

**Deloitte.**

Technology Fast 50  
Australia 2009  
Soar to new heights



# Welcome to the Deloitte Technology Fast 50 Australia 2009

The Deloitte Technology Fast 50 Australia 2009 is a program that recognises and profiles fast growing technology companies.

The program, now in its ninth year in Australia, ranks the 50 fastest growing public or private technology companies, based on percentage revenue growth over three years (2007 to 2009). It includes the following related industry sectors:

- Communications/networking
- Software
- Semiconductors, components and electronics
- Biotech, pharmaceutical and medical equipment
- Internet
- Computers and peripherals.

The Deloitte Technology Fast 50 is part of a global Fast 500 series of programs. The Deloitte Technology Fast 500 Asia Pacific program recognises technology companies that have achieved the fastest rates of annual revenue growth in the Asia Pacific region during the past three years. It includes those companies based in Australia, China, Hong Kong SAR, India, Indonesia, Japan, Macau SAR, Malaysia, Philippines, New Zealand, Singapore, South Korea, Taiwan, Thailand and Vietnam.

While Deloitte does have existing relationships with some of the entities on the list, this does not influence or affect the outcome of the final Technology Fast 50 list, which is judged on percentage revenue growth.

Technology companies are invited to self nominate for the Deloitte Australia Technology Fast 50 list via our website. Financial data about the top 50 companies is provided by the entrants gathered via our online survey tool, DTermine, and is cross-checked using each company's financial statements which have been verified by their accountants or a registered auditor.

For further information regarding the Deloitte Technology Fast 50 Australia program, please visit our website: [www.tech50.com.au](http://www.tech50.com.au).

## Contents

Foreword	4
Observations from the winner's circle	9
Fast facts about the winners	18
Technology Fast 50 – Top 10	20
Rising Star Award	32

# Foreword

## Resilience and results

This year's Deloitte Technology Fast 50 is a celebration of companies who have faced the challenge of difficult economic conditions and triumphed.

Our program recognises 50 organisations who are some of the most resilient and fastest growing in the Australian technology industry.

Despite significant disruption to normal business conditions over the last 12 months, this group of companies managed to stay focused and prosper in the face of increased uncertainty and complexity.

The companies in this year's index are truly inspirational in the way they have looked for opportunities in a constrained and cautious market and strategically readied themselves for better times ahead.

Congratulations to this year's leading company, cloud computing services provider Emantra, who saw the global downturn as a major advantage, as customers turned to less costly owner-operated technology. The company's managed services model was validated by customers with high expectations of their IT requirements but with less money to spend.

Congratulations also go to the following companies:

- Software testing consultancy Revolution IT for their second consecutive appearance in the top 10
- Web-based project management software provider Aconex which has appeared in the index for six consecutive years
- This year's Rising Star award winner, telecommunications wholesaler Vocus Communications.

---

“Fall seven times,  
stand up eight.”

– Japanese proverb

In our view, 2009 represents a tipping point where more organisations are embracing technologies such as smartphones, cloud computing, virtualisation, infrastructure as a service, robotics and others to improve efficiencies and reduce operational costs.

Within Australia the single largest investment by any Australian Government, the National Broadband Network (NBN) will play a critical role in driving technology growth. Deloitte believes the NBN has the potential to rival the impact of other technology milestones such as the widespread adoption of personal computers in the 1990s and the mass market adoption of mobile phones during the late 1990s and early 2000s.

The potential of the NBN where 100 megabit per second fibre-to-the-home network, will usher in a new era of digital products and services, and promises an exciting future for our Technology Fast 50 companies.

Resilience in the face of what, for some companies, was an unprecedented period of disruption and uncertainty is inspiring. I hope that reading about how this year's Technology Fast 50 winners faced the economic challenge and plan to face future challenges, from emerging technology to the shortage of skilled people, encourages you in your own pursuit of business success.



**Joshua Tanchel**  
Leader, Deloitte Technology Fast 50 Program

# Congratulations to this year's winners...

■ 2 consecutive years ■ 3 consecutive years ■ 4 consecutive years ■ 5 consecutive years ■ 6 consecutive years

