:** 339113  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** No  
**Office Building** *Francis G. Newlands Building*  
    **Classification** Class A  
        **Yr. Built** 1999  
    **Total Area** 290,318 sq. ft.  
    **# Floors** 15

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8    **Company Name:** Hughes Network Systems  
**Address:** 11717 Exploration LN  
**City/Zip Code:** Germantown 20876  
**URL:** <http://www.hns.com>  
**2003 Est. Sales:** \$500,000,000  
**# of Jobs** 2,500  
**Market Entry** 1995  
**Business Focus:** InfoCom -- broadband networking  
**NAICS:** 334220  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building**  
    **Classification** Class B  
        **Yr. Built** 1978  
    **Total Area** 315,000 sq. ft.  
    **# Floors** 3

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51    **Company Name:** KEVRIC Company, Inc.  
**Address:** 8484 Georgia Avenue, Ste. 550  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://kevriv.com>  
**2003 Est. Sales:** \$14,000,000  
**# of Jobs** 155  
**Market Entry** 1981  
**Business Focus:** InfoCom  
**NAICS:** 541330  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Plaza @ Station Square*  
    **Classification** Class A  
        **Yr. Built** 1987  
    **Total Area** 136,183 sq. ft.  
    **# Floors** 10





14 **Company Name:** Library Systems & Services  
**Address:** 20250 Century Blvd. Ste 200  
**City/Zip Code:** Germantown 20874  
**URL:** <http://www.lssi.com>  
**2003 Est. Sales:** \$109,400,000  
**# of Jobs** 375  
**Market Entry** 1983  
**Business Focus:** InfoCom - database development & library automation services  
**NAICS:** 511210  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building**  
**Classification** Class A  
**Yr. Built** 1995  
**Total Area** 106,795 sq. ft  
**# Floors** 5

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44 **Company Name:** Litton Advanced Systems  
**Address:** 9318 Gaither Road  
**City/Zip Code:** Gaithersburg 20877  
**URL:**  
**2003 Est. Sales:** \$25,000,000  
**# of Jobs** 375  
**Market Entry** 1984  
**Business Focus:** Defense & Aerospace - microelectronics  
**NAICS:** 335313  
**Public or Private** Private  
**Federal**  
**Contract(s)** held by parent company, Northrop Grumman.  
**Office Building** *Shady Grove Development Park*  
**Classification** Class B - Flex  
**Yr. Built** 1981  
**Total Area** 41,895 sq. ft  
**# Floors** 1

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1 **Company Name:** Lockheed Martin Corporation  
**Address:** 6801 Rockledge Drive  
**City/Zip Code:** Bethesda 20817  
**URL:** <http://www.lockheedmartin.com>  
**2003 Est. Sales:** \$31,284,000,000  
**# of Jobs** 130,000  
**Corporate Office** 600  
**OFF** 129,400  
**Year Company**  
**Entered Market** 1983  
**Business Focus:** Defense & Aerospace-- Company Headquarters  
**NAICS:** 55112  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** Yes  
**Office Building**  
**Classification** Class A  
**Yr. Built** 1974  
**Total Area** 210,000 sq ft.  
**# Floors** 4



- 59    **Company Name:** Logical Technical Services Corporation  
**Address:** 7250 Woodmont Avenue, Ste 340  
**City/Zip Code:** Bethesda 20814  
**URL:** <http://www.ltscorporation.com>  
**2003 Est. Sales:** \$10,000,000  
**# of Jobs** 200  
**Market Entry** 1986  
**Business Focus:** InfoCom - technical hardware/software support  
**NAICS:** 541512  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *South Woodmont Bldg. 3*  
**Classification** Class B  
**Yr. Built** 1990  
**Total Area** 62,200 sq. ft  
**# Floors** 3
- 
- 11    **Company Name:** McKesson BioServices Corp.  
**Address:** 14665 Rothgeb Drive  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.mckessonbio.com>  
**2003 Est. Sales:** \$43,000,000  
**# of Jobs** 150  
**Market Entry** 1995  
**Business Focus:** Biotech -- subsidiary of a health care products distributor involved in the delivery of drugs and the storage of biological specimens  
**NAICS:** 541710  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building**  
**Classification** Warehouse  
**Yr. Built** 1998  
**Total Area** 76,400 sq. ft  
**# Floors** 1
- 
- 45    **Company Name:** MacroGenics Inc  
**Address:** 1500 E Gude Dr  
**City/Zip Code:** Rockville 20850  
**URL:** <http://macrogenics.com>  
**2003 Est. Sales:** \$21,000,000  
**# of Jobs** 40  
**Market Entry** 2000  
**Business Focus:** Biotech company develops immunotherapeutic treatments for cancer, infectious diseases, and autoimmune disorders.  
**NAICS:** 325414  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** Red Gate Industrial Park  
**Classification** Flex  
**Yr. Built** 1981  
**Total Area** 46,000  
**# Floors** 2



11 **Company Name:** Manugistics Group, Inc.  
**Address:** 9715 Key West Avenue  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.manugistics.com>  
**2003 Est. Sales:** \$272,300,000  
**# of Jobs** 1,326  
    **Corporate Office** 375  
        **OFF** 951  
**Market Entry** 1986  
**Business Focus:** InfoCom - provider of supply chain management software  
**NAICS:** 511210  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** No  
**Office Building** *Danac Stiles*  
    **Classification** Class A  
    **Yr. Built** 2002  
    **Total Area** 133,770 sq. ft.  
    **# Floors** 5

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2 **Company Name:** MedImmune, Inc.  
**Address:** 35 West Watkins Mill Rd  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.medimmune.com>  
**2003 Est. Sales:** \$848,000,000  
**# of Jobs** 1,605  
    **Corporate Office** 450  
        **OFF** 1,155  
**Market Entry** 1988  
**Business Focus:** Pharmaceutical Mfg. -- Company Headquarters  
**NAICS:** 325412  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** No  
**Office Building** *Bennington Corporate Center*  
    **Classification** Class B - Flex  
    **Yr. Built** 1989  
    **Total Area** 51,000 sq ft.  
    **# Floors**

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34 **Company Name:** OPNET Technologies Inc.  
**Address:** 7255 Woodmont Avenue  
**City/Zip Code:** Bethesda 20814  
**URL:** <http://www.opnet.com>  
**2003 Est. Sales:** \$46,500,000  
**# of Jobs** 265  
    **Corporate Office** 150  
        **OFF** 115  
**Market Entry** 2000  
**Business Focus:** InfoCom - develops networking software  
**NAICS:** 511210  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** Yes  
**Office Building**  
    **Classification** Class A  
    **Yr. Built** 2001  
    **Total Area** 135,842 sq. ft.  
    **# Floors** 5



46    **Company Name:** Optelecom, Inc.  
**Address:** 12920 Clover Leaf Center Dr.  
**City/Zip Code:** Germantown 20874  
**URL:** <http://www.optelecom.com>  
**2003 Est. Sales:** \$17,120,000  
**# of Jobs** 69  
**Market Entry** 1972  
**Business Focus:** InfoCom - high speed data transfer  
**NAICS:** 334220  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Clover Leaf Center*  
**Classification** Class B - Flex  
**Yr. Built** 1993  
**Total Area** 30,000 sq. ft  
**# Floors** 1

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25    **Company Name:** Otsuka America Pharmaceutical Co.  
**Address:** 2440 Research Blvd  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.otsuka.com/OAPI>  
**2003 Est. Sales:** \$60,000,000  
**# of Jobs** 419  
**Market Entry** 1989  
**Business Focus:** Biotech - subsidiary of the global drug development giant, Otsuka Pharmaceutical Inc. headquartered in Japan.  
**NAICS:** 541710  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** Research West  
**Classification** Class A  
**Yr. Built** 1988  
**Total Area** 122,636  
**# Floors** 5

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43    **Company Name:** Patton Electronic Company  
**Address:** 7622 Rickenbacker Drive  
**City/Zip Code:** Gaithersburg 20879  
**URL:** <http://www.patton.com>  
**2003 Est. Sales:** \$25,000,000  
**# of Jobs** 175  
**Market Entry** 1984  
**Business Focus:** InfoCom - network access & connectivity  
**NAICS:** 334290  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Montgomery County Airpark*  
**Classification** Class B - Flex  
**Yr. Built** 1989  
**Total Area** 80,000 sq. ft  
**# Floors** 1



32    **Company Name:** Social and Scientific Systems Inc.  
**Address:** 8757 Georgia Avenue 12<sup>th</sup> Floor  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://www.s-3.com>  
**2003 Est. Sales:** \$50,000,000  
**# of Jobs** 280  
**Market Entry** 2001  
**Business Focus:** InfoCom - statistical programming, data analysis,  
and database development  
**NAICS:** 518210 / 541720  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Silver Spring Plaza*  
**Classification** Class A  
**Yr. Built** 1970 (2001 renovated)  
**Total Area** 243582 sq. ft.  
**# Floors** 14

---

10    **Company Name:** Spirent Communications  
**Address:** 15200 Omega Drive  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.spirentcom.com>  
**2003 Est. Sales:** \$332,500,000  
**# of Jobs** 1,800  
**Corporate Office** 325  
**OFF** 1,475  
**Market Entry** 1991  
**Business Focus:** InfoCom -- test and analyze performance of  
communications technologies  
**NAICS:** 334290  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Discoverly Office Park*  
**Classification** Class A  
**Yr. Built** 1987  
**Total Area** 77,747 sq. ft.  
**# Floors** 3

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13    **Company Name:** Startec Global Communications Corp.  
**Address:** 1151 Seven Locks Road  
**City/Zip Code:** Potomac 20854  
**URL:** <http://www.startec.com>  
**2003 Est. Sales:** \$160,800,000  
**# of Jobs** 750  
**Corporate Office** 350  
**OFF** 400  
**Market Entry** 2000  
**Business Focus:** InfoCom - provides telecommunications &  
integrated IP services  
**NAICS:** 517110  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Ceridian Building*  
**Classification** Class B - Flex  
**Yr. Built** 1963  
**Total Area** 170,000 sq. ft.  
**# Floors** 2



