



XYLOTEK SOLUTIONS MAKES PROFIT HOT 50

*Kitchener technology company
earns prestigious ranking in its 3rd year*

September 16, 2008, KITCHENER, ONTARIO – Xylotek Solutions, a full-service, IT consulting firm based in Kitchener, is one of Canada’s fastest growing companies. In its third year of operation, Xylotek has been recognized with the #40 spot on the PROFIT HOT 50, which is the definitive ranking of Canada’s Emerging Growth Companies. Just published in the October issue of PROFIT Magazine and online at PROFITguide.com, the PROFIT HOT 50 ranks young firms by two-year revenue growth.

“It is a great honour to be on the Profit Hot 50 list,” says Douglas W. Grosfield, President and CEO of Xylotek. “When we started the firm, we wanted to take advantage of our experience as systems engineers. Right from the beginning, we made a conscious effort to stress customer service, as opposed to merely closing the sale.”

Xylotek was established in June, 2005 by two local systems engineers – Grosfield and Michael Topp. A third partner, Chris Pickard, joined them one year later. The company now has 12 employees and earnings of \$2.5 million. Since its inception, Xylotek has achieved annual growth of more than 100%, and expects to more than double its earnings again this year, which helped it earn a spot on the PROFIT HOT 50.

“The PROFIT HOT 50 companies illustrate the ingenuity and vitality of Canada’s entrepreneurial sector,” says Ian Portsmouth, editor of PROFIT. “Anyone who wants to start or grow a business can draw much inspiration and many lessons from the HOT 50.”

Grosfield attributes Xylotek’s success to being available to customers on a 24/7 basis, and to a dedicated staff. The company often engages business coaches to train its people about service and accountability. It is also deeply involved with the local community. Xylotek is a member of the Kitchener-Waterloo Chamber of Commerce and the technology organization Communitel, and attends programs run by both groups. As well, it actively supports such local charities as the Children’s Wish Foundation, Child Find Canada, BEAT (Bikers Ending All Types) of Cancer, Prostate Cancer Ride for Dad, and the CIBC Run for the Cure.

While Grosfield recognizes that it’s not always easy for IT consulting firms to differentiate themselves from the crowd, he says Xylotek has been successful because of its approach.

“We consider ourselves high-tech aspirin,” he says. “We feel that our role is to maximize how technology can benefit an organization, and also to alleviate technology pain whenever it may occur. In today’s business world, technology integration can be a nightmare and that’s usually because of a lack of understanding about the ripple effect when a new technology is introduced.”

Xylotek has a strong focus on system and network administration, and handles everything from specific projects to complete IT department outsourcing. The company regards such issues as fault tolerance, redundancy, and security key considerations for any task involving network or systems design. Grosfield says the objective is to ensure the reliability, recoverability, and integrity of a customer's data, and to position customers so they can successfully deal with any system or component failures, as well as other business continuity needs.

Later this month, Grosfield will attend Profit Magazine's 9th annual GrowthCamp in Niagara-on-the-Lake, a unique event held exclusively for chief executives of PROFIT HOT 50 companies. This year's GrowthCamp will include presentations on leadership, strategy, innovation and idea exchange, and also the HOT 50 Awards Dinner and GrowthCamp Golf Tournament.

About Xylotek

Xylotek is a full-service, IT consulting firm with a focus on system and network administration. Now in its third year, the company has over 200 active clients from a wide variety of sectors – insurance, healthcare, manufacturing, transportation, automotive, government, and charitable organizations. Clients range from small- and mid-size companies to large-scale data centres. They include the Ontario Power Generation, Cambridge Memorial Hospital, Magellan Aerospace, the Economical Insurance Group, Clemmer Steelcraft Technologies, and Local Area Health Networks. Xylotek recently introduced a new enhancement to its service offerings with XFactor. This is a hosted, proactive 24/7 monitoring and alerting system for clients. Xylotek's Corporate Partnerships and Vendor Relationships include: Microsoft Registered member Partner, IBM xSERIES ePARTNER, Sun Microsystems Partner, HP Partner, Computer Associates Gold Partner, Symantec Partner, FortiNet Silver Partner, and Cisco Partner. For more information about Xylotek, visit www.xylotek.ca.

About PROFIT Magazine

PROFIT: Your Guide to Business Success, is Canada's preeminent publication dedicated to the management issues and opportunities facing small and mid-sized businesses. For more than 25 years, Canadian entrepreneurs across a vast array of economic sectors have remained loyal to PROFIT because it's a timely and reliable source of actionable information that helps them increase their revenues, boost their profitability, and get the recognition they deserve for generating positive economic and social change. Published six times a year by Rogers Publishing Ltd., PROFIT is distributed almost exclusively to the chief executives of companies with 5 – 250 employees and annual revenue of \$1 million to \$25 million, reaching more than 300,000 readers across Canada. Visit PROFIT online at www.PROFITmagazine.ca.

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