Rank	Company	Growth %	Sector	CEO/MD	Website	State
1	Emantra Pty Ltd	1756.29	Internet	Ross Dewar	www.emantra.com.au	QLD
2	nSynergy Pty Ltd	1209.49	Software	Karl Redenbach	www.nsynergy.com	VIC
3	Utilibill Pty Ltd	869.55	Software	Igor Green & Morgan Duncan	www.utilibill.com.au	VIC
4	Mint Wireless Limited	859.63	Communications/Networking	Alex Teoh	www.mint-wireless.com	NSW
5	Ramp Holdings Pty Ltd	527.17	Software	Kevin Cohen	www.ramp.com.au	NSW
6	Ansarada Pty Ltd	491.52	Internet	Sam Riley	www.ansarada.com	NSW
7	<b>Adrenalin Media Pty Limited</b>	<b>470.60</b>	<b>Internet</b>	<b>Bernie Johnson</b>	<b>www.adrenalinmedia.com.au</b>	<b>NSW</b>
8	One Click Solutions Pty Ltd (t/as RosterLive)	418.99	Software	Rhys Williams	www.rosterlive.com	NSW
9	<b>M2 Telecommunications Group Limited</b>	<b>364.62</b>	<b>Communications/Networking</b>	<b>Vaughan Bowen</b>	<b>www.m2.com.au</b>	<b>VIC</b>
10	<b>Revolution IT Pty Ltd</b>	<b>358.13</b>	<b>Software</b>	<b>Hamish Leighton</b>	<b>www.revolutionit.com.au</b>	<b>VIC</b>
11	<b>MacromatiX Australia Pty Limited</b>	<b>320.39</b>	<b>Software</b>	<b>Dave Jacobsen</b>	<b>www.macromatix.com</b>	<b>NSW</b>
12	NetComm Limited	269.75	Communications/Networking	David Stewart	www.netcomm.com.au	NSW
13	<b>Thomas Duryea Consulting Pty Ltd</b>	<b>264.27</b>	<b>Other</b>	<b>Andrew Thomas</b>	<b>www.thomasduryea.com.au</b>	<b>VIC</b>
14	<b>CogState Limited</b>	<b>256.92</b>	<b>Software</b>	<b>Brad O'Connor</b>	<b>www.cogstate.com</b>	<b>VIC</b>
15	Get Price Pty Ltd	244.82	Internet	Christopher Hitchen	www.getprice.com.au	NSW
16	<b>Viteklogies Pty Ltd</b>	<b>241.95</b>	<b>Internet</b>	<b>David Vitek</b>	<b>www.viteklogies.com.au</b>	<b>NSW</b>
17	Distribution Central Pty Limited	226.86	Software	Scott Frew	www.distributioncentral.com	NSW
18	RITEQ Pty Ltd	226.51	Software	David Kroser	www.riteq.com.au	NSW
19	<b>Salmat Interactive Pty Ltd</b>	<b>225.46</b>	<b>Communications/Networking</b>	<b>David Blakers</b>	<b>www.salmatinteractive.com.au</b>	<b>NSW</b>
20	<b>Cellestis Limited</b>	<b>223.46</b>	<b>Biotech/Pharmaceutical/Medical Equipment</b>	<b>Tony Radford</b>	<b>www.cellestis.com</b>	<b>VIC</b>
21	Instra Corporation Pty Ltd	217.04	Internet	Andrew Barton	www.instra.com	VIC
22	<b>Brennan VDI Pty Ltd</b>	<b>212.23</b>	<b>Software</b>	<b>David Stevens</b>	<b>www.brennanit.com.au</b>	<b>NSW</b>
23	<b>My Net Fone Limited</b>	<b>198.65</b>	<b>Communications/Networking</b>	<b>Andy Fung</b>	<b>www.mynetfone.com.au</b>	<b>NSW</b>
24	<b>E-Web Marketing Pty Ltd</b>	<b>177.40</b>	<b>Internet</b>	<b>Gary Ng</b>	<b>www.ewebmarketing.com.au</b>	<b>NSW</b>

