

Down Economy Doesn't Slow These Fast-Growing Companies



In good times or bad, a company's success depends on having the right people. The worse the economy, the better the people must be, especially at the top. And that's why Georgia's fastest growing middle-market companies for 2011 are not only thriving and growing, but doing so at mind-boggling speed.

Forty of those successful companies are featured in this Annual Special Section presented by the Atlanta chapter of the Association for Corporate Growth (ACG) and the southeast regional CPA firm Cherry, Bekaert & Holland LLP (CB&H).

Small Mid-Market *Fastest Growing Companies*

1 Experienced Management Team Key To OmniPoint's Success

OmniPoint, Georgia's fastest growing small mid-market company, may be just over three years old, but there's nothing young about this company when it comes to experience.

The company, which helps organizations successfully deploy IT solutions and deliver critical IT projects, was founded in February 2008 by former Big 5 executives who each have more than 20 years experience in the information technology field. That experience includes consulting and system implementation across a diverse set of technologies and industries.

It is that experience that has been key to the company's amazingly fast growth. In an economy where staying alive is considered success, OmniPoint was able to more than double its revenue in its second year of operation, from \$5 million to \$10.8 million, and then soared to \$25.4 million in 2010, a year-over-year increase of 135 percent.

"There's no doubt a key to our success is that we have been able to get the right people on the bus," says Will Hardy, one of the founders of OmniPoint. "First of all we try to hire people who we have known or who our employees have known. We then invest heavily in them, providing the training and the support they need to be successful."

"Our people are our greatest asset," says Keith Will, a partner at OmniPoint and the lead executive of the company's IT Staffing Practice.

OmniPoint started on a solid foundation, with the founders having known and worked together for many years. Five members of the OmniPoint executive team — Keith Diego, Alfredo Gonzalez, Glenn Myer, Derek Shipes and Will Hardy — previously founded and built a PeopleSoft integration firm called Cima Consulting Group, in 1997. Cima was sold in 2005 and through a series of subsequent acquisitions, was ultimately acquired by Capgemini. In late 2007 the team re-assembled and asked Keith Will to join the group as they formed a new company.

"The unique thing about our partnership is that we each bring a different skill set," says Will. "One partner is strong in Operations, another in Human Resources and Compliance, another is very strong in Sales. Our individual skills complement each other and that makes the company stronger."

The group decided to start a new company focusing on two primary lines of business, IT Staffing Services and Workday Solutions.

On the IT Staffing side, OmniPoint provides skilled IT contractors to large companies working on big projects.

"About 80 percent of our staffing business is with large system integrators, with the other 20 percent with individual clients," says Will. "Our leadership team has years of technology delivery experience across every major industry sector. This team has managed large, complex projects using many of the



Will Hardy, left, and Keith Will are members of OmniPoint's executive team.

same technologies and methodologies used by our clients today. As a result, we truly understand the needs of our customers which enables us to quickly filter the qualified candidates and only submit the best to our clients for their review."

On the Workday side of the business, OmniPoint helps companies implement Workday's HR, Payroll and Financial solutions. "We specifically chose to partner with Workday, a software-as-a-service (SaaS) solution that delivers industry-leading functionality without the overhead of a traditional ERP (Enterprise Resource Planning) system," says Hardy. OmniPoint is one of Workday's largest and fastest growing implementation partners having worked with more than 60 organizations in over 65 countries.

Along with revenue growth, OmniPoint has also greatly increased headcount. The company ended 2008 with just 16 permanent employees, and it has grown to 85 full-time employees.

While the partners admit some concerns about starting a new company during a recession, they say it has worked out well for them. "We entered the market when other companies were retreating, we were aggressive going after new business and it paid off," says Will.

"Our success is the result of a little bit of luck, a little bit of courage and a lot of hard work," says Hardy. "We were lucky to do well in the beginning when things weren't looking good overall, but it also took courage and foresight to invest and forge ahead. Not a lot of people were willing to do that."

For the future, both executives say they expect continued strong growth. "It's hard to say what the overall economy is going to do, but our market is strong right now," says Will.

Hardy agrees. "Percentage-wise it may calm down, but we expect growth to continue," he says. "In fact, our biggest challenge will be to continue to effectively manage this growth. It's a challenge we look forward to facing."