- 26    **Company Name:** Thales Communications  
**Address:** 22605 Gateway Center Drive  
**City/Zip Code:** Clarksburg 20871  
**URL:** <http://www.thalescomminc.com>  
**2003 Est. Sales:** \$57,700,000  
**# of Jobs** 250  
**Market Entry** 2000  
**Business Focus:** Defense & Aerospace  
**NAICS:** 334511  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Gateway 270 Business Center*  
**Classification** Class B - Flex  
**Yr. Built** 2000  
**Total Area** 93,668 sq. ft  
**# Floors** 1
- 
- 40    **Company Name:** 3E Technologies International  
**Address:** 700 King Farms, Ste. 600  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.3eti.com>  
**2003 Est. Sales:** \$25,000,000  
**# of Jobs** 35  
**Market Entry** 1996  
**Business Focus:** InfoCom - wireless networking equipment  
**NAICS:** 541511  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *One Irvington Center*  
**Classification** Class A  
**Yr. Built** 1999  
**Total Area** 155,294 sq. ft  
**# Floors** 6
- 
- 29    **Company Name:** United Therapeutics Corporation  
**Address:** 1110 Spring St  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://www.unither.com>  
**2003 Est. Sales:** \$53,300,000  
**# of Jobs** 150  
**Corporate Office** 15  
**OFF** 135  
**Market Entry** 1999  
**Business Focus:** Biotech - manufactures products to treat cardiovascular diseases.  
**NAICS:** 325412  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** No  
**Office Building**  
**Classification** Class B  
**Yr. Built** 1960  
**Total Area** 10,224 sq. ft  
**# Floors** 3



16 **Company Name:** Visual Networks Inc.  
**Address:** 2092 Gaither Rd.  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.visualnetworks.com>  
**2003 Est. Sales:** \$89,041,000  
**# of Jobs** 158  
**Market Entry** 1995  
**Business Focus:** InfoCom - deploys wide area network technology and related support products  
**NAICS:** 334290  
**Public or Private** Publicly-held company  
**Federal**  
**Contract(s)** No  
**Office Building** *Oak Grove Corporate Park*  
**Classification** Class B  
**Yr. Built** 1986  
**Total Area** 53,694 sq. ft.  
**# Floors** 2

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30 **Company Name:** Wabtec Railway Electronics  
**Address:** 21200 Dorsey Mill Road  
**City/Zip Code:** Germantown 20876  
**URL:** <http://www.wabtec.com>  
**2003 Est. Sales:** \$52,000,000  
**# of Jobs** 350  
**Market Entry** 1999  
**Business Focus:** Westinghouse subsidiary. Designs and manufactures electronic and electro-pneumatic train control systems  
**NAICS:** 334290  
**Public or Private** Public  
**Federal**  
**Contract(s)** No  
**Office Building**  
**Classification** Warehouse  
**Yr. Built** 1997  
**Total Area** 100,000 sq. ft.  
**# Floors** 1

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9 **Company Name:** Westat Inc.  
**Address:** 1650 Research Blvd  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.westat.com>  
**2003 Est. Sales:** \$382,000,000  
**# of Jobs** 2,800  
**Coporate Office** 1,700  
**OFF** 1,100  
**Market Entry** 1984  
**Business Focus:** InfoCom- software design; survey research & analysis  
**NAICS:** 541511  
**Public or Private** Private  
**Federal**  
**Contract(s)** Yes  
**Office Building** *Aspen Plaza*  
**Classification** Class B  
**Yr. Built** 1980  
**Total Area** 160,000 sq. ft.  
**# Floors** 4



55    **Company Name:** Wilcoxon Research Inc.  
**Address:** 21 Firstfield Rd  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.wilcoxon.com>  
**2003 Est. Sales:** \$10,700,000  
**# of Jobs** 75  
**Market Entry** 1975  
InfoCom - Leading manufacturer of accelerometers, vibration sensors, and accessories. Company manufactures key components for Bluetooth technology.  
**Business Focus:**  
**NAICS:** 334519  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** Diamond Farm Subdivision  
    **Classification** Class C - Flex  
    **Yr. Built** 1978  
    **Total Area** 51,952  
    **# Floors** 2

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47    **Company Name:** Wisor Telecom Corp  
**Address:** 300 Professional Drive, Ste. 200  
**City/Zip Code:** Gaithersburg 20879  
**URL:** <http://www.wisor.com>  
**2003 Est. Sales:** \$15,500,000  
**# of Jobs** 35  
**Market Entry** 2002  
**Business Focus:** InfoCom - integrated telecommunications support software  
**NAICS:** 511210  
**Public or Private** Private  
**Federal**  
**Contract(s)** No  
**Office Building** *Crowne Pointe*  
    **Classification** Class B - Flex  
    **Yr. Built** 1988  
    **Total Area** 47,558 sq. ft  
    **# Floors** 2





# *TECH – 139 Directory*

FIFTY-NINE SMALL-SIZED TECHNOLOGY  
COMPANIES



Rank	Company Name	Sales (in Million \$)
1	GenVec, Inc.	8.4
2	Human Genome Sciences Inc.	8.2
3	Genetic Therapy, Inc.	7.7
4	Trawick and Associates	7.0
5	Kirkegaard and Perry Laboratories, Inc.	6.7
6	BBI Biotech Research Labs	6.7
7	Comsat Laboratories	6.7
8	Quality Biological, Inc.	6.4
9	Raxco Software, Inc.	6.0
10	Essential Information Systems, Inc.	5.8
11	Reactel, Inc.	5.1
12	Microlog Corp.	5.1
13	InHand Electronics, Inc.	◆
14	EMDS, Inc.	5.0
15	Simutronics Corp.	5.0
16	BIOCON, Inc.	5.0
17	Solutions Engineering Corp.	5.0
18	Technical Services Group	5.0
19	Medispec LTD.	5.0
20	Panacos Pharmaceuticals, Inc.	4.8
21	V-ONE Corporation	4.0
22	Rainbow Technology, Inc.	3.8
23	Advancis Pharmaceutical Corp	3.6
24	F-Squared Laboratories	3.5
25	Century Technologies, Inc.	3.5
26	Edge Biosystems	3.3
27	Ani Lytics, Inc.	3.3
28	Visual Mining, Inc.	3.3
29	PMAS LLC	3.2
30	DrFirst Inc.	◆
31	Sensors for Medicine and Science Inc	2.8
32	Nexgen Solutions Inc	2.8
33	Brandel Inc	2.7
34	TTSS Interactive Products, Inc.	2.5
35	Braton Biotech, Inc.	2.5
36	Supertechs, Inc.	2.4
37	Design One Corp.	2.3
38	Custom Electronics Co., Inc.	2.2
39	American HistoLabs, Inc.	2.2
40	LKC Technologies, Inc.	2.2
41	Aldebaron, Inc.	2.2
42	DAMILIC Corp.	2.0
43	Washington Laboratories, Ltd.	2.0
44	Atto Bioscience	2.0
45	Potomac Instruments Inc	1.9
46	OriGene Technologies, Inc.	1.8
47	Adaptive Decisions	1.8
48	Gols, Inc.	1.7
49	EntreMed Inc	1.6
50	Inte-Great LLC	1.2
51	Neuro Probe, Inc.	1.1
52	DNA Technologies, Inc.	1.1
53	FAST Systems, Inc.	1.1
54	American Fluoroseal Corp.	1.0
55	AntexBiologics Inc.	1.0
56	Teratech, Inc.	1.0
57	MaxCyte, Inc.	0.9
58	InforMedix, Inc.	0.9
59	Kardios Systems Inc.	0.8
<b>Total</b>		<b>206.1</b>

Source: 2003 CorpTech Directory

Note: Small-sized business is defined as a company that in 2003 reported sales under \$10.0 million but more than \$700,000

The generalized definition used in this report was pulled from a more detailed set of criteria drafted by the U.S. Department of Energy's Southwestern Power Administration when defining small business.

Note: Symbols indicate that the company requested no disclosure of its estimated sales



Sales RankCompany Information

- 47    **Company Name:** Adaptive Decisions  
**Address:** 3202 Tower Oaks Blvd  
**City/Zip Code:** Rockville MD 20852  
**URL:** <http://www.adaptivedecisions.com>  
**2003 Est. Sales:** \$1,800,000  
**# of Jobs** 11  
**Year Founded** 2000  
**Business Focus:** InfoCom - develops optimization & management software  
**NAICS:** 511210  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** *Montrose Office Park 3*  
**Classification** Class B  
**Yr. Built** 1982  
**Total Sq. Ft.** 47,763  
**# Floors** 4
- 
- 23    **Company Name:** Advancis Pharmaceutical Corp  
**Address:** 20425 Seneca Meadows Parkway  
**City/Zip Code:** Germantown 20876  
**URL:** <http://advancispharm.com>  
**2003 Est. Sales:** \$3,600,000  
**# of Jobs** 81  
**Year Founded** 1999  
**Business Focus:** Biotech - Develops antibiotics  
**NAICS:** 32541 / 541710  
**Public or Private** Public  
**Federal Contract(s)** No  
**Office Bldg/ Park** Seneca Meadows Bldg. 5  
**Classification** Flex  
**Yr. Built** 2003  
**Total Sq. Ft.** 66,875  
**# Floors** 1
- 
- 41    **Company Name:** Aldebaron, Inc.  
**Address:** 15839 Crabbs Branch Way  
**City/Zip Code:** Rockville 20855  
**URL:** <http://www.sympaq.com>  
**2003 Est. Sales:** \$2,200,000  
**# of Jobs** 14  
**Year Founded** 1982  
**Business Focus:** InfoCom - developer of cost-accounting software  
**NAICS:** 511210  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** *Franklin Park Office Condominium*  
**Classification** Class B  
**Yr. Built** 1986  
**Total Sq. Ft.** 30,000  
**# Floors** 2



- 54    **Company Name:**            American Fluoroseal Corp.  
**Address:**                        431 D East Diamond Ave.  
**City/Zip Code:**                Gaithersburg 20877  
**URL:**                                <http://www.toafc.com>  
**2003 Est. Sales:**                \$1,000,000  
**# of Jobs**                            12  
**Year Founded**                    1986  
**Business Focus:**                Biotech - manufactures fluoroplastic containers  
**NAICS:**                            339113  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *East Diamond Service Mall*  
   **Classification** Warehouse  
   **Yr. Built**  
   **Total Sq. Ft.** 10,600  
   **# Floors** 1
- 
- 39    **Company Name:**            American HistoLabs, Inc.  
**Address:**                        7605-F Airpark Rd.  
**City/Zip Code:**                Gaithersburg 20879  
**URL:**                                [ahl@erols.com](mailto:ahl@erols.com)  
**2003 Est. Sales:**                \$2,200,000  
**# of Jobs**                            7  
**Year Founded**                    1973  
**Business Focus:**                Biotech - histology lab concerned with preparing tissue samples for microscope slides  
  