Rank	Company	Growth %	Sector	CEO/MD	Website	State
25	IPscape Pty Ltd	171.05	Communications/Networking	Simon Burke	www.ipscape.com.au	NSW
26	Viocorp International Pty Ltd	170.28	Internet	Ian Gardiner	www.viocorp.com	NSW
27	<b>VroomVroomVroom Pty Ltd</b>	<b>167.60</b>	<b>Internet</b>	<b>Peter Thornton</b>	<b>www.vroomvroomvroom.com.au</b>	<b>QLD</b>
28	<b>TigerSpike Pty Ltd</b>	<b>160.63</b>	<b>Communications/Networking</b>	<b>Luke Janssen</b>	<b>www.tigerspike.com</b>	<b>NSW</b>
29	<b>Sense of Security Pty Ltd</b>	<b>158.09</b>	<b>Internet</b>	<b>Murray Goldschmidt &amp; Jason Edelstein</b>	<b>www.senseofsecurity.com.au</b>	<b>NSW</b>
30	CADgile	155.23	Software	Gary McRae	www.cadgile.com.au	SA
31	Vision 6 Pty Ltd	151.48	Software	Mathew Myers	www.vision6.com.au	QLD
32	<b>IP Payments Pty Ltd</b>	<b>145.14</b>	<b>Software</b>	<b>Jamieson Collins</b>	<b>www.ippayments.com.au</b>	<b>VIC</b>
33	<b>ispONE Pty Ltd</b>	<b>142.66</b>	<b>Communications/Networking</b>	<b>Zac Swindells</b>	<b>www.ispone.com.au</b>	<b>VIC</b>
34	Quinntessential Marketing	142.08	Internet	Paul Quinn	www.quinntessential.com.au	NSW
35	AVG (AU/NZ) Pty Ltd	140.76	Software	Peter Cameron	www.avg.com.au	VIC
36	CADX Pty Ltd (t/as ProjectCentre.net)	139.78	Software	Kevin Davis	www.projectcentre.net	NSW
37	<b>Message4u Pty Ltd (t/as Message Media)</b>	<b>128.29</b>	<b>Communications/Networking</b>	<b>Grant Rule</b>	<b>www.messagemedia.com.au</b>	<b>VIC</b>
38	<b>Atlassian Pty Ltd</b>	<b>127.48</b>	<b>Software</b>	<b>Scott Farquhar</b>	<b>www.atlassian.com</b>	<b>NSW</b>
39	MIA Technology Pty Ltd	114.76	Communications/Networking	Richard Mergler	www.miainternational.com	NSW
40	Runge Limited	114.43	Software	Tony Kinnane	www.runge.com	QLD
41	inovia Holdings Pty Ltd	111.81	Internet	David Nelson	www.inoviaip.com	NSW
42	Symbio Networks Pty Ltd	111.54	Communications/Networking	Andy Fung	www.symbionetworks.com	NSW
43	e-Channel Online Pty Ltd	109.49	Software	Frank Grasso	www.e-channel.com.au	SA
44	OzForex Pty Ltd	102.01	Internet	Neil Helm	www.ozforex.com.au	NSW
45	<b>LEAP Legal Software Pty Ltd</b>	<b>95.32</b>	<b>Software</b>	<b>Christian Beck</b>	<b>www.leap.com.au</b>	<b>NSW</b>
46	Sirtex Medical Limited	95.24	Biotech/Pharmaceutical/Medical Equipment	Gilman Wong	www.sirtex.com	NSW
47	Access Testing Pty Ltd	81.05	Communications/Networking	Tony Bailey	www.accesstesting.com	NSW
48	<b>Aconex Ltd</b>	<b>80.03</b>	<b>Internet</b>	<b>Leigh Jasper</b>	<b>www.aconex.com</b>	<b>VIC</b>
49	<b>NGA.NET Pty Ltd</b>	<b>76.79</b>	<b>Software</b>	<b>Mike Giuffrida</b>	<b>www.nga.net</b>	<b>VIC</b>
50	Mobile Tracking and Data Pty Ltd	76.39	Communications/Networking	Matthew Bellizia	www.mtdata.com.au	VIC

# Rising Stars

Rank	Company	Growth %	Sector	CEO/MD	Website	State
Winner	Vocus Group Limited	3237.75	Telecommunications/ Networking	James Spenceley	www.vocus.com.au	NSW
1st runner up	Pollenizer Pty Ltd	542.99	Internet	Mick Liubinskas	www.pollenizer.com	NSW
2nd runner up	RedBubble Pty Ltd	173.59	Internet	Peter Styles	www.redbubble.com	VIC

# Observations from the winner's circle

## Opportunity, focus and resilience

Our analysis of the 2009 Technology Fast 50 shows the following highlights:

- The total revenue of the index is approximately \$1.1billion
- The majority of the top 50 companies are based in NSW. This has been the pattern since 2001. 29 companies hail from NSW with 15 from Victoria, four from Queensland and two from South Australia
- Privately held companies once again dominate the index; 42 winners are privately owned with eight listed entities included in the index. In the top 10 only two winners are listed companies
- In an echo of 2008 and preceding years, software companies dominate the index with 20 companies engaged in the development and sale of software. Fourteen companies are internet based businesses and 13 companies are engaged in communications and networking
- A majority of the index, 28 companies, have previously appeared in the list, with 22 of those making the list consecutively in 2008 and 2009. One company, Aconex, has appeared in the list for an impressive six consecutive years. This is the largest number of previous winners represented. In 2008, 26 companies were previous winners
- Revolution IT has achieved a top 10 ranking in the list for two years consecutively, appearing at number 8 in 2008 and number 10 in 2009
- The average number of years in business for companies in the list is three. The oldest, Runge Ltd, is 32 years old.

