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BENCHMARK REPORT

CDN TOP 100 SOLUTION PROVIDERS

INDUSTRY BENCHMARK REPORT 2017

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Symantec Corporation (NASDAQ: SYMC), the world's leading cyber security company, is pleased to sponsor the CDN Top 100 Solution Providers Benchmark Report. We trust you'll find the information valuable as you plan the balance of the year ahead.

Symantec is defining the future of cybersecurity by solving the industry's toughest challenges of securing mobile workforces, protecting the cloud, and stopping advanced threats.

Organizations around the world look to Symantec for strategic, integrated solutions to defend against sophisticated attacks across endpoints, cloud and infrastructure. Symantec operates the world's largest civilian cyber intelligence network, allowing it to see and protect against the most advanced threats. For additional information, please visit www.symantec.com or connect with us on Facebook, Twitter, and LinkedIn.

ABOUT THE REPORT

Each year, *Computer Dealer News* (CDN), a digital media publication of ITWC, conducts an extensive survey of Canada's top solution providers to produce a detailed snapshot of the industry.

Using both public and private information shared by solution provider entrepreneurs and leaders, CDN develops an annual **Top 100 Solution Providers** ranking based on revenues, and an annual Benchmark Report that assesses the state of the IT channel market in Canada with emphasis on products, services and solutions.

The solution providers surveyed for the report include managed services providers, cloud service providers, system integrators, value-added resellers, IT consultants, and strategically located technology retailers. Given Canada's business landscape, many of the surveyed organizations are small- or mid-sized firms. Large companies with national presence also participate in the survey, including many global firms.

The data collected for the ranking and the report is verified and analyzed in conjunction with IDC Canada, one of the nation's leading technology research firms. The executive summary of the 2017 report was prepared by George Bulat and Gayle Stokes of IDC Canada.

Now in its fourth year, the Benchmark Report offers a comprehensive assessment of vendor performance, channel market trends and channel talent issues. It is the only publication of its kind in Canada to provide an insider's view of the indirect channel in the technology sector.

CONTENT

INTRODUCTION

Each spring as old man winter relaxes his icy grip, Canadians get excited by the prospect of longer, brighter days, evenings on the patio, weekends at the cottage — or simply not having to worry about tripping over a mismatched collection of boots and winter footwear at the front door.

I relish those things too, but from a work perspective, spring for me has the added excitement of putting together the CDN Benchmark Report as part of the CDN Top 100 Solution Providers rankings. Call me crazy, but I dig into survey results provided by our leading solution providers with the same zeal as the weekend gardener who finally gets to work the soil for his prized rose garden after a five-month hiatus.

And why wouldn't I be excited? The survey results provide a unique and often telling glimpse into an industry that significantly contributes to Canada's Gross Domestic Product. In the same way the first tawny-chested robins on my front lawn are a harbinger of spring, the results of the Top 100 Solution Providers ranking provide a forecast (of sorts) for what lies ahead in a rapidly changing and unpredictable industry.

We had great participation in this year's Top 100 survey. Submissions grew by 21% over last year, and of the 27 new company submissions, 14 cracked the Top 100. In contrast, last year's list featured 19 new companies.

Digital transformation was clearly a hot-button item in 2016. It offered both a new market opportunity for channel partners and a challenge in terms of developing new, innovative, money-making solutions that could power a shift in business, especially in the enterprise space. It appears to have been a significant contributor to the growth reported across the channel.

We hope you find this report, with all its scorecards and insight, helpful. CDN is pleased to be part of this amazing sector and community.

Paolo Del Nibletto
Editor, CDN

EXECUTIVE SUMMARY

Revenue growth of the **Top 100 solution providers** is outpacing the IT sector as a whole, but the success is tied more to mergers and acquisitions and revenue restatements than increased market demand.

While IDC Canada pegs 2016 total Canadian IT market growth at 3.2%, total revenue for the 2016 Top 100 Canadian solution providers topped 20%, up to $8.3, billion from $6.9 billion in 2015. Mergers and acquisitions, and revenue restatements from a couple of providers account for a significant portion of the increase.

The top 10 largest solution providers maintained a lock on the top of the ranking, and all except two moved into higher revenue brackets. Softchoice, CDW Canada, Compugen and OnX remain unchallenged in Top 4, while Long View Systems Corp. moves up the ranks to fifth.

One factor helping drive revenue growth among all solution providers is a focus on services activity. For example, growth in managed services for a wide range of technologies — from managed security to managed WiFi to managed print — is outpacing market growth. Managed services/hosting grew more than 8%.

As the traditional revenue streams for hardware and some areas of software weaken, managed services provide a good counterbalance for growth. Moreover, the continued pace of cloud activity in Canada is delivering local opportunities for assessment, migration, maintenance and security services.

Solutions feeding into digital transformation, such as advanced analytics, IoT, social and PaaS, remain small in total revenue, but there are signs of strong growth. This will create the possibility of additional services engagements for solution providers moving forward.

TOP 100 CANADIAN SOLUTION REVENUE SOARED 20% IN 2016, UP TO $8.3 BILLION FROM $6.9 BILLION LAST YEAR

The mix of revenue among providers shows a healthy diversity and a desire to reduce risk by preventing a dependence on just one or only a few technology solutions. The top solutions provided in 2016 consisted of IT consulting services, cloud, network/infrastructure design and implementation, and security.

Solution providers expect to see the greatest amount of growth over the next 12 months in cloud, ERP, and security. The greatest declines will be in printing and imaging, digital signage, storage, and desktop/notebook installation/deployment.

Hiring is nearly as strong as last year - 91% of respondents (vs 93% last year) said they would be looking to hire over the next 12 months. Cloud, security, and digital transformation are the areas where hiring is most active.

The top customer segment targets for 2016 included food & beverage, financial/insurance/real estate, aerospace and retail/wholesale/distribution. IDC Canada research shows that finance, health and business services remain healthy segment targets.

2016 Rank	COMPANY	2016 Revenue Range	Web Site
1	CDW	$750-$800M	www.softchoice.com
1	Softchoice	$750-$800M	www.cdw.ca
3	Compugen	$500-$550M	www.compugen.com
4	OnX Enterprise Solutions	$450-$500M	www.onx.com
5	Long View Systems	$350-$400M	www.longviewsystems.com
6	CompuCom	$350-$400M	www.compucom.com
7	Hypertec Group	$325-$350M	www.hypertec.com
8	Scalar Decisions	$300-$325M	www.scaler.ca
9	Acrodex Inc.	$275-$300M	www.acrodex.com
10	Insight Canada	$275-$300M	www.insight.ca

The Top 100 Solutions Providers list recognizes new players and historical restatements when new information is made available.* ***A full list of the top 100 is available in appendix**.*

CHANNEL OUTLOOK

If the 2015 story was about mergers and acquisitions, the growth of the cloud was at least a subplot. In 2016 cloud took centre stage. Cloud services and support for cloud solutions are now a fundamental pillar of the community, driving growth and sparking the search for talent.

