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**THE BAILOUT WON'T WORK // BONDHOLDERS, UNITE! // ELECTRIC HURDLES**

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# Canadian Business

JULY 20, 2009

**SPECIAL  
TECH  
100  
ISSUE**

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## TECH'S NEXT GENERATION

**FIVE TECH PLAYERS READY FOR PRIME TIME**  
Bernard Herscovich, Belair Networks; Bryan McLeod, Storage Appliance Corp.; Michael Hyatt, BlueCat Networks; Gregory Koss, BTI Systems Inc.; Tim Haig, Biox Corp.

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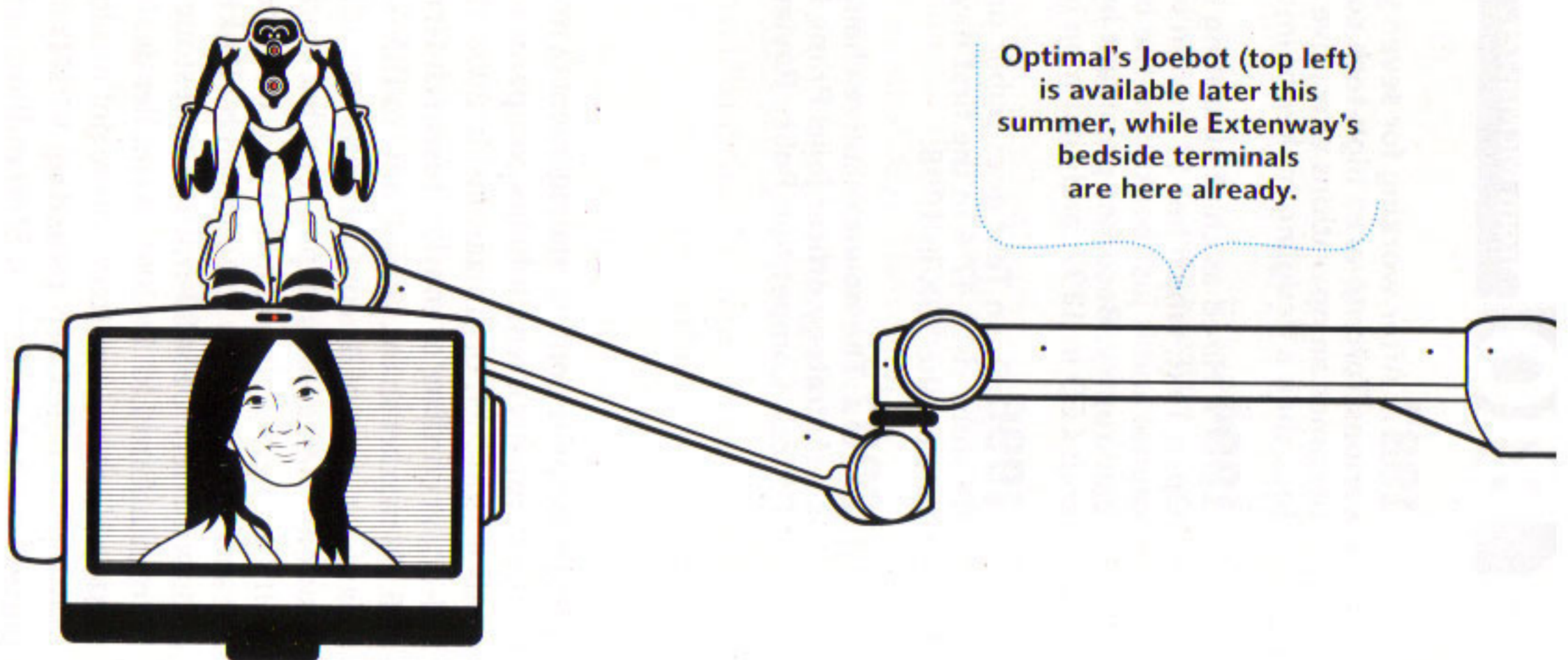
**SHELL'S ECO-ANGST // ONTARIO GOES GREEN // INNOVATION FINALISTS**