Revenue levels

	2009	2008	2007	2006	2005	2004
Greater than \$100m	1	2	3	5	4	3
\$50m - \$100m	6	3	1	4	1	3
\$20m - \$50m	7	7	8	15	13	13
\$5m - \$20m	14	15	16	10	5	9
\$1m - \$5m	22	23	22	16	27	22
<b>Total Revenue</b>	<b>\$1,066 million</b>	<b>\$894 million</b>	<b>\$903 million</b>	<b>\$2,382 million</b>	<b>\$2,036 million</b>	<b>\$1,008 million</b>

2009 Technology Fast 50 winners have total revenue of over \$1billion with a significant increase (19%) on 2008 total revenue. This year, more companies had revenue in the \$50-\$100 million range than in 2008. The \$1m-\$5m range had the highest number of companies at 22.

Industry Segments

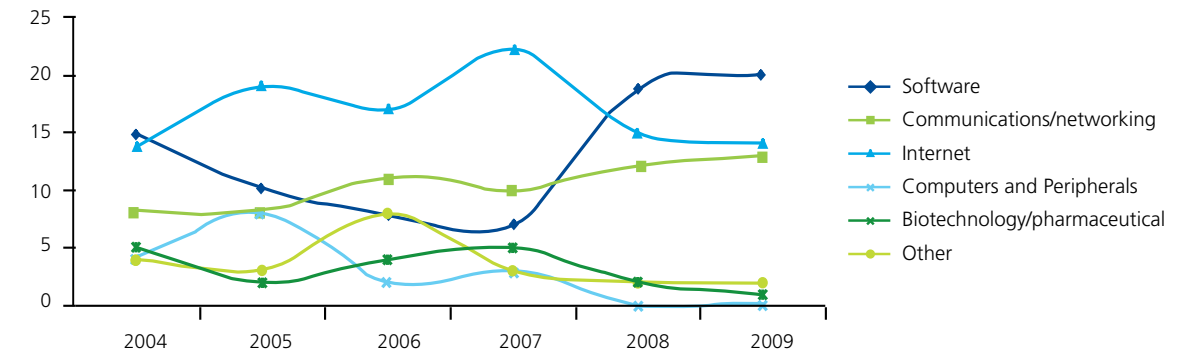
	2009	2008	2007	2006	2005	2004
Software	20	19	7	8	10	15
Communications/networking	13	12	10	11	8	8
Internet	14	15	22	17	19	14
Computers and Peripherals	-	-	3	2	8	4
Biotechnology/pharmaceutical	2	2	3	8	3	4
Other	1	2	5	4	2	5

Software companies once again dominate the field with 40% of companies involved in the development and sale of software solutions.

Internet companies are the second largest sector represented, followed by communications and networking companies. The three sectors have established dominance in the program since 2004.

Due to the complex development cycle for biotech companies, this segment of the Technology Fast 50 has declined since 2006.

Industry segments



## Geographic markets – penetration

	2009	2008	2007
Australia	71%	77%	86%
Asia-Pacific	37%	40%	41%
Europe	33%	23%	33%
Worldwide	10%	31%	24%
United States	27%	23%	21%

Following the trend from 2007 the majority of the Technology Fast 50 (71%) does business in the Australian marketplace. Several companies indicated that their next most valuable market is the Asia Pacific region with 37% of top 50 companies doing business there. The European market follows with 33%, an increase of 10% from 2008. This year a much smaller number of companies did business on a worldwide basis, indicating that many of the top 50 focused on their local operations during the downturn.

When considering market expansion plans, companies in the list have been focused over the last two years on the Asia Pacific region, the United Kingdom and specific growth economies such as India and China. There has been a significant decline in planning to expand into North America, with a decrease of 46%, Europe with a decrease of 23% and Ireland with a decrease of 12%. This is most likely due to the volatile economic times.

### Planned geographic markets expansion

	2009	2008
Asia – Pacific	40%	54%
UK	10%	32%
Europe	2%	25%
India	13%	14%
North America	4%	50%
China	15%	18%
Ireland	2%	14%
South America	0%	7%
Africa	0%	7%

Many of the top 50 companies indicated that they planned to expand into several regions in the next year. The Asia-Pacific region, China and India were the most selected areas for this planned expansion, indicating that opportunities must be prevalent in the newer economies.