Fewer M&As

In 2015 there was a historic number of mergers and acquisitions — almost 20% of the companies on the Top 100 list were bought or merged into the operation of a competitor. This slowed in 2016, but the motivation — channel partners working to scale their cloud offerings — remained consistent. Going forward, CDN expects the M&A trend to continue to shake up the rankings as solution providers in the game for a number of years look for an exit strategy.

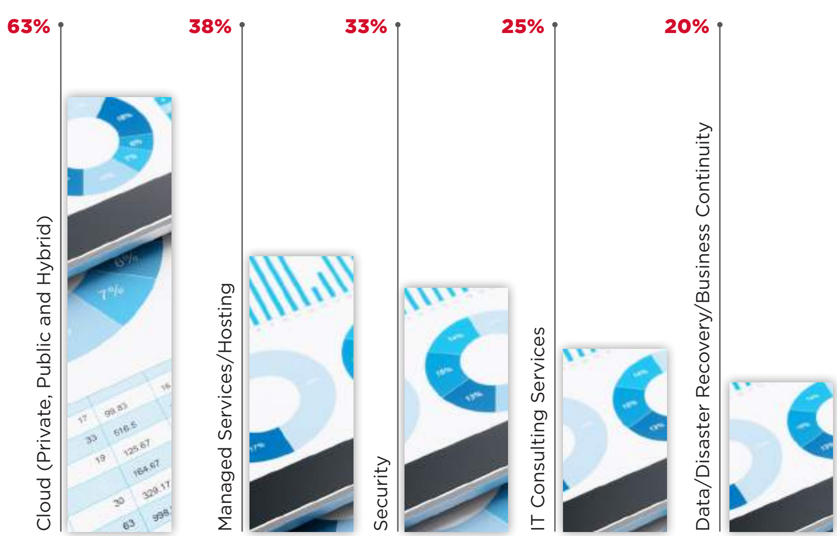
Cloud dominates

If the 2015 story was about mergers and acquisitions, the growth of the cloud was at least a subplot. In 2016 cloud took centre stage. Cloud services and support for cloud solutions are now a fundamental pillar of the community, driving growth and sparking the search for talent. Cloud (private, public or hybrid) is an anchor for virtually all members of the Top 100.

This growing importance of cloud was underscored with the opening of two new data centre facilities in 2016: the first by Microsoft Canada in Quebec and Ontario and the second by AWS Canada. It's Quebec-based facility broke new ground on its "regions" data centre model as it was the first to be located outside of the U.S.

How important is cloud to the channel? Just shy of 78% of solution providers offer a cloud solution, putting cloud at second overall out of 34 different solutions available through channel partners. The only offering that beat out cloud was the general IT consulting services that every solution provider does.

Solutions expected to grow



PERCENTAGE OF RESPONDENTS WHO EXPECT TO SEE GROWTH

What's hot

We asked channel partners to identify the solutions they thought would be in demand in the immediate future. The top five responses were:

- Cloud
- Managed Services
- Security
- IT Consulting
- Disaster Recovery

More people chose cloud as their number one pick this year, and fully 85% of respondents put it in their top three.

Security made the biggest jump this year, with nearly half of respondents predicting an increase in this area — up from a third predicting the same thing last year. This is partly a result of embracing cloud, as the convenience of cloud comes with an increased number of possible breaches.

What's not

Spending on hardware is likely to decline again next year. Respondents selected printers and imaging devices, and desktop/notebook installation and deployment as likely to decrease in importance throughout 2017. This is in line with projections from last year.

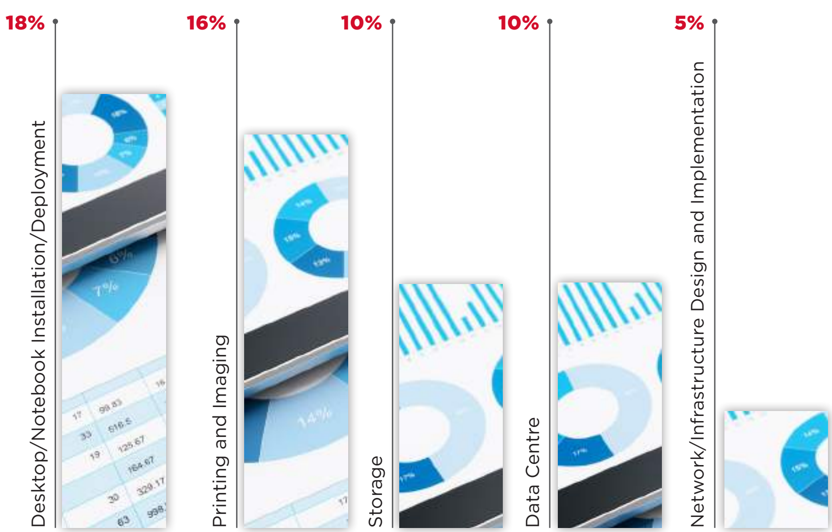
On the rise

A quarter of Top 100 respondent said they provide an IoT solution. Couple this with news that top broadline distributors now have an IoT practice for channel partners to draw from, and we are looking at a growth area that will continue to rise in the future. This was the first year we asked the Channel if IoT would be a growth area in the next year, and 13% predict it will be.

Top lines of business

According to the Top 100 survey respondents, solution providers are focusing primarily on nine solution areas.

Solutions expected to decrease



PERCENTAGE OF RESPONDENTS WHO EXPECT DECREASE IN SPECIFIC AREA

- More than 82% of respondents offer consulting services.
- Cloud (private, public or hybrid), is the second most common solution, with 78% of solution providers offering some kind of cloud solution.
- Network/infrastructure design and implementation continues to be an important part of a solution provider's business offerings at 75%.
- Security and managed services are tied with 72%.
- Following up all these solution areas are virtualization, data/disaster recovery and business continuity, storage and desktop/notebook installation and deployment.

Profitable lines of business

Managed services may be the fifth most popular solution offering by number of providers offering it, but it's a leading revenue stream for the providers who do. Last year IT consulting and managed services were nearly tied at 15.5% of the revenue pie apiece, but in 2016 managed services pulled ahead by more than 2.5%, generating a little over 17% of the channel's average revenue by company, where consulting now accounts for around 14.5% average revenue by company. If managed services revenue continues to increase among channel companies, this might mean that companies in general are becoming more familiar with the concept of managed services and are starting to trust MSPs to manage more of their IT functions.