**NAICS:**                            541710  
**Public or Private**                Private  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *Kolb Center 2*  
   **Classification** Warehouse  
   **Yr. Built** 1986  
   **Total Sq. Ft.** 33,389  
   **# Floors** 2
- 
- 27    **Company Name:**            Ani Lytics, Inc.  
**Address:**                        200 Girard St., Suite 200  
**City/Zip Code:**                Gaithersburg 20877  
**URL:**  
**2003 Est. Sales:**                \$3,300,000  
**# of Jobs**                            8  
**Year Founded**                    1989  
**Business Focus:**                Biotech - conducts animal testing; performs blood and chemical tests  
  
**NAICS:**                            541380  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *Girard Business Center*  
   **Classification** Flex  
   **Yr. Built** 1988  
   **Total Sq. Ft.** 54,000  
   **# Floors** 2



55    **Company Name:**            AntexBiologics Inc.  
**Address:**                        300 Professional Dr.  
**City/Zip Code:**                Gaithersburg 20879  
**URL:**                                [www.bioport.com](http://www.bioport.com)  
**2003 Est. Sales:**                \$1,000,000  
**# of Jobs**                            30  
**Year Founded**                    2003  
**Business Focus:**                Biotech - designs, manufactures, and markets products to prevent chronic bacterial infections and related diseases  
**NAICS:**                            325414  
**Public or Private**                Subsidiary of publicly traded company (BioPort Corp).  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *Crowne Pointe*  
   **Classification** Flex  
   **Yr. Built** 1988  
   **Total Sq. Ft.** 47,588  
   **# Floors** 2

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44    **Company Name:**                Atto Bioscience  
**Address:**                        15010 Broschart Rd  
**City/Zip Code:**                Rockville 20850  
**URL:**                                <http://www.atto.com>  
**2003 Est. Sales:**                \$2,000,000  
**# of Jobs**                            24  
**Year Founded**                    1985  
**Business Focus:**                Biotech  
**NAICS:**                            334516  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                Shady Grove Life Science Center  
   **Classification** Flex  
   **Yr. Built** 1999  
   **Total Sq. Ft.** 40,000  
   **# Floors** 2

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6      **Company Name:**                BBI Biotech Research Labs  
**Address:**                        217 Perry Pkwy.  
**City/Zip Code:**                Gaithersburg 20877  
**URL:**                                <http://www.bbi.com>  
**2003 Est. Sales:**                \$6,700,000  
**# of Jobs**                            60  
**Year Founded**                    1992  
**Business Focus:**                Biotech - provides products and services that enhance detection and monitoring of infectious diseases  
**NAICS:**                            541710  
**Public or Private**                Subsidiary of publicly traded Boston Biomedica  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *Avenel Business Park*  
   **Classification** Flex  
   **Yr. Built** 1997  
   **Total Sq. Ft.** 46,000  
   **# Floors** 1



- 16    **Company Name:**            BIOCON, Inc.  
**Address:**                        15801 Crabbs Branch Way  
**City/Zip Code:**                Rockville 20855  
**URL:**                                <http://www.bioconinc.com>  
**2003 Est. Sales:**                \$5,000,000  
**# of Jobs**                            45  
**Year Founded**                    2001  
**Business Focus:**                Biotech - animal testing facility  
**NAICS:**                            54171  
**Public or Private**                Private  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *Franklin Park Office Condominium*  
   **Classification** Class B  
   **Yr. Built** 1986  
   **Total Sq. Ft.** 30,000  
   **# Floors** 2
- 
- 33    **Company Name:**            Brandel Inc  
**Address:**                        8561 Atlas Dr.  
**City/Zip Code:**                Gaithersburg 20877  
**URL:**                                <http://www.brandel.com>  
**2003 Est. Sales:**                \$2,700,000  
**# of Jobs**                            20  
**Year Founded**                    1977  
**Business Focus:**                Biotech - manufactures & markets laboratory equipment  
**NAICS:**                            334516  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *Oakmont Condominium*  
   **Classification** Warehouse  
   **Yr. Built** 1982  
   **Total Sq. Ft.** 80,000  
   **# Floors** 1
- 
- 35    **Company Name:**            Braton Biotech, Inc.  
**Address:**                        1 Taft Ct., Suite 101  
**City/Zip Code:**                Rockville 20850  
**URL:**                                <http://www.bratonbiotech.com>  
**2003 Est. Sales:**                \$2,500,000  
**# of Jobs**                            15  
**Year Founded**                    1984  
**Business Focus:**                Biotech - testing laboratory services  
**NAICS:**                            325414  
**Public or Private**                Private  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *Redgate Industrial Park*  
   **Classification** Flex  
   **Yr. Built** 1985  
   **Total Sq. Ft.** 36,000  
   **# Floors** 2



25    **Company Name:**            Century Technologies, Inc.  
**Address:**                      8403 Colesville Rd., Suite 920  
**City/Zip Code:**              Silver Spring 20910  
**URL:**                            <http://www.centech.com>  
**2003 Est. Sales:**            \$3,500,000  
**# of Jobs**                        20  
**Year Founded**                1980  
**Business Focus:**            InfoCom -- provides networking and telecom services  
**NAICS:**                        541511  
**Public or Private**            Subsidiary of Publicly-traded company (CACI International)  
**Federal Contract(s)**        Yes  
**Office Bldg/ Park**            *Silver Spring Metro Plaza*  
   **Classification** Class A  
   **Yr. Built** 1987  
   **Total Sq. Ft.** 110,533  
   **# Floors** 17

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7      **Company Name:**            Comsat Laboratories  
**Address:**                      22300 Comsat Dr.  
**City/Zip Code:**              Clarksburg 20871  
**URL:**                            <http://www.viasat.com/comsat>  
**2003 Est. Sales:**            \$6,700,000  
**# of Jobs**                        66  
**Year Founded**                2001  
**Business Focus:**            InfoCom - provides systems engineering and design for satellite and wireless communications  
  
**NAICS:**                        334418  
**Public or Private**            Subsidiary of publicly traded company (ViaSat)  
**Federal Contract(s)**        No  
**Office Bldg/ Park**            *Comsat Building*  
   **Classification** Class B  
   **Yr. Built** 1969  
   **Total Sq. Ft.** 40,000  
   **# Floors** 2

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38    **Company Name:**            Custom Electronics Co., Inc.  
**Address:**                      7851 Airpark Rd., Suite 207  
**City/Zip Code:**              Gaithersburg 20879  
**URL:**                            <http://www.customelectronicsco.com>  
**2003 Est. Sales:**            \$2,200,000  
**# of Jobs**                        32  
**Year Founded**                1986  
**Business Focus:**            Electronics - assembler of printed circuit boards and other electronic systems  
  
**NAICS:**                        541330  
**Public or Private**            Private  
**Federal Contract(s)**        No  
**Office Bldg/ Park**            *Airport Plaza/ Montgomery Co. Airpark*  
   **Classification** Warehouse  
   **Yr. Built** 1980  
   **Total Sq. Ft.** 40,637  
   **# Floors** 1



- 42    **Company Name:**            DAMILIC Corp.  
**Address:**                            14670 Southlawn Ln.  
**City/Zip Code:**                    Rockville 20850  
**URL:**                                    <http://www.damilic.com>  
**2003 Est. Sales:**                    \$2,000,000  
**# of Jobs**                                8  
**Year Founded**                        1980  
**Business Focus:**                    InfoCom - manufactures computerized signature writing systems  
**NAICS:**                                334119  
**Public or Private**                    Private  
**Federal Contract(s)**                No  
**Office Bldg/ Park**                    *Southlawn Industrial Center*  
**Classification** Industrial  
**Yr. Built** 1982  
**Total Sq. Ft.** 10,000  
**# Floors** 1
- 
- 37    **Company Name:**            Design One Corp.  
**Address:**                            2375 Lewis Ave.  
**City/Zip Code:**                    Rockville 20851  
**URL:**                                    <http://www.design-one.com>  
**2003 Est. Sales:**                    \$2,300,000  
**# of Jobs**                                15  
**Year Founded**                        1982  
**Business Focus:**                    InfoCom - developer of computer and network system services for the legal and business community  
**NAICS:**                                541512  
**Public or Private**                    Private  
**Federal Contract(s)**                No  
**Office Bldg/ Park**                      
**Classification** Flex  
**Yr. Built** 1965  
**Total Sq. Ft.** 30,000  
**# Floors** 1
- 
- 52    **Company Name:**            DNA Technologies, Inc.  
**Address:**                            201 Perry Pkwy., Suite 1  
**City/Zip Code:**                    Gaithersburg 20877  
**URL:**                                    <http://www.dnati.com>  
**2003 Est. Sales:**                    \$1,100,000  
**# of Jobs**                                2  
**Year Founded**                        1994  
**Business Focus:**                    Biotech - conducts biomedical research and testing; gene discovery, expression, and protein purification  
**NAICS:**                                334516  
**Public or Private**                    Private  
**Federal Contract(s)**                No  
**Office Bldg/ Park**                    *Avenel Business Park*  
**Classification** Flex  
**Yr. Built** 1983  
**Total Sq. Ft.** 29,000  
**# Floors** 1





30 **Company Name:** DrFirst Inc.  
**Address:** 3206 Tower Oaks Blvd., Suite 310  
**City/Zip Code:** Rockville 20852  
**URL:** <http://www.drfirst.com>  
**2003 Est. Sales:** \$3,200,000  
**# of Jobs** 40  
**Year Founded** 2000  
**Business Focus:** InfoCom - provides management & productivity solutions for health care professionals; medical records software; insurance claims processing  
**NAICS:** 511210  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** *Montrose Office Park 4*  
**Classification** Class B  
**Yr. Built** 1980  
**Total Sq. Ft.** 45,807  
**# Floors** 4

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14 **Company Name:** EMDS, Inc.  
**Address:** 16618 Oakmont Ave.  
**City/Zip Code:** Gaithersburg 20877  
**URL:** <http://www.emds.com>  
**2003 Est. Sales:** \$5,000,000  
**# of Jobs** 35  
**Year Founded** 1975  
**Business Focus:** Electronics - designs printed circuits  
**NAICS:** 334412  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** *Oakmont Center*  
**Classification** Warehouse  
**Yr. Built** 1985  
**Total Sq. Ft.** 34,000  
**# Floors** 1