# THE TECH 100

## OUR ANNUAL RANKING OF CANADA'S TOP TECH COMPANIES BY MARKET CAP.

BY CALVIN LEUNG AND PHIL FROATS

Rank	Company	Market cap (\$mil) (May 22)
1	Research In Motion Ltd.	45,668
2	CGI Group Inc.	3,116
3	Open Text Corp.	1,870
4	CAE Inc.	1,814
5	Celestica Inc.	1,597
6	Evertz Technologies Ltd.	1,170
7	MacDonald, Dettwiler & Assoc. Ltd.	1,146
8	Constellation Software Inc.	655
9	Aastra Technologies Ltd.	380
10	Imax Corp.	379
11	RuggedCom Inc.	309
12	Exfo Electro-Optical Engineering Inc.	298
13	Computer Modelling Group Ltd.	252
14	Com Dev International Ltd.	250
15	Absolute Software Corp.	215
16	Sierra Wireless Inc.	211
17	Descartes Systems Group Inc.	208
18	Enghouse Systems Ltd.	195
19	Sandvine Corp.	190
20	Gennum Corp.	189
21	Ballard Power Systems Inc.	178
22	Enablence Technologies Inc.	173
23	Wi-Lan Inc.	161
24	Logibec Groupe Informatique Ltd.	160
25	Peer 1 Network Enterprises Inc.	135
26	Mosaid Technologies Inc.	127
27	Bridgewater Systems Corp.	122
28	Tundra Semiconductor Corp.	120
29	Nortel Networks Corp.	115
30	Miranda Technologies Inc.	111
31	Vecima Networks Inc.	103
32	DragonWave Inc.	100
33	Dalsa Corp.	99
34	Axia NetMedia Corp.	96
35	WebTech Wireless Inc.	91
36	Intermap Technologies Corp.	91
37	Cyberplex Inc.	90
38	MKS Inc.	80
39	Novadaq Technologies Inc.	70
40	Hemisphere GPS Inc.	66
41	Alter Nrg Corp.	65
42	Matrikon Inc.	63
43	Redknee Solutions Inc.	63
44	Arise Technologies Corp.	61
45	PhotoChannel Networks Inc.	59
46	March Networks Corp.	57
47	Mediagrif Interactive Technologies Inc.	55
48	Corel Corp.	54
49	Zedi Inc.	52
50	Hydrogenics Corp.	52
51	Zarlink Semiconductor Inc.	51
52	GuestLogix Inc.	51
53	HTC Pureenergy Inc.	44
54	20-20 Technologies Inc.	42
55	Fortsum Business Solutions Inc.	42
56	Norsat International Inc.	40
57	Carmanah Technologies Corp.	40
58	TeraGo Inc.	38
59	SQI Diagnostics Inc.	34
60	Active Control Technology Inc.	34
61	ZoomMed Inc.	31
62	Day4 Energy Inc.	31
63	Tucows Inc.	29
64	Chartwell Technology Inc.	25
65	Solium Capital Inc.	25
66	Grey Island Systems International Inc.	25
67	Opsens Inc.	24
68	Zecotek Photonics Inc.	24
69	Opel International Inc.	23
70	RDM Corp.	22
71	Route1 Inc.	21
72	Tecsys Inc.	21
73	AeroMechanical Services Ltd.	21
74	Automated Benefits Corp.	20
75	DDS Wireless International Inc.	20
76	Unique Broadband Systems Inc.	20
77	Xenos Group Inc.	19
78	Sirit Inc.	19
79	Northcore Technologies Inc.	19
80	VIQ Solutions Inc.	19
81	CriticalControl Solutions Corp.	19
82	Sangoma Technologies Corp.	19
83	Immersive Media Corp.	19
84	Nightingale Informatix Corp.	17
85	International Datacasting Corp.	17
86	Cortex Business Solutions Inc.	17
87	Nstein Technologies Inc.	17
88	Ilookabout Corp.	17
89	Intrinsyc Software International Inc.	16
90	Mitec Telecom Inc.	15
91	Titan Trading Analytics Inc.	15
92	Extenway Solutions Inc.	13
93	Call Genie Inc.	13
94	Ipico Inc.	13
95	Optimal Group Inc.	12
96	Firan Technology Group Corp.	12
97	Blackline GPS Corp.	11
98	Yangoon Inc.	11
99	Ergoresearch Ltd.	11
100	Tranzeo Wireless Technologies Inc.	11



Optimal's Joebot (top left) is available later this summer, while Extenway's bedside terminals are here already.