Two interesting points emerge from the data on the security front. First, security is offered by 72% of channel companies but only accounts for 4.5% of channel revenue by company. Second, that's actually a big jump from 3.5% last year. So, security is growing in the channel, but there is still more room to grow.

Lines of business	2015 Revenues	2016 Revenues
Managed Services	15.4%	17.3%
Consulting/Professional Services	15.5%	14.7%
Computer Sales	9.6%	10.8%
Cloud	8.3%	8.2%
Implementation and Integration	9.8%	7.7%

CLOUD OUTLOOK

The Canadian market generally lags behind other developed markets, particularly the United States, in cloud adoption. There are however, a number of indicators that the Canadian transition to the cloud is a matter of "when, not if", with the expectation that the gap in acceptance will close within the next five years.
The Dynamics of Canadian IT Market, Cloud Adoption Rates and the Status of the Channel

Cloud Outlook

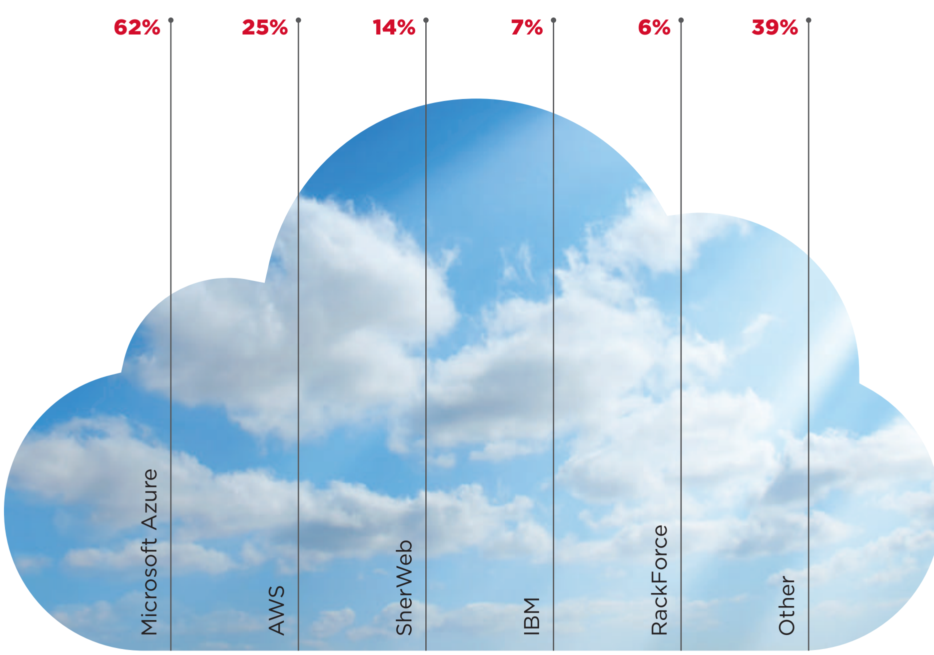
Cloud has only been an area of focus for CDN's benchmark over the last two reports, but the trending already points to a two horse race between Azure and AWS — and right now Azure is leading by a comfortable margin. Azure grew 14% this year, with 62% of respondents selecting it as a top three offering. This is more than double AWS Canada's 25% respondents placing it in their top three.

Azure's gains aren't at the expense of AWS alone. Rogers slipped from 7% to 4% and IBM fell slightly. Sherweb was the only other provider with a notable bump, 14% of respondents giving them a top three nod, up from 8% last year. Scalability and flexible pricing are now a major factor with cloud, and the fact that the big two players can scale faster than their smaller competitors means they can generally offer more cost-effective cloud services.

There are plenty of customers who require on-premises technology solutions, and a majority of the Top 100 are still producing these types of solutions. More than 100 solution providers offer both cloud and on-premises solutions, while 66% of all companies surveyed deliver on-premises options.

Cloud providers

What delivery options do you offer for your solutions?



TALENT

Digital disruption is being felt across all sectors. Traditional markets are being reshaped in an increasingly global and competitive landscape. All companies are being challenged to be more innovative and future-minded.

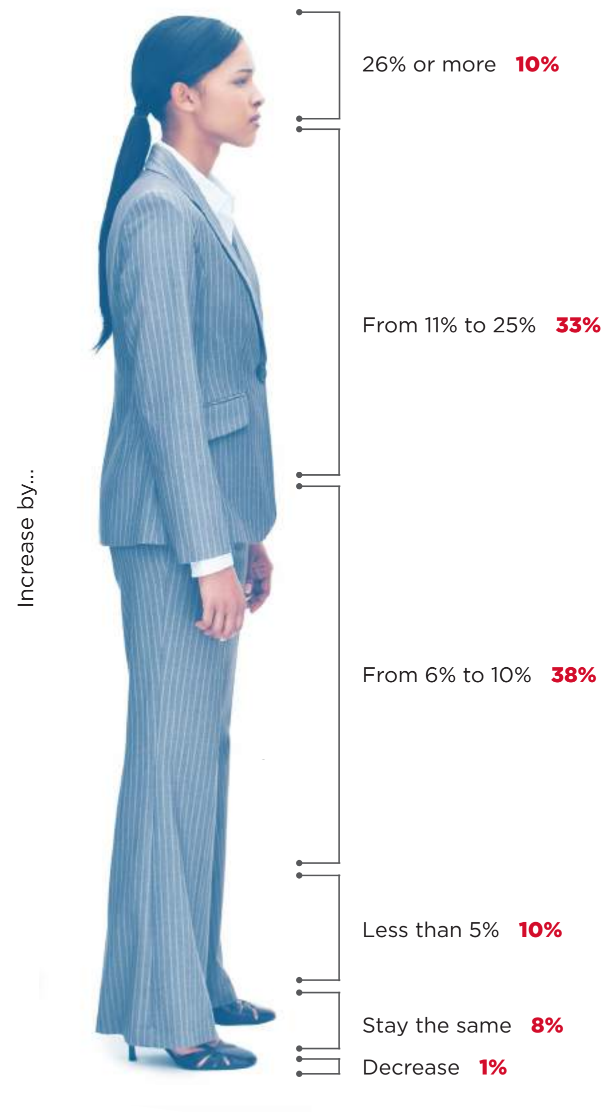
Although solution providers demand for talent cooled slightly from 2015, 91% of respondents said they expect to hire in the next 12 months, with 14% of channel companies looking to grow by more than 25%.