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26 **Company Name:** Edge Biosystems  
**Address:** 19208 Orbit Dr.  
**City/Zip Code:** Gaithersburg 20879  
**URL:** <http://www.edgebio.com>  
**2003 Est. Sales:** \$4,000,000  
**# of Jobs** 33  
**Year Founded** 1989  
**Business Focus:** Biotech - manufactures bio-purification products  
**NAICS:** 334516  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** *A.P. Plaza/Montgomery Co. Airpark*  
**Classification** Warehouse  
**Yr. Built**  
**Total Sq. Ft.** 10,000  
**# Floors** 1



49    **Company Name:**            EntreMed Inc  
**Address:**                        9640 Medical Center Dr.  
**City/Zip Code:**                Rockville 20850  
**URL:**                              <http://www.entremed.com>  
**2003 Est. Sales:**               \$1,600,000  
**# of Jobs**                         45  
**Year Founded**                   1991  
**Business Focus:**                pharmaceutical company developing therapeutics for relieving cancer  
**NAICS:**                         325414  
**Public or Private**                Public  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                EntreMed Building  
   **Classification** Flex  
   **Yr. Built** 1999  
   **Total Sq. Ft.** 46,000  
   **# Floors** 3

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10    **Company Name:**                Essential Information Systems, Inc.  
**Address:**                        1395 Piccard Dr., Suite 230  
**City/Zip Code:**                Rockville 20850  
**URL:**                              <http://www.essentialsuite.com>  
**2003 Est. Sales:**               \$5,800,000  
**# of Jobs**                         35  
**Year Founded**                   2002  
**Business Focus:**                InfoCom - developer of compliance and risk management software for environmental, health and safety businesses  
**NAICS:**                         511210  
**Public or Private**                Subsidiary of Publicly Traded Company (General Motors)  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *General Motors Building*  
   **Classification** Class B  
   **Yr. Built** 1979  
   **Total Sq. Ft.** 50,234  
   **# Floors** 3

---

53    **Company Name:**                F-Squared Laboratories  
**Address:**                        26501 Ridge Rd.  
**City/Zip Code:**                Damascus 20872  
**URL:**                              <http://www.f2labs.com>  
**2003 Est. Sales:**               \$3,500,000  
**# of Jobs**                         25  
**Year Founded**                   1991  
**Business Focus:**                Testing, Analysis, & Measurement  
**NAICS:**                         541380  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**  
   **Classification** Residential  
   **Yr. Built** 1984  
   **Total Sq. Ft.** 8,135  
   **# Floors** 1



- 24    **Company Name:**            FAST Systems, Inc.  
**Address:**                        85 Metropolitan Ct.  
**City/Zip Code:**                Gaithersburg 20878  
**URL:**                                <http://www.fastsys.com>  
**2003 Est. Sales:**                \$1,100,000  
**# of Jobs**                            10  
**Year Founded**                    1986  
**Business Focus:**                Biotech - provides cytometry and immunology lab services for clinical trials and product evaluations  
**NAICS:**                            54171  
**Public or Private**                Public  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *Clopper R&D*  
   **Classification** Flex  
   **Yr. Built** 1989  
   **Total Sq. Ft.** 40,000  
   **# Floors** 2
- 
- 3        **Company Name:**                Genetic Therapy, Inc.  
**Address:**                        938 Clopper Rd  
**City/Zip Code:**                Gaithersburg 20878  
**URL:**  
**2003 Est. Sales:**                \$7,700,000  
**# of Jobs**                            70  
**Year Founded**                    1986  
**Business Focus:**                Biotech -- develops human gene therapy products for the treatment of genetic and acquired diseases  
**NAICS:**                            325414  
**Public or Private**                Subsidiary of Publicly traded company (Novartis)  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                Tech Park - 270  
   **Classification** Class B - Flex  
   **Yr. Built** 1989  
   **Total Sq. Ft.** 44,300  
   **# Floors** 1
- 
- 1        **Company Name:**                GenVec, Inc.  
**Address:**                        65 West Watkins Mill Rd.  
**City/Zip Code:**                Gaithersburg 20878  
**URL:**                                <http://www.genvec.com>  
**2003 Est. Sales:**                \$8,400,000  
**# of Jobs**                            87  
**Year Founded**                    1992  
**Business Focus:**                Biotech - develops gene based medicines to treat major diseases: cancer & cardiovascular disease  
**NAICS:**                            325412  
**Public or Private**                Public  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *Bennington Corporate Center - H*  
   **Classification** Flex  
   **Yr. Built** 1999  
   **Total Sq. Ft.** 42,900  
   **# Floors** 1



48    **Company Name:**            Gols, Inc.  
**Address:**                        6157 Executive Blvd.  
**City/Zip Code:**                Rockville 20852  
**URL:**                                <http://www.golsinc.com>  
**2003 Est. Sales:**                \$1,700,000  
**# of Jobs**                            12  
**Year Founded**                    2001  
**Business Focus:**                InfoCom - provides IT services including network installment,  
software development, and computer systems design  
**NAICS:**                            541512  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *The Executive Park*  
   **Classification** Condo  
   **Yr. Built** 1980  
   **Total Sq. Ft.** 1,515  
   **# Floors** 1

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2      **Company Name:**                Human Genome Sciences Inc.  
**Address:**                        10000 Darnestown Rd  
**City/Zip Code:**                Germantown 20874  
**URL:**                                <http://www.hgsi.com>  
**2003 Est. Sales:**                \$8,200,000  
**# of Jobs**                            1,100  
**Market Entry**                    1992  
**Business Focus:**                Biotech - discovers and develops new pharma product  
**NAICS:**                            541710  
**Public or Private**                Public  
**Federal Contract(s)**            No  
**Office Building**                HGSI Bldg  
   **Classification** Class A  
   **Yr. Built** 2003  
   **Total Area** 481,871  
   **# Floors** 1

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58    **Company Name:**                InforMedix, Inc.  
**Address:**                        5880 Hubbard Dr.  
**City/Zip Code:**                Rockville 20852  
**URL:**                                <http://www.informedix.com>  
**2003 Est. Sales:**                \$900,000  
**# of Jobs**                            5  
**Year Founded**                    1997  
**Business Focus:**                Biotech - manufactures & markets Med eMonitor systems:  
telemedicine technology monitors medication  
**NAICS:**                            334510  
**Public or Private**                Public  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                Georgetowne Park  
   **Classification** Class B  
   **Yr. Built** 1984  
   **Total Sq. Ft.** 67,000  
   **# Floors** 2



- 13    **Company Name:**            InHand Electronics, Inc.  
**Address:**                        30 West Gude Dr., Suite 100  
**City/Zip Code:**                Rockville 20850  
**URL:**                                <http://www.inhandelectronics.com>  
**2003 Est. Sales:**                \$5,100,000  
**# of Jobs**                            13  
**Year Founded**                    1984  
**Business Focus:**                InfoCom - manufacture reference platforms for handheld and wireless devices  
**NAICS:**                            334413  
**Public or Private**                Private  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *West Gude Office Park*  
   **Classification** Class A  
   **Yr. Built** 1987  
   **Total Sq. Ft.** 136,155  
   **# Floors** 5
- 
- 50    **Company Name:**                Inte-Great LLC  
**Address:**                        8605 Cameron St. #327  
**City/Zip Code:**                Silver Spring 20910  
**URL:**                                <http://www.integreat.com>  
**2003 Est. Sales:**                \$1,200,000  
**# of Jobs**                            9  
**Year Founded**                    1991  
**Business Focus:**                InfoCom - develops property inventory software and provides barcoding services  
**NAICS:**                            511210  
**Public or Private**                Private  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *Guardian Building*  
   **Classification** Class C  
   **Yr. Built** 1953  
   **Total Sq. Ft.** 75,000  
   **# Floors** 5
- 
- 59    **Company Name:**                Kardios Systems Inc.  
**Address:**                        26 North Summit Ave. #100  
**City/Zip Code:**                Gaithersburg 20877  
**URL:**                                <http://www.kardios.com>  
**2003 Est. Sales:**                \$800,000  
**Year Founded**                    1976  
**# of Jobs**                            3  
**Business Focus:**                InfoCom - manufactures computer enhancement products, printed circuit and memory boards  
**NAICS:**                            334412  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *Gaithersburg Medical Arts Building*  
   **Classification** Class C  
   **Yr. Built** 1951  
   **Total Sq. Ft.** 21,418  
   **# Floors** 2



5     **Company Name:**           Kirkegaard and Perry Laboratories, Inc.  
      **Address:**                2 Cessna Ct.  
      **City/Zip Code:**        Gaithersburg 20879  
      **URL:**                     <http://www.kpl.com>  
      **2003 Est. Sales:**        \$6,700,000  
      **# of Jobs**                 66  
      **Year Founded**            1979  
      **Business Focus:**        Biotech - provides protein detection technologies and reagents  
      **NAICS:**                 325413  
      **Public or Private**        Private  
      **Federal Contract(s)**    Yes  
      **Office Bldg/ Park**        *Cessna Research & Industry Center*  
          **Classification** Flex  
          **Yr. Built** 1983  
          **Total Sq. Ft.** 19,542  
          **# Floors** 1

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40    **Company Name:**           LKC Technologies, Inc.  
      **Address:**                2 Professional Dr., Suite 222  
      **City/Zip Code:**        Gaithersburg 20879  
      **URL:**                     <http://www.lkc.com>  
      **2003 Est. Sales:**        \$2,200,000  
      **# of Jobs**                 13  
      **Year Founded**            1987  
      **Business Focus:**        Biotech - manufactures visual electrophysiology equip  
      **NAICS:**                 339112  
      **Public or Private**        Private  
      **Federal Contract(s)**    No  
      **Office Bldg/ Park**        *Crowne Pointe/Montgomery Professional Park*  
          **Classification** Class C  
          **Yr. Built** 1974  
          **Total Sq. Ft.** 70,400  
          **# Floors** 4

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57    **Company Name:**           MaxCyte, Inc.  
      **Address:**                9640 Medical Center Dr.  
      **City/Zip Code:**        Rockville 20850  
      **URL:**                     <http://www.maxcyte.com>  
      **2003 Est. Sales:**        \$918,000  
      **# of Jobs**                 18  
      **Year Founded**            1999  
      **Business Focus:**        Biotech - conducts research; develops non-viral cell loading systems for gene therapy applications  
      **NAICS:**                 334516  
      **Public or Private**        Private  
      **Federal Contract(s)**    No  
      **Office Bldg/ Park**        *Medical Center*  
          **Classification** Flex - B  
          **Yr. Built** 1999  
          **Total Sq. Ft.** 46,000  
          **# Floors** 3