## Serial success

### Consistent performers

	2009	2008	2007	2006	2005	2004
Fast 50 winners for the 2nd year running	12	14	13	12	14	10
Fast 50 winners for the 3rd year running	6	3	7	7	1	7
Fast 50 winners for the 4th year running	0	5	4	0	4	3
Fast 50 winners for the 5th year running	3	3	0	2	0	n/a
Fast 50 winners for the 6th year running	1	0	1	0	n/a	n/a

The 2009 Deloitte Technology Fast 50 contains a remarkable number of companies that appear in the list over multiple years. This year, 12 companies entered the index for the second time consecutively, six for the third consecutive year, three for the fifth consecutive year and one company, Aconex, celebrates their sixth consecutive year in the index.

Congratulations go to Revolution IT; a top 10 winner for two consecutive years in 2008 and 2009.

Other multiple year winners (consecutive and non-consecutive) include:

#### Sixth year

- Aconex

#### Fifth year

- Cellestis Limited
- CogState Ltd
- Atlassian Pty Ltd
- Message4u Pty Limited (t/as Message Media)

#### Fourth year

- M2 Telecommunications Group Limited

#### Third year

- Revolution IT Pty Ltd
- VroomVroomVroom Pty Ltd
- TigerSpike Pty Ltd
- ispONE Pty Ltd
- Vision 6 Pty Ltd
- Access Testing
- Brennan VDI Pty Ltd

#### Second year

- Adrenalin Media Pty Ltd
- MacromatiX Australia Pty Ltd
- Thomas Duryea Consulting Pty Ltd
- Viteknologies Pty Ltd
- Salmat Interactive Pty Ltd
- E-Web Marketing Pty Ltd
- IPscape Pty Ltd
- Viocorp International Pty Ltd
- Sense of Security Pty Ltd
- IP Payments Pty Ltd
- OzForex Pty Ltd
- LEAP Legal Software Pty Ltd
- Sirtex Medical Limited
- NGA.NET Pty Ltd
- My Net Fone Pty Ltd

# Global recession or big opportunity?

In this year's survey we asked nominees two additional questions. The first focused on the impact of the global financial crisis and the second on identifying future challenges for the industry.

## Managing in volatile times

Technology Fast 50 entrants are on the whole a resilient group of companies with the majority claiming the economic downturn had minimal impact on their business and they were able to trade as usual.

This was due to:

- Consumer behaviour remaining unchanged throughout the downturn
- Business models built to maintain steady growth through good and bad economic times.

A smaller group of companies indicated that economic conditions did interrupt their business plans and these companies took quick and decisive actions including:

- Retrenching staff
- Holding off on expansion plans
- Tightening financial management
- Pulling back from international expansion plans
- Focused financial and human resources on strengthening their position in the Australian market.

A large group of companies in the list saw the constrained financial climate as opportune for their business, with many able to capitalise on the economic downturn by:

- Assisting clients who had to seek better value and more flexibility from their existing technology
- Making a conscious decision to maximise growth providing compelling value added services to clients.





### Managing out of volatile times

Our Technology Fast 50 entrants identified several themes they felt would challenge their industry in the future.

The lead theme is the need to keep pace with rapid change and manage the increasing complexity which is likely to emerge from changing software platforms, consolidation, rationalisation and regulation. This means developing interoperability between the many different types of available technology ensuring that their services complement and work in conjunction with new technology as it emerges.

Strongly linked to the theme of technology and industry change, is the role of cloud computing and other disruptive platforms.

The rapid changes in the industry mean that:

- The move towards cloud computing will accelerate as organisations look for IT solutions that offer rapid scalability, lower set up costs, fast upgrade and patch rollouts and maximum return on investment
- Data security and integrity challenges will be significant as organisations operate an increased number of internet dependent systems.

Another key theme is managing increasing customer expectations, while keeping spending and budgets constrained. Further challenges include finding the right people for growing IT companies. Many companies stated that a key issue is finding good staff, while others wanted to see younger graduates and more women entering the technology industry.

Capital for growth has remained as a key issue, with many top 50 companies identifying the following challenges in this area:

- Capital markets expected to remain tight over the next few years
- Current economic downturn makes it difficult for new technology to attract funds due to its inherently risky nature
- Cashflow vs. required capital to keep pace with overseas competitors and drive innovation at an internationally competitive level
- Venture capital market in a state of flux.

