

Tech Titans

25 Tech Companies

Insiders refer to Utah as “Silicon Slopes” for good reason: the Beehive State has generated some of the top names in technology. With local universities supplying world-class talent and the business community supplying an entrepreneurial drive, technology and life science firms have found fertile soil along the base of the Wasatch Mountains. Utah companies are on the leading edge of innovation in an ultra-competitive industry—from the early days of personal computers to the advent of the cloud, and from the seeds of genealogical research to the mapping of genomes, local pioneers continue to create buzz around Utah’s thriving technology industry. Here’s a look at Utah’s top 25 tech companies as voted by UTC members.

ARUP Laboratories

ARUP Laboratories is a national clinic and anatomic pathology reference laboratory based in the University of Utah Research Park. The laboratory offers thousands of tests, ranging from basic to complex services, for clients and patients across the country. ARUP processes between 30,000 and 35,000 blood, fluid and tissue samples a day.

Faculty from the U’s School of Medicine and the Department of Pathology serve as medical directors, consultants, researchers and educators at ARUP. Clients include university teaching hospitals and children’s hospitals, regional hospital networks, major commercial

Altiris

Altiris specializes in service-oriented management software that allows organizations to manage IT assets. The Lindon-headquartered company also provides software for web services, security and systems management products. Altiris was founded in 1998 and was acquired by Symantec in 2007. It has more than 20,000 customers managing more than 3 million servers and 60 million desktops and laptops.

The site’s community is a large and growing source of user-generated content uniquely focused on family history. This growing pool of user-generated content adds color and context to the family histories assembled from the digitized historical documents found on Ancestry.com.

Ancestry.com

Ancestry.com is the world’s largest online resource for family history, with nearly 1.7 million paying subscribers. Since starting as a publishing company in 1983, the company has helped pioneer the market for online family history research. At the core of the company is a digitized, indexed, online collection of billions of historical records. That collection, combined with online search technologies and tools, enables subscribers to research family history, build family trees and make meaningful discoveries about the lives of their ancestors.



Ancestry.com

laboratories and clinics, group-purchasing organizations, military and government facilities, and the University of Utah Health Care system.

The laboratory also focuses on education, including senior-year training and internships for undergraduate medical technologists, genetic-counselor training, and residency and fellowship programs in pathology and related disciplines.

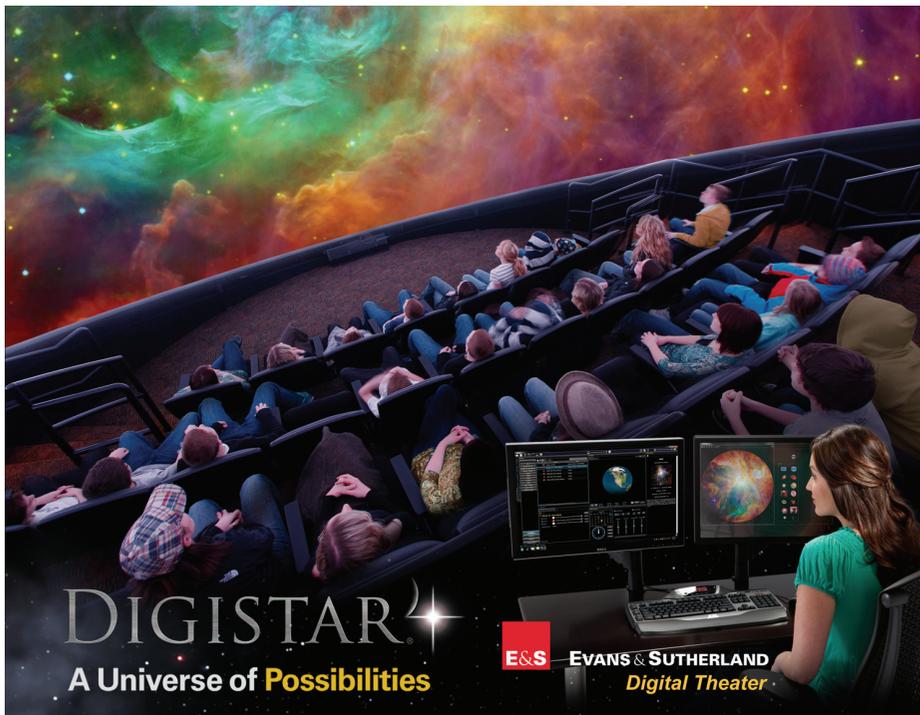
graphics. Started by University of Utah professors David Evans and Ivan Sutherland, the company's graphics work quickly moved into computer simulations, especially for training.