19    **Company Name:**            Medispec LTD.  
**Address:**                    12850 Middlebrook Rd., Suite 1  
**City/Zip Code:**            Germantown 20874  
**URL:**                         <http://www.medispec.com>  
**2003 Est. Sales:**         \$8,000,000  
**# of Jobs**                    18  
**Year Founded**             1990  
**Business Focus:**         Biotech - develops urologic and orthopedic equipment  
**NAICS:**                    339112  
**Public or Private**         Private  
**Federal Contract(s)**      No  
**Office Bldg/ Park**         *Trevion Corporate Park*  
                                      **Classification** Class A  
                                      **Yr. Built** 1989  
                                      **Total Sq. Ft.** 70,000  
                                      **# Floors** 4

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12    **Company Name:**            Microlog Corp.  
**Address:**                    20270 Goldenrod Ln.  
**City/Zip Code:**            Germantown 20876  
**URL:**                         <http://www.mlog.com>  
**2003 Est. Sales:**         \$5,100,000  
**# of Jobs**                    23  
**Year Founded**             1969  
**Business Focus:**         InfoCom - manufactures voice processing products  
**NAICS:**                    334210  
**Public or Private**         Public  
**Federal Contract(s)**      No  
**Office Bldg/ Park**         *Microlog Building*  
                                      **Classification** Class B  
                                      **Yr. Built** 1987  
                                      **Total Sq. Ft.** 24,468  
                                      **# Floors** 2

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51    **Company Name:**            Neuro Probe, Inc.  
**Address:**                    16008 Industrial Dr.  
**City/Zip Code:**            Gaithersburg 20877  
**URL:**                         <http://www.neuroprobe.com>  
**2003 Est. Sales:**         \$1,100,000  
**# of Jobs**                    9  
**Year Founded**             1970  
**Business Focus:**         Biotech - manufactures medical research equipment  
**NAICS:**                    339112  
**Public or Private**         Private  
**Federal Contract(s)**      No  
**Office Bldg/ Park**         Washington Industrial Park  
                                      **Classification** Flex  
                                      **Yr. Built** 1966  
                                      **Total Sq. Ft.** 13,960  
                                      **# Floors** 1



- 32    **Company Name:** Nexgen Solutions Inc  
**Address:** 8630 Fenton St. #925  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://ngsinc.com/corporate/home>  
**2003 Est. Sales:** \$2,800,000  
**# of Jobs** 8  
**Year Founded** 1988  
**Business Focus:** InfoCom - Develops turnkey software products  
**NAICS:** 541511  
**Public or Private** Private  
**Federal Contract(s)** Yes  
**Office Bldg/ Park** Montgomery County  
**Classification** Class B  
**Yr. Built** 1970  
**Total Sq. Ft.** 252,761  
**# Floors** 13
- 
- 46    **Company Name:** OriGene Technologies, Inc.  
**Address:** 6 Taft Ct., Suite 300  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.origene.com>  
**2003 Est. Sales:** \$1,800,000  
**# of Jobs** 27  
**Year Founded** 1997  
**Business Focus:** Biotech - a research & development tool provider for functional gene discovery  
**NAICS:** 325412  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** *Redgate Industrial Park*  
**Classification** Class B  
**Yr. Built** 1990  
**Total Sq. Ft.** 52,000  
**# Floors** 3
- 
- 29    **Company Name:** PMAS LLC  
**Address:** 364 Christopher Avenue C  
**City/Zip Code:** Gaithersburg 20879  
**URL:** <http://www.pmas.com>  
**2003 Est. Sales:** \$3,200,000  
**# of Jobs** 20  
**Year Founded** 2002  
**Business Focus:** InfoCom - develops and markets accounting and property management software  
**NAICS:** 511210  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** *Public Storage Business Park*  
**Classification** Flex  
**Yr. Built** 1987  
**Total Sq. Ft.** 30,000  
**# Floors** 2





- 20    **Company Name:**            Panacos Pharmaceuticals, Inc.  
**Address:**                        207 Perry Pkwy., Suite 2  
**City/Zip Code:**                Gaithersburg 20877  
**URL:**                                <http://www.panacos.com>  
**2003 Est. Sales:**                \$4,800,000  
**# of Jobs**                            25  
**Year Founded**                    2000  
**Business Focus:**                Biotech - discovery & development of antiviral drugs  
**NAICS:**                            325412  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *Avenel Business Park*  
   **Classification** Flex  
   **Yr. Built** 1983  
   **Total Sq. Ft.** 36,000  
   **# Floors** 1
- 
- 45    **Company Name:**                Potomac Instruments Inc  
**Address:**                        932 Philadelphia Avenue  
**City/Zip Code:**                Silver Spring 20910  
**URL:**                                <http://www.pi-usa.com>  
**2003 Est. Sales:**                \$1,900,000  
**# of Jobs**                            12  
**Year Founded**                    1968  
**Business Focus:**                Electronics - manufactures measurement & control instruments  
  
**NAICS:**                            334119  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                -  
   **Classification** Class B  
   **Yr. Built** 1960  
   **Total Sq. Ft.** 5,640  
   **# Floors** 3
- 
- 7      **Company Name:**                Quality Biological, Inc.  
**Address:**                        7581 Lindbergh Dr.  
**City/Zip Code:**                Gaithersburg 20879  
**URL:**                                <http://www.qualitybiological.com>  
**2003 Est. Sales:**                \$6,400,000  
**# of Jobs**                            20  
**Year Founded**                    1983  
**Business Focus:**                Biotech - manufactures media & reagents for biologic research  
**NAICS:**                            325414  
**Public or Private**                Private  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**  
   **Classification** Flex  
   **Yr. Built** 1988  
   **Total Sq. Ft.** 15,688  
   **# Floors** 1



22    **Company Name:**        Rainbow Technology, Inc.  
**Address:**                 17106 Thatcher Ct.  
**City/Zip Code:**         Olney 20832  
**URL:**  
**2003 Est. Sales:**        \$3,800,000  
**# of Jobs**                 30  
**Year Founded**            1987  
**Business Focus:**        InfoCom - provides custom computer programming srves.  
**NAICS:**                  541511  
**Public or Private**        Private  
**Federal Contract(s)**     No  
**Office Bldg/ Park**        Cherry Wood Subdivision  
**Classification**          Residential  
**Yr. Built**                 1989  
**Total Sq. Ft.**            3,514  
**# Floors**                 1

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9        **Company Name:**        Raxco Software, Inc.  
**Address:**                 6 Montgomery Village Ave., Suite 500  
**City/Zip Code:**         Gaithersburg 20879  
**URL:**                     <http://www.raxco.com>  
**2003 Est. Sales:**        \$3,500,000  
**# of Jobs**                 3  
**Year Founded**            1977  
**Business Focus:**        InfoCom - software developer  
**NAICS:**                  511210  
**Public or Private**        Private  
**Federal Contract(s)**     No  
**Office Bldg/ Park**        *Montgomery Village Executive Center*  
**Classification**          Class B  
**Yr. Built**                 1989 (renovation)  
**Total Sq. Ft.**            160,000  
**# Floors**                 6

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11      **Company Name:**        Reactel, Inc.  
**Address:**                 8031 Cessna Ave.  
**City/Zip Code:**         Gaithersburg 20879  
**URL:**                     <http://www.reactel.com>  
**2003 Est. Sales:**        \$5,100,000  
**# of Jobs**                 45  
**Year Founded**            1979  
**Business Focus:**        Electronics - manufactures radio frequency and microwave filters  
**NAICS:**                  334419  
**Public or Private**        Private  
**Federal Contract(s)**     Yes  
**Office Bldg/ Park**        *Montgomery County Airpark*  
**Classification**          Warehouse  
**Yr. Built**                 1983  
**Total Sq. Ft.**            10,028  
**# Floors**                 1



31 **Company Name:** Sensors for Medicine and Science Inc  
**Address:** 12321 Middlebrook Rd  
**City/Zip Code:** Germantown 20874  
**URL:** <http://www.s4ms.com>  
**2003 Est. Sales:** \$2,800,000  
**# of Jobs** 20  
**Year Founded** 1997  
**Business Focus:** Biotech  
**NAICS:** 33911  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** Middlebrook Tech Park 2  
**Classification** Class B  
**Yr. Built** 1987  
**Total Sq. Ft.** 28425  
**# Floors** 2

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15 **Company Name:** Simutronics Corp.  
**Address:** 1300 Piccard Dr. Ste. 102  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.play.net/corporate>  
**2003 Est. Sales:** \$5,000,000  
**# of Jobs** 35  
**Year Founded** 1987  
**Business Focus:** InfoCom - developer of on-line multiplayer games  
**NAICS:** 511210  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** Ward Building  
**Classification** Class B  
**Yr. Built** 1978  
**Total Sq. Ft.** 90,999  
**# Floors** 3

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17 **Company Name:** Solutions Engineering Corp.  
**Address:** 7830 Old Georgetown Rd., Suite C40  
**City/Zip Code:** Bethesda 20814  
**URL:** <http://www.soleng.com>  
**2003 Est. Sales:** \$5,000,000  
**# of Jobs** 20  
**Year Founded** 1987  
**Business Focus:** InfoCom - design and implementation of customized software, database, and web systems for government and commercial organizations.  
**NAICS:** 511210  
**Public or Private** Private  
**Federal Contract(s)** Yes  
**Office Bldg/ Park** *Allwin Building*  
**Classification** Class B  
**Yr. Built** 1985  
**Total Sq. Ft.** 53,165  
**# Floors** 4



36 **Company Name:** Supertechs, Inc.  
**Address:** 9610 Medical Ctr. Dr., Suite 101  
**City/Zip Code:** Rockville 20850  
**URL:**  
**2003 Est. Sales:** \$2,400,000  
**# of Jobs** 7  
**Year Founded** 1982  
**Business Focus:** Biotech - manufactures antibodies, reagents, and polynucleotides for research and development  
**NAICS:** 325414  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** *Key West Research Center*  
**Classification** Class A  
**Yr. Built** 1993  
**Total Sq. Ft.** 50,000  
**# Floors** 3

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34 **Company Name:** TTSS Interactive Products, Inc.  
**Address:** 11910-G Parklawn Dr.  
**City/Zip Code:** Rockville 20852  
**URL:** <http://www.ttss.com>  
**2003 Est. Sales:** \$2,500,000  
**# of Jobs** 23  
**Year Founded** 1974  
**Business Focus:** InfoCom - manufactures and markets SelfInform and Annunciator systems, computerized information kiosks.  
**NAICS:** 511210  
**Public or Private** Private  
**Federal Contract(s)** No  
**Office Bldg/ Park** *Parklawn Center*  
**Classification** Warehouse  
**Yr. Built** 1978  
**Total Sq. Ft.** 90,000  
**# Floors** 2