The relatively new frontier of social networking also came in for some examination. Companies in the list found their key challenge is managing the security and brand protection aspects of social networking. With the wide spread use and availability of social media, it is important that everyone who is using these tools is aware of their responsibilities when interacting, developing or exchanging ideas.

# Fast Facts about the winners

## The top 50 winners by state

	2009	2008	2007	2006	2005	2004
NSW	29	24	23	21	15	12
VIC	15	17	15	16	20	18
QLD	4	6	11	6	5	0
SA	2	2	1	2	6	12
WA	-	-	-	4	4	7
ACT	-	1	-	1	-	1

## Listed vs. Private

	2009	2008	2007	2006	2005	2004
Listed	8	11	15	25	20	19
Private	42	39	35	25	30	31

## Average cashflow

	2009	2008	2007
Average	\$2,121,960	\$1,823,547	\$2,006,885
Range	\$(1,567,569) – \$20,140,000	\$(7,416,381) – \$21,293,121	\$(6,009,933) – \$25,786,000

## Average EBIT

	2009	2008	2007
Average	\$2,333,085	\$2,092,871	\$2,337,398
Range	\$(2,291,301) – \$23,152,000	\$(8,065,452) – \$27,489,000	\$(6,997,274) – \$25,992,000

## Employee numbers

	2009	2008	2007
Average number of employees at 30 June	63	77	67
Range of employees at 30 June	9 – 370	4 – 650	1 – 650
Average planned new hires in next FY	24	19	19

## Years in business

	2009	2008	2007
Average	9	10	8
Range	3 – 32	3 – 46	3 – 30

## Planned R&D spending in FY10

	2010
Average	\$57,447
Range	\$800 – \$1,500,000

# Profiling our Technology Fast 50 Top 10



The information included in these profiles was provided by the participating companies or is available on their websites. Winners are ranked based on revenue growth over their last three financial years.

1

Fast 50 2009 – Ranked 1

## Emantra Pty Ltd

Sector: Internet

Employees: 12

Growth: 1756.29%

Company Structure: Private

Established: 2005

Leader: Ross Dewar

Location: QLD

Emantra is a national leader in utility or cloud computing. The company's service is built on its award-winning Microsoft 'Software-as-a-Service' platform and hosted from premier Australian data centre facilities.

The company's corporate and government customers enjoy the best of enterprise messaging, collaboration and productivity solutions without the need to undertake burdensome and risky internal deployments of technology which rely on skills outside their core business.

Emantra's fully managed services are scalable and appropriate for small businesses with a few users, through to large corporates with thousands of users across diverse locations.

The pay-as-you-use services are backed by high-availability Service Level Agreements, an assured back-up regime and disaster recovery contingencies.

More at: [www.emantra.com.au](http://www.emantra.com.au)

2

Fast 50 2009 – Ranked 2

## nSynergy Pty Ltd

Sector: Software

Employees: 68

Growth: 1209.49%

Company Structure: Private

Established: 2002

Leader: Karl Redenbach

Location: VIC

nSynergy specialises in services and products relating to Microsoft Office SharePoint Server.

The company builds collaboration solutions and applications to help organisations with common business problems across a wide variety of industries and countries.

nSynergy were the winners of the Microsoft SharePoint Enterprise Achievement Award in 2008.

Key services include: document management, intranet and portal development, workflow and business intelligence and reporting.

More at: [www.nsynergy.com](http://www.nsynergy.com)

3

Fast 50 2009 – Ranked 3

## Utilibill Pty Ltd

Sector: Software	Employees: 20
Growth: 869.55%	Company Structure: Private
Established: 2005	Leaders: Igor Green & Morgan Duncan
Location: VIC	

Utilibill is a 'Software-as-a-service' provider specialising in delivering front, middle and back office platforms for utility providers.

The company supports over 100 utility providers in Australia, New Zealand and the United Kingdom.

More at: [www.utilibill.com.au](http://www.utilibill.com.au)

4

Fast 50 2009 – Ranked 4

## Mint Wireless Limited

Sector: Software	Employees: 16
Growth: 859.63%	Company Structure: Listed
Established: 2005	Leader: Alex Teoh
Location: NSW	

Mint Wireless Limited (ASX: MNW) is a developer and leading distributor of innovative consumer technology products to many of Australia and New Zealand's largest retailers and online e-tailers through its subsidiary Mint Technology Pty Limited.

The company's products include the Mint Portable Payment system (MPPS). MPPS is a software application loaded onto a PDA phone which enables a business to process credit cards and other forms of payment wherever they are. This streamlines a business' cash-flow and dramatically reduces administration and accounting time.