Hot jobs

The channel is projecting the three top three hiring areas to be sales and business development, cloud, and security. Sales will always be important to the Channel, so it's not surprising that sales and business development would be the biggest growth area. The demand for cloud and security specialists reflects the growing importance of these revenue streams. As more CIOs put cloud strategies into motion, it is only natural that security, and with it, the importance of hiring security talent, becomes critical. Indeed, securing the cloud looks like the next natural step for companies in the midst of digital transformation. Speaking of which: digital transformation itself comes in solidly as the number four hiring area.

Employment

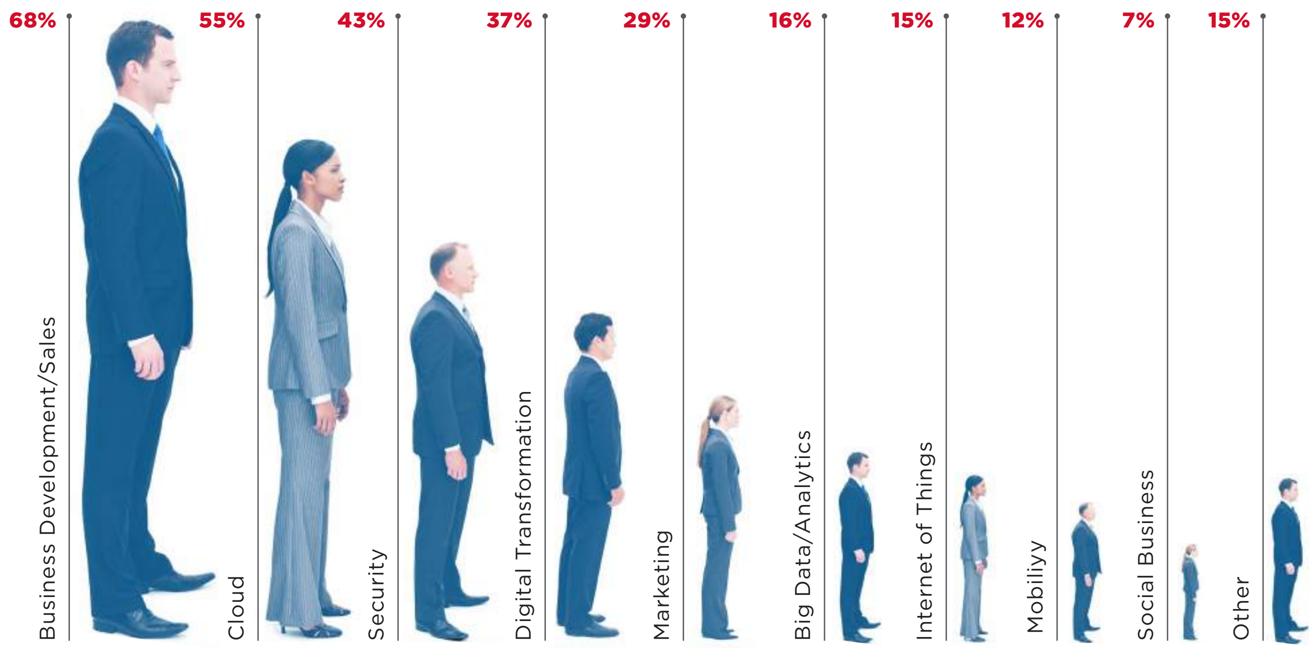
Will your firm look to increase/decrease head count in the next 12 months?



PERCENTAGE OF RESPONDENTS VIEWS

Hiring areas

In which of the following areas do you want to hire in?



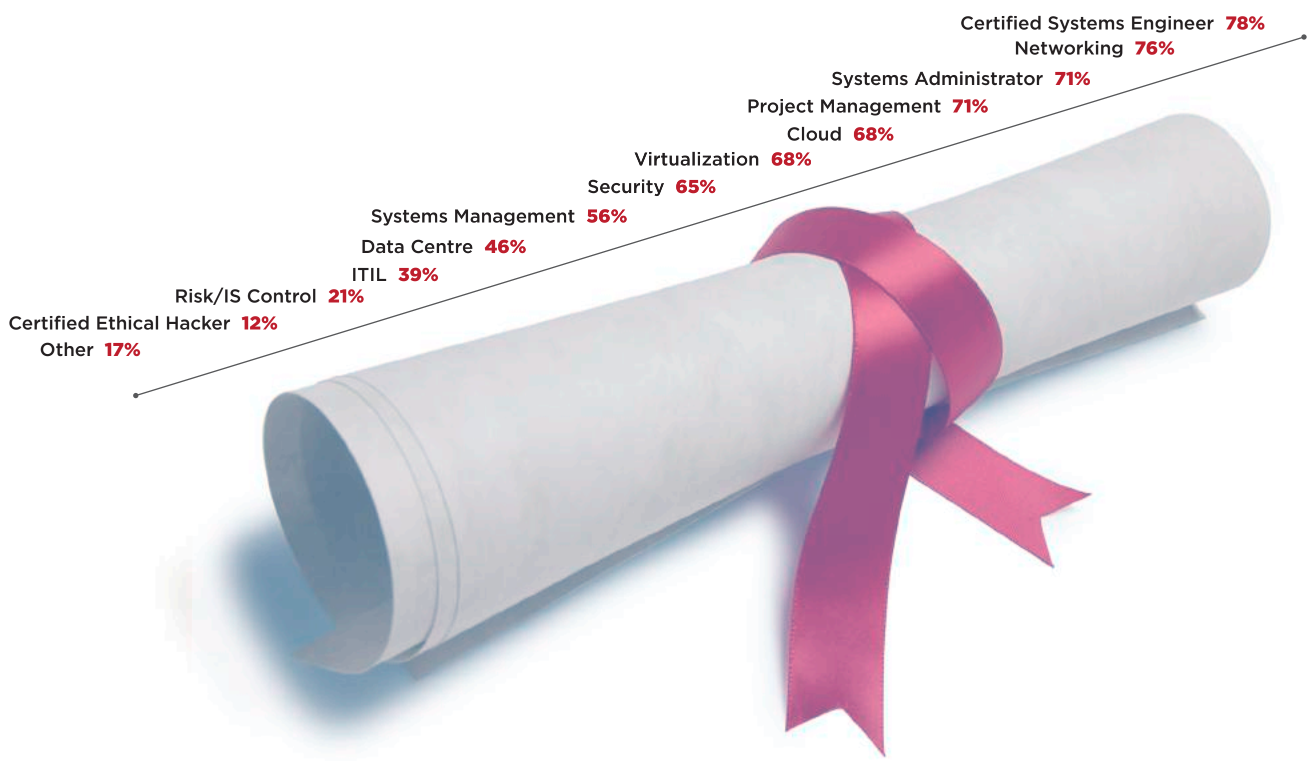
TOTAL EXCEEDS 100% BECAUSE SOME SOLUTION PROVIDERS ARE HIRING IN MORE THAN ONE AREA

Specializations in demand

An analysis of the specialized staffing demands of respondents in 2016 supports the idea that solution providers are assuming a more proactive security posture, or at least a more active interest in it. By percentage the fastest growing specializations in 2016 were virtualization, risk/IS control, certified ethical hacker, and security. While the numbers of anchor positions like certified systems engineer, system administrator and networking specialist remained flat, some companies shed project management and ITIL.