Throughout the 1970s, the company was largely focused on simulations, and Evans & Sutherland systems were particularly popular in commercial airline flight simulators. The company later began developing

100 hotels in the United States and by 13 of the top 100 law firms. The company targets a global market with operations in the UK and India. Expansions are tentatively planned in Australia and China.

Fusion-io

Fusion-io has pioneered a new storage memory platform based on flash technology that significantly improves the processing capabilities within a data center. The company uses integrated hardware and software solutions to improve performance and reliability, while reducing energy consumption and cost of ownership. Cottonwood Heights based Fusion-io is also known for having Apple co-founder Steve Wozniak as its chief scientist.



Evans & Sutherland's Digistar 4



Huntsman Cancer Institute

Ballard Medical Products

Ballard Medical Products is a manufacturer and marketer of specialized medical products, and was acquired by Kimberly-Clark Corporation in September 2009.

Ballard Medical designs, produces and distributes disposable medical items for respiratory, gastroenterology and cardiology. Its main product line is Trach Care, which is used to maintain respiration while allowing suction of excess fluid.

Evans & Sutherland

Founded in 1968, Evans & Sutherland was a groundbreaker in computer

digital projectors for planetariums and other entertainment uses. Since the early 2000s, the company sold its simulation division and refocused on digital projection. Evans & Sutherland acquired rival Spitz Inc. in 2006 and is now a world leader in digital theater and planetarium systems.

FatPipe Networks

Founded in 1989, FatPipe Networks invented and holds several patents for wide area network (WAN) technology. The company's line of products is made to optimize, secure and deliver reliable WANs. FatPipe technology has been adopted by 16 of the top

Huntsman Cancer Institute

Huntsman Cancer Institute (HCI) serves cancer patients throughout the West and provides academic and clinical training for future physicians and researchers. It is part of the University of Utah Health Care system and is a National Cancer Institute-Designated Cancer Center, which means it meets the highest national standards for cancer care and research and receives support for its scientific endeavors. HCI is also a member of the National Comprehensive Cancer Network (NCCN), a not-for-profit alliance of the world's leading cancer centers.

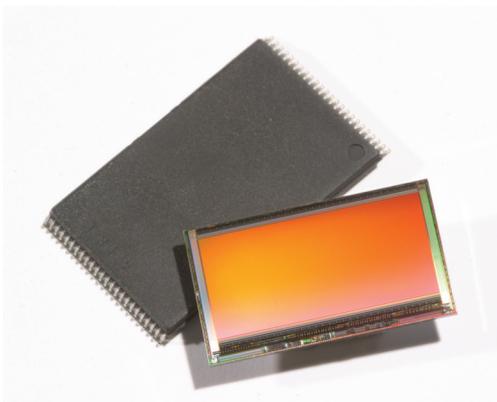
On the research side, HCI scientists work toward safer and more effective

cancer treatments by focusing on understanding cancer from its beginning. Researchers also look to gene function to work toward cancer fighting on the genetic level.

HCI offers free information about cancer, risk factors, screening, prevention and treatments to anyone. The collaboration between doctors and other healthcare professionals at HCI leads to high-quality care.