More at: [www.mint-wireless.com](http://www.mint-wireless.com)



Fast 50 2009 – Ranked 5

## Ramp Holdings Pty Ltd

Sector: Software	Employees: 4
Growth: 527.17%	Company Structure: Private
Established: 2005	Leader: Kevin Cohen
Location: NSW	

Ramp is a specialist solutions integrator, exclusively focused on radio frequency identification application (RFID) development and integration.

Ramp draws on its technical expertise and industry partnerships to deliver a wide range of products and solutions including high-performance tags, readers, antennas, software and systems integration.

Ramp have developed a range of RFID tracking solutions that help businesses streamline their operations, improve visibility of their assets, inventory, vehicles, track the movement and guarantee the safety of their people.

Ramp products provide unprecedented performance, integration, and cost effectiveness to a global customer base, in applications across numerous vertical markets.

More at: [www.ramp.com.au](http://www.ramp.com.au)



Fast 50 2009 – Ranked 6

## Ansarada Pty Limited

Sector: Internet	Employees: 15
Growth: 491.52%	Company Structure: Private
Established: 2005	Leader: Sam Riley
Location: NSW	

Ansarada is a virtual data room specialist providing simple-to-use, secure virtual data room facilities protected by the highest levels of security.

The company currently provides the world's leading legal, accounting, investment banking, private equity, private and listed companies with simple-to-use secure virtual data room technology and services.

An Ansarada data room is customisable and powered by sophisticated technology that accelerates online collaboration between multiple users on demand via a standard internet browser.

Ansarada clients are guaranteed the latest advances in security and technology innovations without the capital investment in sophisticated IT systems, staff and hardware.

More at: [www.ansarada.com](http://www.ansarada.com)

# 7

Fast 50 2009 – Ranked 7

## Adrenalin Media Pty Ltd

Sector: Internet	Employees: 25
Growth: 470.60%	Company Structure: Private
Established: 2001	Leader: Bernie Johnson
Location: NSW	

Adrenalin Media is a digital media agency specialising in website design, online marketing and enterprise application and software development.

Partnering with local and international blue-chip and corporate clients, Adrenalin Media leverages the latest in web technologies to deliver creative and robust online solutions that engage users and enhance brands.

The company's key proprietary software product is FortisWMS - an all-in-one website and content management system which allows clients to take complete control of their website from a simple-to-use, secure interface. FortisWMS enables clients to fully leverage the online potential of their brands through an innovative web, mobile and social media platform.

More at: [www.adrenalinmedia.com.au](http://www.adrenalinmedia.com.au)

# 8

Fast 50 2009 – Ranked 8

## One Click Solutions Pty Ltd (trading as RosterLive)

Sector: Software	Employees: 9
Growth: 418.99%	Company Structure: Private
Established: 2002	Leader: Rhys Williams
Location: NSW	

RosterLive is the sole product of One Click Solutions. It is a user-friendly, web-based, workforce management application, accessed anywhere, anytime by a web browser. The application provides clients with real time rostering and time and attendance functions.

Clients can track functions such as upcoming rosters, timesheets, leave requests, and employee details, without the need for the expensive hardware, maintenance, and upfront licensing requirements often associated with in-house workforce management solutions.

RosterLive clients enjoy a comprehensive support system, guiding them through the initial stages of implementation and training, and continued support whenever required.

More at: [www.RosterLive.com](http://www.RosterLive.com)



Fast 50 2009 – Ranked 9

## M2 Telecommunications Group Limited

Sector: Communications	Employees: 420
Growth: 364.62%	Company Structure: Listed
Established: 2000	Leader: Vaughan Bowen
Location: VIC	

M2 Telecommunications Group Limited (ASX: MTU) is Australia's largest network reseller of telecommunications services including: fixed line, mobile and data.

Operating in the retail and wholesale markets in Australia, M2 also provides fixed line and retail mobile services in New Zealand.

Over the past 10 years, M2 has experienced exponential growth, both organically and through multiple acquisitions, that helped M2 to become one of the top ten telecommunications companies in Australia.

The company now encompasses the following seven key brands: Commander, People Telecom, M2Telecom, M2 Wholesale, Southern Cross Telco, Green Mobiles and Simply Mobiles.

More at: [www.m2.com.au](http://www.m2.com.au)



Fast 50 2009 – Ranked 10

## Revolution IT

Past top 10 winner - 2008	Location: VIC
Sector: Software	Employees: 198
Growth: 358.13%	Company Structure: Private
Established: 2004	Leader: Hamish Leighton

Revolution IT is one of Australia's premier software testing and application quality management consultancy.