Specialization or certifications

Percentage of respondents whose organization has specialists or certifications in these areas



Areas of interest

This year we put an open question to the channel about what additional areas of specialization or certification will be in demand going forward. The answers were varied and covered a wide territory, but many respondents mentioned cloud, IoT, and security. Among their comments:

- "IoT is going to explode and we will need skills and certifications around traditional business/process automation."
- "We foresee a need for consulting talent in the areas of cloud assessment, migration, management, and cost optimization."
- "We need more cloud migration specialists."
- "We are moving towards cloud as a primary driver to solutions."
- "We anticipate a need for more cloud and advanced security."

PRODUCTS & BRANDS

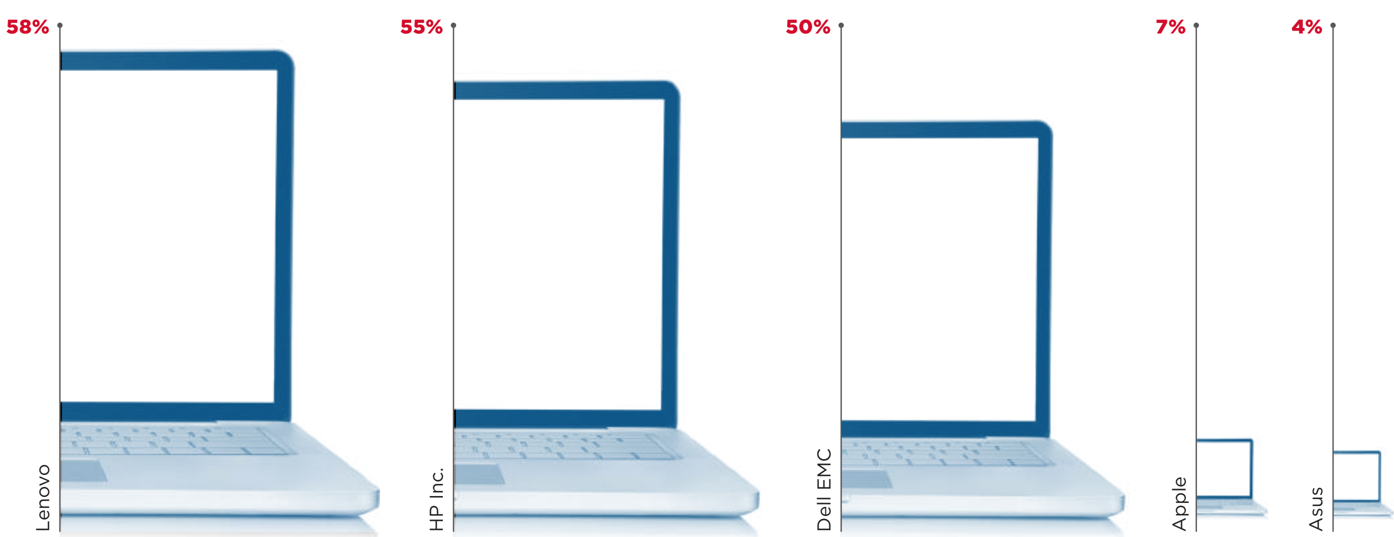
PC shipments are down...a lot. Research tells us that 62.2 million units were shipping worldwide in the first quarter of 2017 — a 2.4% decline from the first quarter of 2016, and the first time less than 63 million units shipped (quarterly) in a decade. IDC attributes this decline to low demand, an unwillingness to replace "old" PCs, and the abandonment of the PC market altogether. In any case, the apparent decline of the PC gives us an interesting backdrop as we look at some of the key and emerging players in such exciting and often unpredictable categories as mobile, tablet, security, and the cloud.

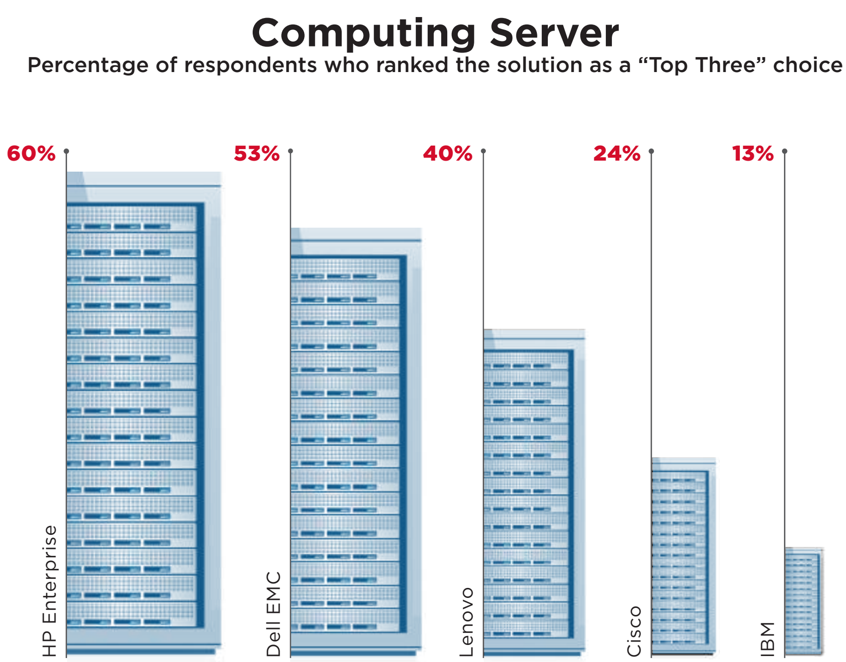
Top Computing Brands

Lenovo, HP and Dell (now Dell EMC) continue to be the dominant computing brands, with a precipitous drop off between third and fourth place in the rankings. The top three have all done a great deal to fortify their positions, but Lenovo had a particularly strong year, taking the top spot away from HP. Lenovo made significant strides in industrial design, led by its Yoga 2-in-1 notebook. In addition, its channel marketing strategy has turned its business-focused ThinkPads into highly sought-after products.