**27**  
BRIDGEWATER SYSTEMS CORP.

Most people don't realize it, but Bridgewater Systems's technology touches the lives of roughly 150 million cellphone users in more than 30 countries. The Ottawa-based company lets mobile service providers control access to their networks, see real-time information about how customers are using their services, and control which services they use. Co-founded in 1997 by chief technology officer Russ Freen and Doug Somers, two former Newbridge Networks Corp. execs, the company's sales have grown at a compound annual rate of 34% since 2004, benefiting from the rise in mobile data usage. Annual revenues were \$44.2 million in 2008, clients include giant Verizon Wireless, and high-tech guru Terry Matthews is an investor through his Wesley Clover International Corp. Bridgewater's shares are down from their December 2007 IPO price of \$5.50, yet the stock, which recently traded around \$5, boasts a 132.6% one-year total return, the highest gain on the Tech 100. Management's encouraging 2009 outlook, and a new multi-year contract with an undisclosed major North American customer, helped boost the stock, but so has media coverage around U.S. activist shareholder Eric Rosenfeld, who wants the company put up for sale.

Dark clouds hang over the solar-cell industry. Tight credit markets make it much harder for companies to buy the relatively expensive technology, and hamper suppliers from expanding their operations. And the slowing global economy has made electricity from traditional sources more affordable. These factors helped wipe 84% and 76% off the respective market caps of Day4 Energy and Arise Technologies over the past year. But management at these two solar-cell manufacturers also need to take some of the blame. Arise Technologies, based in Waterloo, Ont., is on the hunt for its

third CEO in just over two years. Bart Tichelman, who took the job in February 2008, unexpectedly left in January, baffling analyst John Safrance at Fraser Mackenzie, who pointed out "the timing of his departure could not be worse" with the uncertainty in the industry. Over at Day4 Energy, based in Burnaby, B.C., Q4 results of \$16.6 million in sales missed analysts estimates by 60%. Research firms expected a loss of \$1.7 million, but the company was \$15.1 million in the red. Brighter days may indeed be ahead, but the companies first must brave some stormy weather.

**44**  
ARISE TECHNOLOGIES CORP.  
**62**  
DAY4 ENERGY INC.

**92**  
EXTENWAY SOLUTIONS INC.

Stay at a decent hotel and you'll likely find an interactive TV in your room that offers movies on demand, Internet access, video games and other services. And the name behind that technology probably isn't Extenway Solutions, based in Baie-D'Urfé, Que. Since launching its products in 2005, Extenway has had limited commercial success—losing \$1.7 million on sales of just \$100,000 in the last fiscal year—and is well behind market leader LodgeNet Interactive Corp. of Sioux Falls, S.D. Despite those figures, Extenway's market cap jumped 725% over the past year, the highest increase on the Tech 100. The reason for that could be a recent sale to Jewish Rehabilitation Hospital based in Laval, Que., as well as a recent successful install at Canyon Ranch Miami Beach, a high-end spa-style hotel. As well, Extenway's partnership with Daclem Solutions, a supplier of telecommunication products to clients in France, paid off in May with a sale to Le Mas Candille Hotel. Penny-stock pickers may also like the company's executive compensation package: CEO and president John McAllister didn't draw a salary last year.

The Optimal Group was an odd mix of businesses until February, when the Montreal-based company completed the sale of most of its credit card payment processing operations. Now it mainly designs and markets toys (including RS Wrex the Dawg, a temperamental robotic dog) and electronic gadgets (such as Cinemin Swivel, a hand-held device that projects video from iPods and iPhones onto a wall) through its WowWee group of companies. While WowWee has a long way to go to become the next Mattel Inc., its Robosapien robot, launched in 2004, has sold more

than five million units around the world. Shareholders hope the refined focus will also bring about profitability. Optimal reported a loss of \$111 million in 2008, and its stock price has plunged to about 40¢US from almost US\$8 in June 2007, the third-largest market-cap drop on our ranking. So far, though, this year doesn't look any more promising: sales dropped to US\$2.1 million from US\$4.9 million year-over-year in the most recent quarter. Management expects revenues will continue to suffer because of thrifter consumers and retailers' desire to lower inventory.

**95**  
OPTIMAL GROUP INC.

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**CANADA'S**  
**TOP 100**  
**TECH**  
**COMPANIES**



**2009**

**Extenway Solutions**

*Canada's Top 100 Tech Companies*

Canadian Business - July 2009