The company assists organisations by providing the people, process and tools to plan, test and successfully deliver IT projects on time and on budget.

Revolution IT started five years ago by three friends in a spare room and has grown rapidly. The company now has 198 staff located in offices in Melbourne, Sydney, Brisbane, Canberra and Singapore.

More at: [www.revolutionit.com.au](http://www.revolutionit.com.au)



# Profiling a rising star

# Winner

Rising Star 2009 – Winner

## Vocus Group Limited

Sector: Communications

Employees: 15

Growth: 3237.75%

Company Structure: Public

Established: 2007

Leader: James Spenceley

Location: NSW

Vocus Communications was established to address the growing requirement in the wholesale telecommunications industry for an independent service provider.

The company's focus is on providing high performance, high availability, and highly scalable communications solutions which allow a service provider to quickly and easily deploy new services for their own customer base.

More at: [www.vocus.com.au](http://www.vocus.com.au)

The Rising Star award recognises high quality and innovative companies with strong growth potential. Nominees from the Rising Star program are assessed on a number of criteria including innovation, market share, business model, management team, access to funds and technical quality.

# The Technology Fast 50 team

## Sydney



**Damien Tampling**  
*TMT Industry Group Leader*  
Tel: +61 (0) 2 9322 5890  
e-mail: dtampling@deloitte.com.au



**Joshua Tanchel**  
*Leader, Deloitte Technology Fast 50 program*  
Tel: +61 (0) 2 9322 7258  
e-mail: jtanchel@deloitte.com.au

## Melbourne



**Cameron Allen**  
*Partner*  
Tel: +61 (0) 3 9208 6123  
e-mail: caallen@deloitte.com.au

## Brisbane



**Alan Scott**  
*Partner*  
Tel: +61 (0) 7 3308 7286  
e-mail: alscott@deloitte.com.au

## Perth



**Peter Rupp**  
*Partner*  
Tel: +61 (0) 8 9365 7285  
e-mail: perupp@deloitte.com.au

## Adelaide



**David Hill**  
*Partner*  
Tel: +61 (0) 8 8407 7181  
e-mail: dhill@deloitte.com.au

## Hobart and Launceston



**Simon Tarte**  
*Partner*  
Tel: +61 (0) 3 6237 7030  
e-mail: starte@deloitte.com.au

## Supporting organisation



## **Contact us**

Deloitte  
225 George Street  
Sydney, New South Wales  
Australia

Tel: +61 (0) 2 9322 7000  
Fax: +61 (0) 2 9322 7001  
[www.deloitte.com.au](http://www.deloitte.com.au)

## **General information only**

This document is provided as general information only and does not consider your specific objectives, situation or needs. You should not rely on the information in this document or disclose it or refer to it in any document. We accept no duty of care or liability to you or anyone else regarding this document and we are not responsible to you or anyone else for any loss suffered in connection with the use of this document or any of its content.

## **About Deloitte**

Deloitte provides audit, tax, consulting, and financial advisory services to public and private clients spanning multiple industries. With a globally connected network of member firms in 140 countries, Deloitte brings world class capabilities and deep local expertise to help clients succeed wherever they operate. Deloitte's 150,000 professionals are committed to becoming the standard of excellence.

Deloitte's professionals are unified by a collaborative culture that fosters integrity, outstanding value to markets and clients, commitment to each other, and strength from diversity. They enjoy an environment of continuous learning, challenging experiences, and enriching career opportunities. Deloitte's professionals are dedicated to strengthening corporate responsibility, building public trust, and making a positive impact in their communities.

Deloitte refers to one or more of Deloitte Touche Tohmatsu, a Swiss Verein, and its network of member firms, each of which is a legally separate and independent entity. Please see [www.deloitte.com/au/about](http://www.deloitte.com/au/about) for a detailed description of the legal structure of Deloitte Touche Tohmatsu and its member firms.

## **About Deloitte Australia**

In Australia, Deloitte has 12 offices and over 4,500 people and provides audit, tax, consulting, and financial advisory services to public and private clients across the country. Known as an employer of choice for innovative human resources programs, we are committed to helping our clients and our people excel. Deloitte's professionals are dedicated to strengthening corporate responsibility, building public trust, and making a positive impact in their communities. For more information, please visit Deloitte's web site at [www.deloitte.com.au](http://www.deloitte.com.au).

Liability limited by a scheme approved under Professional Standards Legislation.

© Deloitte Touche Tohmatsu Ltd., November 2009. All rights reserved.

AM\_Syd\_11/09\_040138