Computing Brands

Percentage of respondents who ranked the solution as a "Top Three" choice





Top Computing Servers

HP remains the dominant player in the micro-server market, but Dell EMC's performance should not be underestimated. They had a great year in terms of server sales. Analyst firm Gartner reported that Dell EMC took the lead in 2016 in total server shipments, although HP remained the worldwide leader in total server revenue. Lenovo continues to perform strongly. Just two years ago, it was in fifth place. In 2016, it leap-frogged over competitors to score the number three spot, which it continues to hold.

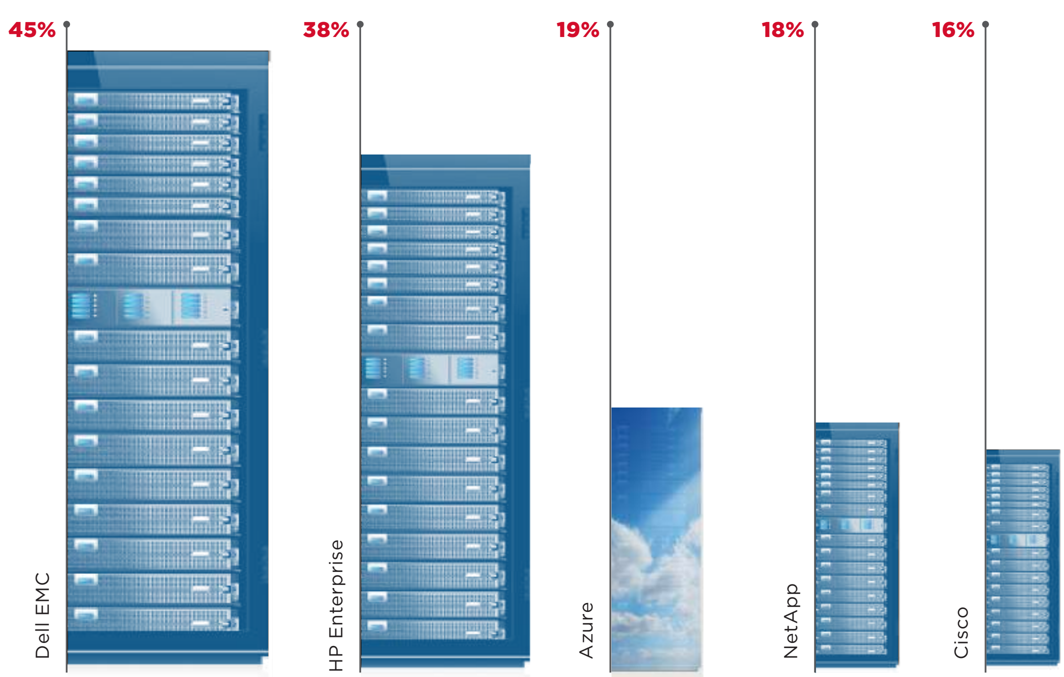
Top Storage Servers

In 2015, EMC and Dell took the numbers two and three spots, after HP Enterprise. In 2016, the merged Dell EMC was able to overtake HPE, even though HPE had a slight dip from 40% to 38%. Dell EMC moved into the top spot in the category after boldly declaring 2016 to be the "Year of All Flash." As a result, many companies worldwide adopted Dell's all-flash solutions as they took their IT and business transformation to the next level. In May 2016, Dell EMC moved to solidify its stranglehold on the category with the introduction of its Storage Center Operating System 7, which has sought to redefine the economics of enterprise storage via a shift to modern, flash-based architectures.

The growth of cloud storage over traditional storage solutions is becoming an interesting story. Just look at Microsoft Azure's top three finish. Its storage has been impacting key areas such as offloading data centre management capacity. Clearly, the economics of cloud storage is hitting home as players embrace the flexible OPEX model with payment tied to usage and allowing them to cut their capital investments in new hardware. The other big story is Microsoft's Azure's big jump, vaulting from ninth place over respected brands like NetApp and Cisco to grab third spot.