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18 **Company Name:** Technical Services Group  
**Address:** 816 Thayer Ave., Suite 300  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://www.thc-tsg.com>  
**2003 Est. Sales:** \$5,000,000  
**# of Jobs** 25  
**Year Founded** 1990  
**Business Focus:** InfoCom - provides development tools for systems design and integration; database management.  
**NAICS:** 511210  
**Public or Private** Private  
**Federal Contract(s)** Yes  
**Office Bldg/ Park** *R. Holt Easley*  
**Classification** Class B  
**Yr. Built** 1963  
**Total Sq. Ft.** 10,030  
**# Floors** 3



- 56    **Company Name:**            Teratech, Inc.  
**Address:**                        405 East Gude Dr., Suite 207  
**City/Zip Code:**                Rockville 20850  
**URL:**                                <http://www.teratech.com>  
**2003 Est. Sales:**                \$1,000,000  
**# of Jobs**                            11  
**Year Founded**                    1989  
**Business Focus:**                InfoCom - development of custom software tools  
**NAICS:**                            511210  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *East Gude Center*  
   **Classification** Class B  
   **Yr. Built** 1988  
   **Total Sq. Ft.** 22,000  
   **# Floors** 2
- 
- 4        **Company Name:**                Trawick and Associates  
**Address:**                        6900 Wisconsin Avenue 400  
**City/Zip Code:**                Bethesda 20815  
**URL:**                                <http://www.trawick.com>  
**2003 Est. Sales:**                \$7,000,000  
**Year Founded**                    1985  
**# of Jobs**                            125  
**Business Focus:**                programming, analysis, and custom software development  
**NAICS:**                            541511  
**Public or Private**                Private  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *Bethesda Bradley Building*  
   **Classification** Class B  
   **Yr. Built** 1995 renovation  
   **Total Sq. Ft.** 43,122  
   **# Floors** 7
- 
- 21      **Company Name:**                V-ONE Corporation  
**Address:**                        20300 Century Blvd., Suite 200  
**City/Zip Code:**                Germantown 20874  
**URL:**                                <http://www.v-one.com>  
**2003 Est. Sales:**                \$4,000,000  
**# of Jobs**                            26  
**Year Founded**                    1993  
**Business Focus:**                InfoCom - developer of file security programs  
**NAICS:**                            334290  
**Public or Private**                Public  
**Federal Contract(s)**            Yes  
**Office Bldg/ Park**                *270 Corporate Center 3*  
   **Classification** Class A  
   **Yr. Built** 1991  
   **Total Sq.Ft.** 133,499  
   **# Floors** 5

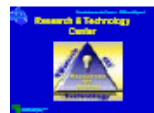


- 28    **Company Name:**            Visual Mining, Inc.  
**Address:**                        15825 Shady Grove Rd., Suite 20  
**City/Zip Code:**                Rockville 20850  
**URL:**                                <http://www.decisioncontrol.com>  
**2003 Est. Sales:**                \$3,300,000  
**# of Jobs**                            14  
**Year Founded**                    1999  
**Business Focus:**                InfoCom - developer of graphics charting software  
**NAICS:**                            511210  
**Public or Private**                Private  
**Federal Contract(s)**            Yes  
          **Office Bldg/ Park** *Oak Grove Center*  
          **Classification** Class C  
          **Yr. Built** 1972  
          **Total Sq. Ft.** 76,953  
          **# Floors** 2
- 
- 43    **Company Name:**            Washington Laboratories, Ltd.  
**Address:**                        7560 Lindbergh Dr.  
**City/Zip Code:**                Gaithersburg 20879  
**URL:**                                <http://www.wll.com>  
**2003 Est. Sales:**                \$2,000,000  
**# of Jobs**                            16  
**Year Founded**                    1990  
**Business Focus:**                Tests environmental and emergency products for compliance and safety  
**NAICS:**                            541380  
**Public or Private**                Private  
**Federal Contract(s)**            No  
**Office Bldg/ Park**                *Montgomery County Airpark Business Center*  
          **Classification** Industrial  
          **Yr. Built** 1989  
          **Total Sq. Ft.** 18,000  
          **# Floors** 1



# *TECH – 139 Directory*

TWENTY-ONE START-UP TECHNOLOGY  
COMPANIES



## Technology Incubators and Start-up Companies

Sustained economic growth and development is dependent on technology startups. These newly formed companies bring novel products and processes to the market. They are guided more by research and development activities than other types of companies: large, mid, and small-size firms. Start-ups mark the first stage in a company's 5-stage life cycle: Innovation, Growth, Maturity, Decline, and Obsolescence.

To survive the first five years, however, technology start-ups require a relatively safe business environment and substantial financing assistance. Incubators are the vehicles of choice for nurturing these beginners. The Organization for Economic Co-Operation and Development, through its Working Group on Innovation and Technology Policy, concluded that: Technology incubators are a specific type of business incubator; they are property based ventures that provide tangible and intangible services to new tech-based firms, entrepreneurs, and spin-offs of universities and large firms. The objective of an incubator is to help startups increase their chances for survival, generate wealth and jobs, and diffuse technology.

There are over 800 business incubators in the United States. State and local governments have traditionally provided the majority of funding for incubators; the number of for-profit incubators is also increasing. The National Business Incubation Association claims that 37 percent of the country's business incubators are technology oriented. Among technology-based incubators, the U.S. Department of Commerce's Technology Administration reported— in its *National Benchmarking Analysis of Technology Business Incubator Performance and Practices*— that nearly half focus on InfoCom businesses and a quarter focus on Biotech. The study further found that biotech focused incubators raise more money, obtain more research support, hold more patents, and license more technology than other types of incubators. Technology incubators tend to locate in universities or in research and technology parks.

### Montgomery County Incubators

The state of Maryland supports a dozen technology incubators located across the state. The Maryland Technology Development Center (MTDC) was established in 1999 in the heart of Maryland's technology corridor with funds from Montgomery County and the State. MTDC is located in a 55,000 sq. ft. flex building within the Shady Grove Life Sciences Park. <http://montgomerycountymd.gov/govtmp1.asp?url=/content/ded/incub/index.asp>

As with any business incubator, MTDC provides its tenants with low rent, short-term leases, shared support services (reception, conference and meeting rooms), shared business equipment (internet connection, printers, copiers, fax), shared business resources (legal, accounting, marketing, and training), and on-site management. MTDC includes 22,000 sq. ft. of modular wet lab space. Twenty companies have graduated from the MTDC Incubator in the last four years. Six of the 20 graduates have been InfoCom firms. MTDC currently has 29 tenants: 16 Biotech, 10 InfoCom, and 3 support service firms.





A second technology incubator opened in the County in 2004, the Silver Spring Innovation Center (SSIC). The SSIC is a 22,000 sq. ft. four-story building located across from Discovery Communications at the intersection of Georgia Avenue and Blair Road. Unlike MTDC, the Silver Spring Innovation Center exclusively targets InfoCom start-up companies. The Center has space for 32 firms; it is already 70 percent filled.

Montgomery County is planning additional incubators. One of these will be a one million square foot structure located within the proposed 35-acre Life Science and Technology Business Park— part of the Montgomery College Germantown campus. Another is expected in Eastern Maryland where the Food and Drug Administration is consolidating all its offices and labs into a 2.1 million square foot state-of-the art campus at White Oak. A third potential site for biotech activity, that has been mentioned, is the Twinbrook area.

### Profile of 21 Startup Companies

This year has seen the largest number of firms (fifty-one) taking advantage of the County's incubators. In all, seventy-one startup firms owe their success to the technology incubators. Twenty-one of these startups are profiled in the Directory. The profiles include nine current tenants of the Maryland Technology Development Center and four tenants of the Silver Spring Innovation Center. Six of the startups are recent graduates of the MTDC and two are reported in the online Price Waterhouse Coopers Money Tree Survey of venture capital investments.

The Startup Profiles, like those for the Large and Mid-Size firms as well as the Small Size Tech Companies, provide the following information: Company Name, Address, City/Zip, URL, Year Entered Market, and Business Focus. When available, we included the number of jobs; we also identify those companies that are incubator tenants. In lieu of sales data, we list financing information for some of the companies. This information was culled from newspaper articles. We defined financing to mean either the amount invested by venture capital firms, angel investors, personal savings, or local and state government grants.



<b>Rank</b>	<b>Company Name</b>	<b>Jobs</b>
<b>1</b>	<b>Avalon Pharmaceuticals</b>	<b>56</b>
<b>2</b>	<b>Exent Technologies</b>	<b>48</b>
<b>3</b>	<b>Tetracore</b>	<b>32</b>
<b>4</b>	<b>NexTone Communications</b>	<b>27</b>
<b>5</b>	<b>Intronn</b>	<b>26</b>
<b>6</b>	<b>Telkonet</b>	<b>26</b>
<b>7</b>	<b>InteliTrac</b>	<b>22</b>
<b>8</b>	<b>Neurologic</b>	<b>22</b>
<b>9</b>	<b>Aptus Genomics</b>	<b>21</b>
<b>10</b>	<b>Rexahn</b>	<b>16</b>
<b>11</b>	<b>Protiveris</b>	<b>14</b>
<b>12</b>	<b>Ariadne Genomics</b>	<b>6</b>
<b>13</b>	<b>Advanced Vision Therapies</b>	<b>5</b>
<b>14</b>	<b>Khera Communications</b>	<b>5</b>
<b>15</b>	<b>BioMat Sciences Inc</b>	<b>4</b>
<b>16</b>	<b>Corvedia</b>	<b>4</b>
<b>17</b>	<b>Mobitrum</b>	<b>3</b>
<b>18</b>	<b>VideoCodes Inc</b>	<b>3</b>
<b>19</b>	<b>DVIP Multimedia</b>	<b>2</b>
<b>20</b>	<b>Cranium Softworks</b>	<b>-</b>
<b>21</b>	<b>FlashTalk Communications</b>	<b>-</b>

Source: Montgomery County Department of Economic Development

<http://www.montgomerycountymd.gov/mcgtmpl.asp?url=/Content/DED/incub/mtdc/index.asp>