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Rank	Company	Industry	Executive Name / Title
1	OmniPoint 375 Northridge Road, Suite 520 Sandy Springs, GA 30350 404-380-1883 www.omnipointinc.com	Information Technology	Keith Will, Partner Will Hardy, Partner
2	Onepath Systems 2053 Franklin Way Marietta, GA 30067 678-355-0555 www.onepathsystems.com	Systems Integration	Jeff Sprangler, CFO
3	FiberLight, LLC 11700 Great Oaks Way, Suite 100 Alpharetta, GA 30022 678-366-0027 www.fiberlight.com	Telecommunications	Kevin B. Coyne, President & COO
4	Brightree, LLC 1735 North Brown Road, Suite 500 Lawrenceville, GA 30043 678-243-1789 www.brightree.com	Healthcare Software	Dave Cormack, President & CEO
5	Principle Solutions Group 990 Hammond Drive, Suite 890 Atlanta, GA 30328 770-399-4500 www.principlesolutions.com	IT Staffing and Consulting	Joe Venture & Josh Nazarian, Managing Directors
6	iVision 1430 West Peachtree Street, N.W., Suite 425 Atlanta, GA 30309 678-999-3002 www.ivation.com	IT Services	Gabe Damiani, CEO
7	Endeavor 120 Interstate North Pkwy., Suite 210 Atlanta, GA 30339 678-460-0833 www.endeavortelecom.com	Telecom/Electrical Field Service	Justin R. McLain, CEO
8	SecurAmerica, LLC 3399 Peachtree Road, Suite 1200 Atlanta, GA 30326 404-926-4222 www.securamericallc.com	Security Services	Frank A. Argenbright, Jr. CEO & Founder John K. Adams, President & COO
9	Greenway Medical Technologies 121 Greenway Boulevard Carrollton, GA 30117 770-836-3100 www.greenwaymedical.com	Healthcare Software	James A. ("Al") Cochran, CFO
10	Extremity Healthcare, Inc. 900 Circle 75 Parkway, Suite 900 Atlanta, GA 30339 770-384-0284 www.villagepodiatrycenters.com	Healthcare	David Helfman, DPM

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11	Digital Insurance 400 Galleria Parkway, Suite 300 Atlanta, GA 30339 770-250-2900 www.digitalinsurance.com	Insurance	Adam Bruckman, President & CEO
12	Contract Callers, Inc. 1058 Claussen Road, Suite 110 Augusta, GA 30907 706-868-5188 www.contractcallers.com	Utility Field Services	William Wertz, CEO
13	Hughes Telematics, Inc. 2002 Summit Blvd., Suite 1800 Atlanta, GA 30319 404-573-5800 www.hughestelematics.com	Telematics Services	Jeffrey Leddy, CEO
14	East West Manufacturing 4170 Ashford Dunwoody Road Atlanta, GA 30319 404-252-9441 www.ewmfg.com	Manufacturing	Scott Ellyson, CEO
15	Alternative Apparel, Inc. 1650 Indian Brook Way, Suite 200 Norcross, GA 30093 678-380-1890 www.alternativeapparel.com	Apparel	Evan Toporek, CEO
16	The Intersect Group 10 Glenlake Parkway, Suite 300 South Atlanta, GA 30328 770-500-3636 www.theintersectgroup.com	Staffing & Consulting	Wade Hughes, Managing Partner
17	GA Communications 2196 West Park Court Stone Mountain, GA 30087 800-562-4091 www.gaprc.com	Advertising	Richard Davis, CEO & Greg Latham, CFO
18	Bacon County Hospital and Health System 302 South Wayne Street Alma, GA 31510 912-623-8961 www.baconcountyhospital.com	Healthcare	Cindy R. Turner, CEO
19	Anitox Corporation 1055 Progress Circle Lawrenceville, GA 30043 678-376-1055 www.anitox.com	Food Safety Products	Glyn Richards, CEO
20	Mud Pie, LLC 4897 Lewis Road, Suite C Stone Mountain, GA 30083 678-937-9696 www.mud-pie.com	Importer/Distribution- Giftware & Consumer Goods	Marcia Miller, CEO