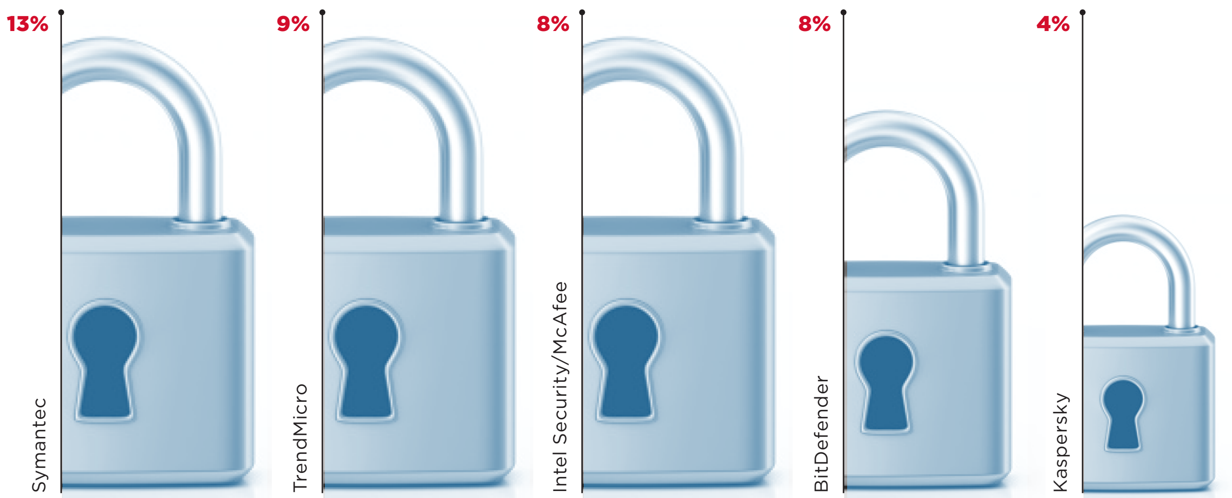
Storage Server

Top 5 computing brands offered



Security Brands

Top 5 computing brands offered



*PERCENTAGE OF SOLUTION PROVIDERS OFFERING BRANDS

Top Security Brands

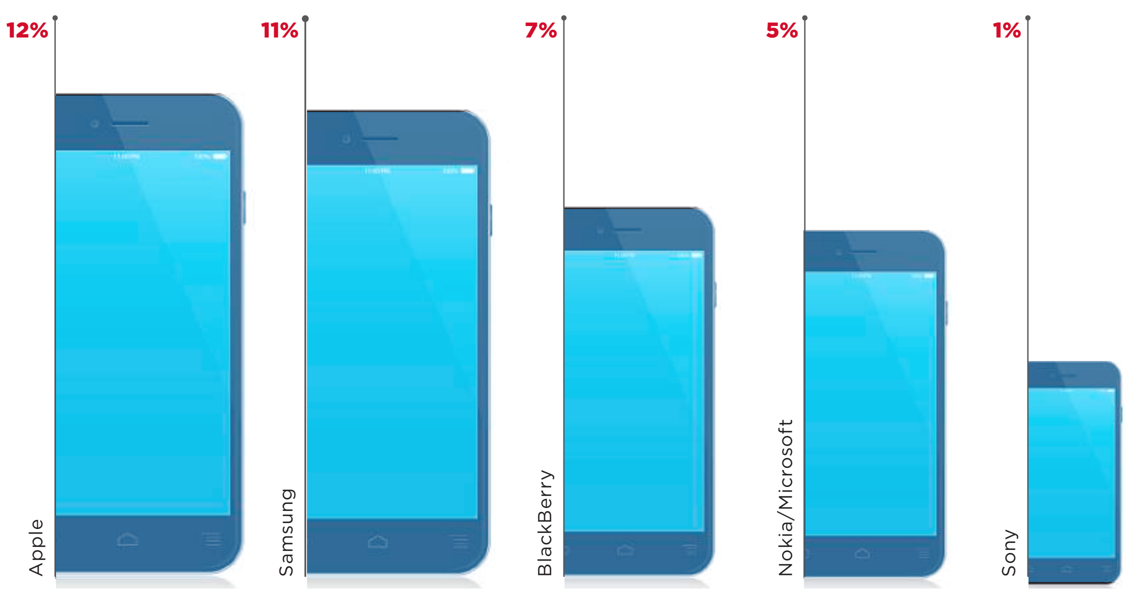
The growing interest in security solutions is clear, with 14 vendors identifying themselves as providers in this hotly contested segment. Symantec's security portfolio was the channel's first choice by a significant margin (18 channel partners to 12 for Trend Micro). Despite Symantec's much publicized split with Veritas Technologies, channel partners are remaining loyal to the brand, which also added more security solutions with its Blue Coat acquisition.

Top Mobile Devices

While Apple once again tops the mobile devices category, it is seeing healthy competition from both Blackberry and especially Samsung, who continues to push its "Connected Everything" ethos through its Galaxy line of products. Samsung's strong showing is interesting in light of a series of setbacks in endured in 2016, including the recall of its Galaxy Note 7 and its tumble out of Fortune's list of the 50 most admired companies. Also worth noting: Even as Blackberry evolves into a software-centered company, its mobile devices continue to command respect.

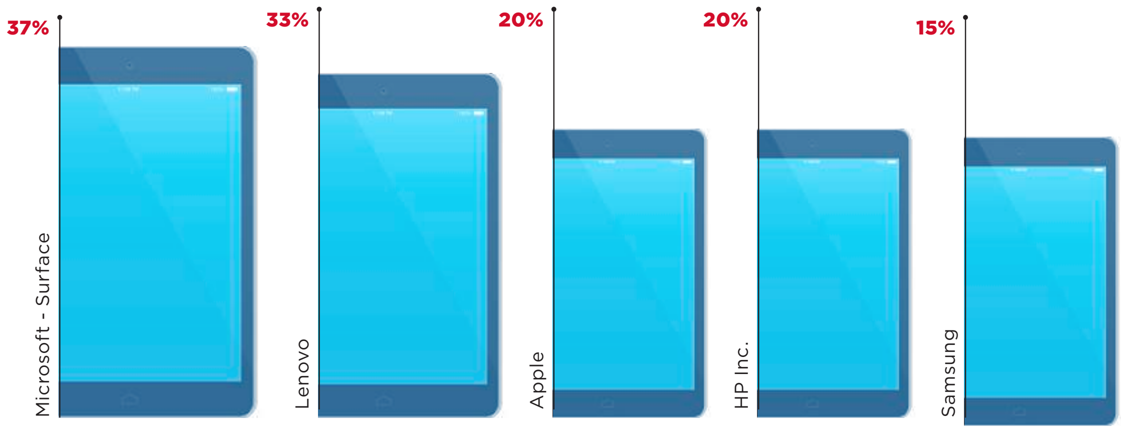
Mobile Devices

Percentage of respondents who ranked the solution as a "Top Three" choice



Tablet Devices

Percentage of respondents who ranked the solution as a "Top Three" choice



Top Tablets

Microsoft continues to do exceptionally well in the tablet category. Many have started to think the unthinkable: that Microsoft's Surface tablets may displace the once invincible iPad. It must be noted that Microsoft, Lenovo and HP have more channel partners than Apple has dealers in Canada.

The tablet category isn't just a two-horse race between Microsoft and Apple. Apple places third, behind a Lenovo that of late has been firing on all cylinders. Lenovo has built quite a name for itself over the past few years with its Windows and Android Yoga tablets, as well as its stylish convertible tablets. It jumped an impressive six percentage points from last year in this category. Apple, however, is not to be underestimated. This is, after all, the company that revolutionized the tab experience.

PROFILE OF A TOP 100 SOLUTION PROVIDER

While CDN's Top 100 Solution Provider list may not provide a statistically representative sample of the broader solution provider community, it still presents an interesting portrait of a top Canadian solution provider.

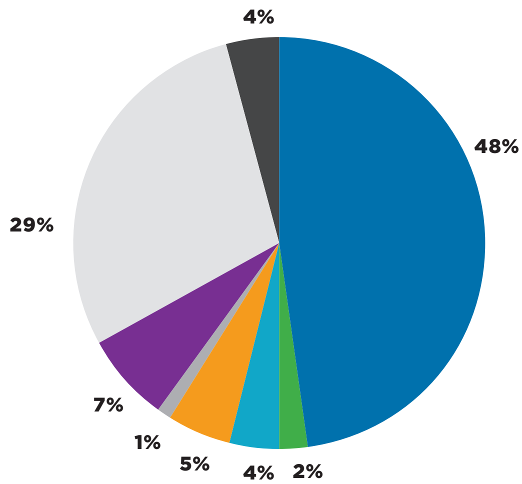
Based on our results

What they do: The majority classify themselves as a value-added reseller, although more and more are opting for the label of managed services provider. Most are privately held, with a few largest operating as publicly-traded companies.

How big they are: 62% of responding solution providers have between 11 and 100 employees. The vast majority feel bullish about the future and expect to add employees in the next 12 months.