- |   |  |
|---|--|
| 1 | <p><b>Company Name:</b> Advanced Vision Therapies<br/> <b>Address:</b> 9700 Great Seneca Hwy<br/> <b>City/Zip Code:</b> Rockville 20850<br/> <b>URL:</b> <a href="http://www.avtxinc.com">http://www.avtxinc.com</a><br/> <b>Market Entry:</b> 2003<br/> <b>Incubator:</b> MTDC<br/> <b>Business Focus:</b> Biotech - Develops therapeutics for the treatment of eye diseases that cause blindness.<br/> <b># of Jobs:</b> 5<br/> <b>Financing Type:</b> SBIR Grants<br/> <b>Investment Amount:</b> \$700,000<br/> <b>Federal Contracts:</b> No</p> <hr style="border: 1px solid red;"/> |
| 2 | <p><b>Company Name:</b> Aptus Genomics<br/> <b>Address:</b> 101 Orchard Ridge Drive 1E<br/> <b>City/Zip Code:</b> Rockville 20850<br/> <b>URL:</b> <a href="http://www.aptusgenomics.com">http://www.aptusgenomics.com</a><br/> <b>Incubator:</b> Graduated<br/> <b>Market Entry:</b> 2000<br/> <b>Business Focus:</b> Biotech - Develops human genome platforms for pharmaceutical research<br/> <b># of Jobs:</b> 21<br/> <b>Financing Type:</b> Venture Capital<br/> <b>Investment Amount:</b> \$6,200,000<br/> <b>Federal Contracts:</b> No</p> <hr style="border: 1px solid red;"/> |
| 3 | <p><b>Company Name:</b> Ariadne Genomics<br/> <b>Address:</b> 9700 Great Seneca Hwy #113<br/> <b>City/Zip Code:</b> Rockville 20850<br/> <b>URL:</b> <a href="http://ariadnegenomics.com">http://ariadnegenomics.com</a><br/> <b>Incubator:</b> MTDC<br/> <b>Market Entry:</b> 2003<br/> <b>Business Focus:</b> Bioinformatics and software design. Principal products include Medscan Textminer and Metabolic Vision<br/> <b># of Jobs:</b> 6<br/> <b>Financing Type:</b><br/> <b>Investment Amount:</b><br/> <b>Federal Contracts:</b> No</p>  |



- 4    **Company Name:**            Avalon Pharmaceuticals  
**Address:**                        20358 Seneca Meadows Pkwy  
**City/Zip Code:**                Germantown 20876  
**URL:**                                <http://www.avalonrx.com>  
**Market Entry**                      1999  
**Incubator:**                        Graduated  
    Biotech - To improve and accelerate the discovery  
**Business Focus:**                of small molecule drugs directly from genomic  
    data.  
**# of Jobs**                            56  
**Financing Type**                    Venture Capital  
**Investment Amount**               \$70,000,000  
**Federal Contracts**                No
- 
- 5    **Company Name:**            BioMat Sciences Inc  
**Address:**                        9700 Great Seneca Hwy #129  
**City/Zip Code:**                Rockville 20850  
**URL:**                                <http://www.e-dental.com/storefronts/biomat.html>  
**Incubator:**                        MTDC  
**Market Entry**                      1998  
**Business Focus:**                Biotech - Develops and markets innovative oral  
    adhesives  
**# of Jobs**                            4  
**Financing Type**                    Angel Investors (500,000) State and Federal  
    Grants (217,000)  
**Investment Amount**               \$717,000  
**Federal Contracts**                No
- 
- 6    **Company Name:**            Corvedia  
**Address:**                        20010 Century Blvd #105  
**City/Zip Code:**                Germantown 20874  
**URL:**                                <http://www.corvedia.com>  
**Incubator:**                        Graduated  
**Market Entry**                      2000  
**Business Focus:**                InfoCom -Provides software and other technical  
    support to the Ocean Shipping and International  
    Trade Community.  
**# of Jobs**                            4  
**Financing Type**                    Venture Capital  
**Investment Amount**               \$60,000  
**Federal Contracts**                No



- 7 **Company Name:** Cranium Softworks  
**Address:** 8070 Georgia Avenue #305  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://www.craniumsoftworks.com>  
**Incubator:** SSIC  
**Market Entry** 2002  
**Business Focus:** InfoCom - Develops web-based software, publishing, and solutions  
**# of Jobs**  
**Financing Type**  
**Investment Amount**  
**Federal Contracts** No
- 
- 8 **Company Name:** DVIP Multimedia Inc.  
**Address:** 8070 Georgia Avenue  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://www.dvipmm.com/>  
**Market Entry** 2002  
**Incubator:** SSIC  
**Business Focus:** InfoCom - developer of advanced imaging software technology  
**# of Jobs** 2  
**Financing Type** State grant  
**Investment Amount** \$50,000  
**Federal Contracts** Yes
- 
- 9 **Company Name:** Exent Technologies  
**Address:** 7910 Woodmont Avenue  
**City/Zip Code:** Bethesda 20814  
**URL:** <http://www.exent.com>  
**Incubator:** No  
**Market Entry** 1999  
**Business Focus:** InfoCom - Develops on-demand technology applications for telecommunications and broadband service providers.  
**# of Jobs** 48  
**Financing Type** Venture Capital  
**Investment Amount** \$235,000,000  
**Federal Contracts** No



- 10 **Company Name:** FlashTalk Communications  
**Address:** 8070 Georgia Avenue  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://flashtalk.com>  
**Incubator:** SSIC  
**Market Entry** 2002  
**Business Focus:** InfoCom - Developer of technology that combines instant messaging with real-time voice communication.
- # of Jobs**  
**Financing Type** Venture Capital  
**Investment Amount** \$2,000,000  
**Federal Contracts** No
- 
- 11 **Company Name:** IntelliTrac  
**Address:** 7361 Calhoun Place #150  
**City/Zip Code:** Rockville 20855  
**URL:** <http://www.intelitrac.com>  
**Market Entry** 2002  
**Incubator:** Graduated  
**Business Focus:** InfoCom - Creator of technology that allows for faster network processing
- # of Jobs** 22  
**Financing Type** Venture Capital  
**Investment Amount** \$3,130,000  
**Federal Contracts** No
- 
- 12 **Company Name:** Intronn  
**Address:** 910 Clopper Rd South Bldg. #210  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.intronn.com>  
**Incubator:** Graduated  
**Market Entry** 2002  
**Business Focus:** Biotech - developed gene-splicing technology known as SMART
- # of Jobs** 26  
**Financing Type** Venture Capital  
**Investment Amount** \$7,000,000  
**Federal Contracts** Yes



- 13 **Company Name:** Khera Communications  
**Address:** 910 Choke Cherry Road #350  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.kcilink.com>  
**Incubator:** MTDC  
**Market Entry** 2000  
**Business Focus:** InfoCom - Provides internet publishing services  
**# of Jobs** 5  
**Financing Type**  
**Investment Amount**  
**Federal Contracts** No
- 
- 14 **Company Name:** Mobitrum  
**Address:** 8070 Georgia Avenue #213  
**City/Zip Code:** Silver Spring 20910  
**URL:** <http://www.mobitrum.com>  
**Incubator:** SSIC  
**Market Entry** 2002  
**Business Focus:** InfoCom - Developer of wireless technology  
**# of Jobs**  
**Financing Type**  
**Investment Amount**  
**Federal Contracts** No
- 
- 15 **Company Name:** Neurologic Inc.  
**Address:** 15101 Broschart RD #200  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.neurologicinc.com>  
**Incubator:** MTDC  
**Market Entry** 2000  
  
**Business Focus:** Biotech - Seeks practical and innovative solutions for central nervous system disorders and diseases  
**# of Jobs** 22  
**Financing Type**  
**Investment Amount**  
**Federal Contracts** No



- 16 **Company Name:** NexTone Communications  
**Address:** 101 Orchard Ridge Drive #300  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.nextone.com>  
**Incubator:** Graduated  
**Market Entry:** 2001  
**Business Focus:** InfoCom - Developer of session controllers. Session controllers facilitate communication among voice-over internet protocols.  
**# of Jobs:** 27  
**Financing Type:** Venture Capital  
**Investment Amount:** \$14,000,000  
**Federal Contracts:** No
- 
- 17 **Company Name:** Protiveris  
**Address:** 15010 Broschart Road #200  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.protiveris.com>  
**Incubator:** Graduated  
**Market Entry:** 2001  
**Business Focus:** Biotech - Combines bio and nano technologies to facilitate protein research. Developed the VeriScan 3000 biochip to detect and analyze biomolecular interactions.  
**# of Jobs:** 14  
**Financing Type:** Angel (7.2M), VC (5.0M), State (0.116M)  
**Investment Amount:** \$12,316,000  
**Federal Contracts:** No
- 
- 18 **Company Name:** Rexahn  
**Address:** 9620 Medical Center Drive  
**City/Zip Code:** Rockville 20850  
**URL:** <http://www.rexahn.com>  
**Incubator:** Graduated  
**Market Entry:** 2001  
**Business Focus:** Biotech - Develops drugs that target cancer, hepatitis, and obesity  
**# of Jobs:** 16  
**Financing Type:** County (0.1M) VC (2.0M)  
**Investment Amount:** \$2,100,000  
**Federal Contracts:** Yes





- 19 **Company Name:** Telkonet  
**Address:** 20374 Seneca Meadows Parkway  
**City/Zip Code:** Germantown 20876  
**URL:** <http://telkonet.com>  
**Incubator:** No  
**Market Entry** 1999  
**Business Focus:** InfoCom - develops systems that allow users to connect to the Internet over standard power lines rather than over telephone or cable.  
**# of Jobs** 26  
**Financing Type**  
**Investment Amount**  
**Federal Contracts** Yes
- 
- 20 **Company Name:** Tetracore  
**Address:** 11 Firstfield Rd Ste C  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.tetracore.com>  
**Incubator:** Graduated  
**Market Entry** 1998  
**Business Focus:** Biotech - developer of the Biothreat Alert Strip, a test used to detect anthrax and other potential bioterrorism agents  
**# of Jobs** 32  
**Financing Type** Personal Savings  
**Investment Amount** \$100,000  
**Federal Contracts** No
- 
- 21 **Company Name:** VideoCodes Inc  
**Address:** 21 Firstfield Rd  
**City/Zip Code:** Gaithersburg 20878  
**URL:** <http://www.video-codes.com>  
**Incubator:** No  
**Market Entry** 2003  
**Business Focus:** InfoCom - Develops technology enabling dynamic video streaming for satellite communications, cable, and DSL.  
**# of Jobs** 3  
**Financing Type** Venture Capital  
**Investment Amount** \$2,500,000  
**Federal Contracts** No



APPENDIX

*TECH 139 Directory*  
A Description of Data Sources



## Data Sources

The [CorpTech Directory of Technology Companies](#) was the primary source in compiling the list on 118 companies. CorpTech is the nation's premier source for information on technology companies. CorpTech tracks over 50,000 technology companies in the United States. The CorpTech database, which is updated quarterly, contains information on 1,377 tech firms in the Washington, D.C. metropolitan region and on 350 tech firms in Montgomery County. Company address, 2003 sales data, and a description of the business were pulled from the CorpTech database. About one hundred Montgomery County tech companies reported sales over \$10.0 Million in 2003; 141 companies reported sales under \$10.0 Million but over \$700,000. These numbers were further filtered to remove governmental agencies such as the National Institute of Standards and Technology, companies engaged mainly in providing business support services, management consulting services, and retailing.