IM Flash Technologies

IM Flash Technologies is a joint venture between Intel Corporation and Micron Technology, launched in 2006, to produce NAND flash memory—the heart of mobile and removable storage devices. IM Flash moved into Micron's mostly abandoned



IM Flash

Lehi plant, a 2.3-million-square-foot facility that was built in the '90s but never fully utilized. With an approximate \$4 billion investment in the plant, IM Flash now employs 1,500, mostly technicians and scientists. In its five short years, IM Flash has become the world's leader in NAND flash memory and continues to push the boundaries of flash memory—decreasing the size of the chips while simultaneously doubling their memory capacity.

lomega

Iomega is a pioneer in data storage devices, starting with its first product, an innovative crash-proof magnetic storage drive released in 1982. The company was founded in Ariz., but relocated to Roy,

Utah, in 1983. Its Zip drive was a sensation in the '90s, offering unheard-of storage capacity in a small, portable design. Now, the company is a wholly owned subsidiary of EMC Corporation, which is based in San Diego. Iomega offers a range of network attached storage devices, including external hard drives, USB flash drives, optical drives and its current removable storage technology, the REV Backup Drive.

Megahertz Corporation

Founded in 1985, Megahertz Corporation pioneered and then dominated the market for internal modems in laptop computers and fax machines, focusing on brand names like Apple and Mitsubishi. The company went public in 1993, saw its revenues peak in 1994 at \$121 million, and then was acquired by US Robotics in 1995.



LANDesk

LANDesk Software

LANDesk Software provides software for managing IT services, systems lifecycles and endpoint security, in addition to solutions for the cloud. The company was founded in 1985 and acquired by Intel in 1991. It functioned as a division of Intel until 2002, when it utilized venture capital to spinout and operate on its own. In 2006, LANDesk was purchased by Avocent, which was in turn purchased by Emerson in 2009. The merger was not successful, and private equity firm Thoma Bravo purchased LANDesk Software in 2010.

Merit Medical

One of Utah's pioneering medical device companies, Merit Medical was launched in 1987; its first product was a specialized control syringe for use during an angiogram. The syringe was made of a shatter-proof polycarbonate that addressed the increasing risk of blood-borne pathogens. Merit Medical, an innovator in the realm of injection and insert molding, has since grown into a global powerhouse with 1,700 employees worldwide and more than 2,000 products. Many of Merit Medical's devices are used in cardiology and radiology procedures, including inflation devices and catheters.

Mozy

Mozy helped put Utah at the forefront of cloud-computing services. Created in 2005 by Berkeley Data Systems in American Fork, Mozy offers automatic data backups that are encrypted and stored in a secure, remote location. Two short years after it was founded, Mozy was acquired by EMC Corporation for \$76 million. Now based in Seattle with an office in Pleasant Grove, Mozy provides its remote backup services to 3 million consumers and 70,000 businesses worldwide.

Myriad Genetics

In 1994, researchers at Myriad Genetics, along with academic colleagues and the National Institutes of Health, first sequenced a gene associated with the risk for breast cancer—the BRAC1 gene. A year later the team sequenced BRAC2, another gene associated with breast cancer. The company patented the genes and soon developed a test to assess a woman's risk of developing breast or ovarian cancer. Myriad continues its groundbreaking genetic research and now offers testing products for assessing the risk of developing colorectal, uterine, heritable melanoma and pancreatic cancers. The company also provides personalized medicine through identifying the best drug therapies and dosages for cancer patients.

Novell

Novell helped set the stage for the emergence of a tech industry in Utah. Founded in 1979 to manufacture a “micro computer,” the company soon changed course to focus on computer networking. Novell proved to be vital in the development of local area networks, and NetWare, its original core product, propelled the company to market dominance through the '80s. In the following decade, Novell attempted to diversify its offerings, with varying degrees of success. But by the end of the '90s, the company had lost significant ground to Microsoft.