[ReferenceUSA](#) is an on-line database with records on over a million businesses. These records are based on a variety of published sources that include the telephone yellow pages and business white pages, major newspapers, and chambers of commerce information. ReferenceUSA sorts records by geography, industry category, subject heading as well as by company name. This electronic database is updated daily. For the purposes of our compilation, we used ReferenceUSA to supplement information on 118 companies pulled from the CorpTech database. Specifically, ReferenceUSA provided a rough estimate on the total number of jobs and in some cases the number of jobs at the company headquarters and its satellite offices. ReferenceUSA also provided information on whether the company was publicly held or a private concern. It also indicated when the company first entered the local market.

[The Business and Company Resource Center](#) and [Hoover's On-line](#) served to fill gaps in our profiles. The Business & Company Resource Center (BCRC) is a product of the Thomson Gale Group. Many of Gale's products may be accessed through public and academic libraries. BCRC is an electronic database that brings together company profiles, company brand information, rankings, investment reports, company histories, and news stories. Yet another popular business database is Hoover's On-line. Hoover's delivers comprehensive company, industry, and market intelligence. Hoover's On-line contains information on 12 million companies and in-depth coverage of 40,000 businesses. Hoover's editors and researchers update its databases daily.

[CoStar Group](#) is the nation's leading provider of electronic commercial real estate information. It provides information on commercial properties in the 50 largest real estate markets in the country. CoStar researchers update the database daily. We used CoStar's property professional database to gather information on the type of space occupied by large, medium, and small-size technology firms. With only a company's street address, we pulled information on the office building where that company is housed.



[Federal Procurement Data Center \(FPDC\)](#), part of the U.S. General Services Administration, operates and maintains the Federal Procurement Data System (FPDS). The FPDS is the central repository of statistical information on federal contracting. The system contains detailed information on contract actions over \$25,000 and summary data on procurements of less than \$25,000. The Executive departments and agencies award over \$200 billion annually for goods and services. This system identifies who bought what, from whom, for how much, when and where. The Research and Technology Center downloads federal procurement data specific to Montgomery County once every year. For the purposes of this directory, we identified which of the 118 established technology firms were also federal contractors.

[Maryland State Department of Assessment and Taxation \(SDAT\)](#) In Maryland the valuation of all real and personal property for purposes of property taxation is a function of State government. Business and Residential assessments are available on-line. SDAT was used to verify the standing of companies. Companies in forfeiture or with a lapsed tax status were not included in the Directory. Also, in a handful of cases, SDAT was used to identify the type of office space occupied by a business.

[Price Waterhouse Coopers' MoneyTree Survey](#) is a quarterly study of venture capital investment activity in the United States. Price Waterhouse Coopers, Thomson Venture Economics, and the National Venture Capital Association collaborate in the data collection and presentation of investment data. According to the Survey, equity investments in emerging companies peaked during the third quarter of 2000 but have since been on a steady decline. The second quarter of 2004 shows an up tick: nationally, \$5.6 billion in equity investments flowed to emerging companies. The Washington DC region was flooded with nearly \$6.8 billion in venture capital beginning 4<sup>th</sup> quarter 1999 through end of 2000. However, in second quarter 2004, only \$124 million dollars flowed into the region. Survey data further show that, in the most recent quarter, over \$89 million flowed to the region's emerging InfoCom companies but only \$19 million to emerging biotech companies.

## Building Owners and Managers Association (BOMA) Standards

[BOMA](#) is the primary source of information on office building development, leasing, building operating costs, energy consumption patterns, local and national building codes, legislation, occupancy statistics and technological developments. BOMA standards have been generally accepted and followed in the real estate industry. The CoStar Group uses BOMA standards in its rating of office space— this rating is also used in our profiles.

BOMA rates office space as either Class A, B, or C space. Class ratings are qualitative and subjective; they reflect an evaluation of the age, location, design, size, building maintenance, building systems, amenities, access, and telecommunications



services. Building amenities refer to services that are helpful to either office workers or office tenants and whose presence is a convenience within a building or building complex— for example, food facilities, copying services, express mail collection, physical fitness centers, and child care centers. Amenities also refer to quality of materials used, hardware and finishes, architectural design and detailing, and elevator system performance.

**Class A:** Most prestigious buildings competing for premier office users with rents above average for the area. Buildings have high quality standard finishes, state of the art systems, exceptional accessibility and a definite market presence. These types of buildings are relatively new constructions usually built within the last five or ten years. There are older buildings with A ratings— this is usually because of substantial renovations.

**Class B:** Buildings competing for a wide range of users with rents in the average range for the area. Building finishes are fair to good for the area and systems are adequate, but the building does not compete with Class A at the same price.

**Class C:** Buildings competing for tenants requiring functional space at rents below the average for the area. These types of buildings are no-frills offering basic space. The buildings tend to be much older—sometimes thirty or even fifty years old. Other types of office space include flex and warehouse. Flex space may be used for office, retail, warehouse, research and development, or a combination of purposes. About 27 percent of the companies in our directory are located in flex buildings.

## NAICS and High Tech Establishments

Federal agencies such as the U.S. Census Bureau, Bureau of Economic Analysis, and Bureau of Labor Statistics have, for decades, used the Standard Industrial Classification (SIC) system to describe business establishments. The SIC system was the national standard. In 1997, however, federal agencies discarded SIC in favor of the North American Industrial Classification System (NAICS). This system was used in classifying Montgomery County's technology firms.

The principal advantages of NAICS include:

1. Provides a consistent system for economic analysis across North America— Canada, Mexico and the United States.
2. Provides a consistent framework for the collection, analysis and dissemination of industrial statistics used by government policy analysts, academics and researchers, the business community, and public.



3. Identifies hundreds of new, emerging, and advanced technology industries. NAICS reorganizes industries into more meaningful sectors— especially in the service-producing segments of the economy.
4. Defines industries according to a consistent principle: businesses that use similar production processes are grouped together.
5. Reviewed every five years, so classifications and information keep up with the changing economy.

The five-year review adds new industries to the directory. Since NAICS was created in 1997, an additional 350 industry classifications were added to the 2002 version. These new classifications include: Internet service providers, Web search portals, Internet publishing and broadcasting, E-shopping and E-auctions. Other high-tech industries added to the 2002 directory are fiber optic cable manufacturing, satellite communications, and the reproduction of computer software.

The table on the following page shows our definition of what industries constitute the County's high-tech economy.



# Montgomery County High Tech Economy

Under this classification scheme, we assume four major clusters in the high tech economy: biotech and biomedicine, information technology and telecom, defense and aerospace, and other high tech services. Each of these clusters is divided into three sectors: manufacturing, services, and consumer. This last sector is included to show by what venue the final product of the cluster's manufacturing and services sectors is purchased/consumed by the public.

## Biotech and Biomedicine

Manufacturing	
NAICS 32541	Pharmaceuticals and Medicine
NAICS 334510	Electromedical Apparatus
NAICS 33911	Medical Equipment and Supplies
Services	
NAICS 541940	Veterinary Services
NAICS 541380	Testing Laboratories
NAICS 541710	Physical, Engineering, & Biological Research
NAICS 541690	Other Technical Consulting Services
Consumer	
NAICS 621	Ambulatory Health Care Services
NAICS 622	Hospitals
NAICS 623	Nursing and Residential Care Facilities
NAICS 446	Health and Personal Care Stores

## Information and Communications Technology

Manufacturing	
NAICS 33411	Computer and Peripheral Equipment
NAICS 33421	Telephone Apparatus
NAICS 33422	Broadcast and Wireless Communications Equipment
NAICS 33429	Other Communications Equipment
NAICS 33441	Semiconductor and Electronic Component
NAICS 33461	Magnetic Media Manufacturing and Reproducing
NAICS 335921	Fiber Optic Cable
Services	
NAICS 511210	Software Publishers
NAICS 516110	Internet Publishing and Broadcasting
NAICS 517110	Wired Telecommunications Carriers
NAICS 517211	Paging
NAICS 517212	Cellular and Other Wireless Carriers
NAICS 517410	Satellite Telecommunications
NAICS 518111	Internet Service Providers
NAICS 518112	Web Search Portals
NAICS 518210	Data Processing and Related Services
NAICS 541511	Custom Computer Programming
NAICS 541512	Computer Systems Design
NAICS 541690	Other Technical Consulting Services
Consumer	
NAICS 42511	Business to Business Electronic Markets
NAICS 42343	Computer and Software Merchant Wholesalers
NAICS 443120	Computer and Software Stores
NAICS 517310	Telecommunications Resellers
NAICS 51751	Cable and Other Program Distribution
NAICS 61142	Computer Training Services
NAICS 541513	Computer Facilities Management
NAICS 541519	Other Computer Related Services

## Defense and Aerospace

Manufacturing	
NAICS 334511	Search, Detection, and Navigation Instruments
NAICS 33641	Aerospace Product and Parts
NAICS 33299	All Other Fabricated Metal Products
Services	
NAICS 541330	Engineering Services
NAICS 9271	Space and Research Technology
Consumer	
NAICS 48111	Scheduled Air Transportation
NAICS 48121	Nonscheduled Air Transportation
NAICS 488111	Air Traffic Control
NAICS 488119	Other Air Transportation Support Activities

## Other High Tech Services

NAICS 541310	Architectural Services
NAICS 541330	Engineering Services
NAICS 541360	Geophysical Surveying and Mapping Services
NAICS 541370	Other Surveying and Mapping Services
NAICS 541380	Testing Laboratories
NAICS 541690	Other Technical Consulting Services
NAICS 541710	Physical, Engineering, and Biological Research
NAICS 541720	Social Science and Humanities Research