In 2001, Novell acquired Cambridge Technology Partners, based in Mass.,

and moved its headquarters to that state. This time period marked another change in direction for Novell, which began focusing on open source Linux. The company transitioned its product from NetWare to the open source SUSE Linux Enterprise Server. Most recently, Novell was acquired by the Attachmate Group in the spring of 2011, and its headquarters returned to Provo.

Omniture

Omniture's story begins at Brigham Young University, where co-founders and classmates Josh James and John Pestana saw an opportunity to launch a company that provided tools for businesses to run their websites. The two launched JP Interactive, which was later consolidated with their second venture, MyComputer.com. Within a few weeks, the company had more than 5,000 customers. The company morphed into Omniture, which focused on web analytics through its flagship product SiteCatalyst. The Orem-based company, which quickly became one of the nation's fastest-growing companies, went public in 2006. Omniture was acquired by Adobe Systems in 2009 for \$1.8 billion and now operates as the Omniture Business Unit within Adobe.

As James led Omniture to great success, he had a secondary goal to help grow Utah into a tech hub. James' work to dub the state as “Silicon Slopes” helped put Utah's tech industry in the national spotlight.

O.co (also known as Overstock.com)

Patrick Byrne launched O.co in 1999 after recognizing a niche in the marketplace for an internet retailer specializing in excess inventory. Launched just as the dot-com boom was beginning, Byrne was turned down by 35 venture capitalists who were investing in other dot-coms at the time. Byrne, who believed that the company had merit, launched the company with no outside funding and has since built a billion-dollar business that has become a household name. Since its

founding, the company has grown its mission from selling surplus inventory to offering a wide range of products.

Phonex

Since its founding more than 20 years ago, Phonex has designed, manufactured and marketed technologies that wirelessly transmit telephone, data, audio and video information. The Midvale-based company has a unique set of technologies that has received numerous awards for design innovation in technology.

In fact, the company was the first to introduce voice and data technology over power lines to U.S. markets and international markets including South America, Europe and Australia.

Skullcandy

Founded by Rick Alden in 2003, Skullcandy builds innovative audio and mobile technology products. Headquartered in Park City, Skullcandy has reached success by living its “work hard, play hard” brand. The company, which specializes in headphones but offers other products such as apparel,



Skullcandy's Aviator Headphones

stays ahead of the competition by staying in tune with its customer base. The company launched its IPO earlier this year.

Sorenson Communications

Sorenson Communications provides products and services to deaf and hard-of-hearing individuals. The company's communications devices include the Sorenson VP-200 videophone, Sorenson Video Relay Service (SVRS) and Sorenson IP Relay (SIPRelay). Its videophones are equipped with auto-updating technologies and video communication features. The SVRS empowers deaf and hard-of-hearing callers to conduct video relay conversations through a sign language interpreter. And SIPRelay allows users to place text-based calls from a mobile device or PC.

Sorenson Genomics

Sorenson Genomics is a nationally and internationally accredited DNA laboratory that has developed test systems and processes that can be implemented on a wide range of DNA studies, including DNA testing services and high-throughput DNA purification, genotyping and sequencing services for pharmaceutical, government, biotech, academic and other industry partners. The company's innovative Identigine product provides direct-to-consumer DNA parentage testing and relationship testing, including an over-the-counter paternity test that is found in more than 15,000 retail stores.



Sorenson Communications' nTouch Video Phone

TenFold

Founded in 1993 by Jeffrey Walker, TenFold developed a fast and user-friendly platform for customers to develop new enterprise software applications. The company's flagship product, EnterpriseTenFold, allowed businesses to build and deploy new applications at speeds of up to 237 times faster than traditional methods and at costs 94 percent lower. The company, which went public in 1999, was acquired by privately held Versata in 2007.

WordPerfect

Founded by Alan Ashton, WordPerfect was a leading word-processing software company in the 1980s. Though later eclipsed by Word, the Orem-based company helped position Utah as a major player in the nation's technology industry. WordPerfect was acquired by Novell in 1994 and later by Corel in 1996.