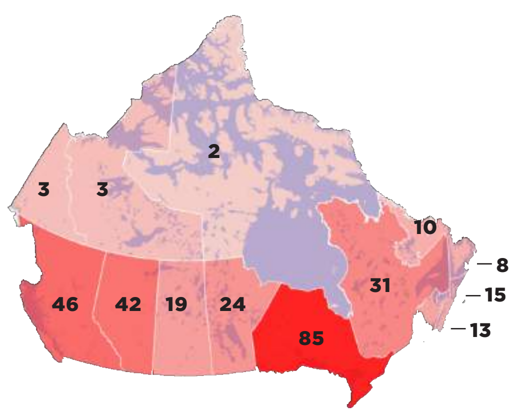
Where they operate: Almost a quarter of solution providers indicated they have a presence in all provinces, but Ontario, Alberta and British Columbia continue to be home to the overwhelming number of players. The result is consistent with past years and is in keeping with the overall business and industry distribution patterns in Canada. Presence in Quebec to serve the francophone market has increased over past years.

What they do



- Value Added Reseller/ Full Service Solution Provider **48%**
- Volume Reseller or Direct Marketing Reseller **2%**
- Cloud Services Provider (pure play software eg. Office 365, Google Apps) **4%**
- Independent Software Vendor **5%**
- Internet Retailer **1%**
- IT Consultant **7%**
- Managed Services Provider **29%**
- Systems Integrator **4%**

Where they operate



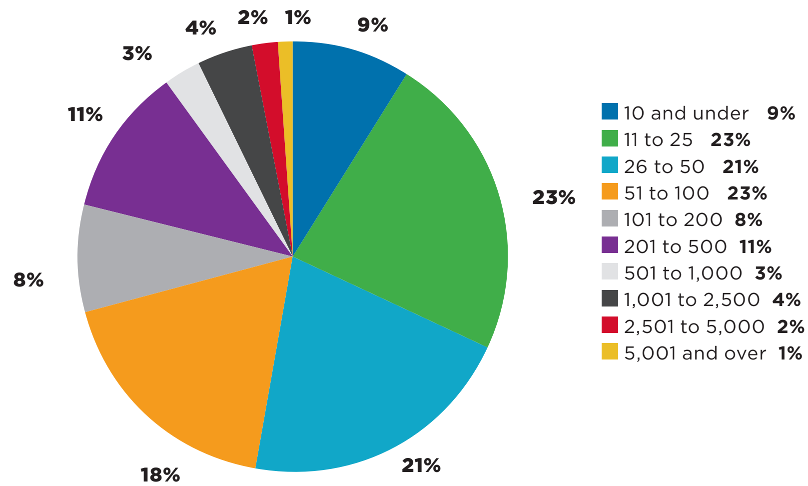
Province	Geographic Operations
85	Ontario
46	British Columbia
42	Alberta
31	Quebec
24	All the above
24	Manitoba
19	Saskatchewan
15	New Brunswick
13	Nova Scotia
10	Newfoundland & Labrador
8	Prince Edward Island
3	Yukon
3	Northwest Territories
2	Nunavut

The solutions they provide: The top five solutions offered are IT consulting services, cloud, networking infrastructure design and implementation, security and managed services. The top selling products by volume are Lenovo, Dell, HP, HPE, and Microsoft.

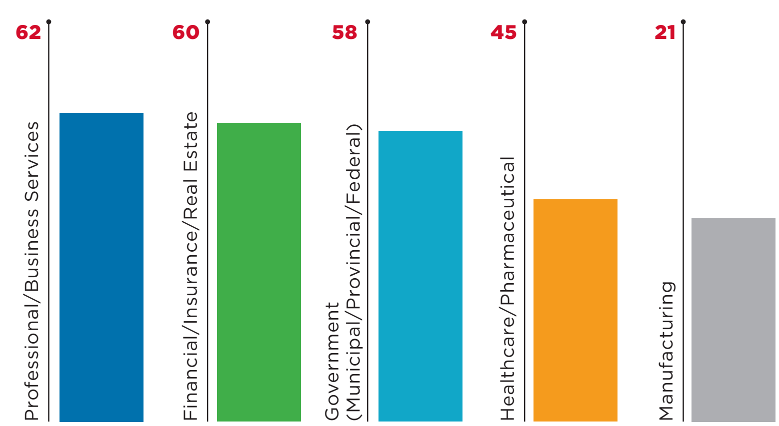
Who they sell to: Solution providers generally cater to a cross-section on industry verticals, although 18% indicate they earn more than 50% on their revenue from a single industry. The top five verticals they sell to are professional service firms, financial/retail/real estate, government, healthcare and manufacturing.

How they deliver services: Most offer cloud and on-premises service delivery options, but two-thirds of customers still opt for on-prem delivery. There was a slight increase in delivery by cloud in 2016. Most have either Ingram Micro Canada or Tech Data Canada as their key distribution partner.

Their size



Verticals they sell into



TOP 100

TOP 100

2016 Rank	Company	2016 Revenue Range	Web Site
1	CDW Canada	$750-$800M	www.cdw.ca
1	Softchoice	$750-$800M	www.softchoice.com
3	COMPUGEN	$500-$550M	www.compugen.com
4	OnX Enterprise Solutions	$450-$500M	www.onx.com
5	Long View Systems Corporation	$350-$400M	www.longviewsystems.com
6	CompuCom	$350-$400M	www.compucom.com
7	Hypertec Group	$325-$350M	www.hypertec.com
8	Scalar Decisions	$300-$325M	www.scalar.ca
9	Acrodex Inc.	$275-$300M	www.acrodex.com
10	Insight Canada	$275-$300M	www.insight.ca
11	Herjavec Group	$150 - $175M	www.herjavecgroup.com
12	Soroc	$150- $175M	www.soroc.com
13	FlexITy Solutions Inc.	$125-$150M	www.flexity.com
14	SHI Canada	$100-$125M	www.shi.ca
15	ACCEO	$100-$125M	www.acceo.com
16	Northern Micro	$100-$125M	www.northernmicro.com
17	Grand & Toy	$100-$125M	www.grandandtoy.com
18	MicroAge	$100-$125M	www.microage.ca
19	Microserve	$75-$100M	www.microserve.ca
20	Esri Canada	$75-$100M	www.esri.ca
21	EPAM	$75-$100M	www.epam.com
22	TeraMach, A Pivot Company	$75-$100M	www.teramach.com
23	Informatique ProContact	$75-$100M	www.procontact.ca
24	MNP LLP	$75-$100M	www.nci.ca / www.mnp.ca
25	Audcomp	$75-$100M	www.audcomp.com
26	Dimension Data Canada, Inc.	$75-$100M	www.dimensiondata.com
27	Convergint Technologies	$75-$100M	www.convergint.com
27	ESI Technologies de l’information Inc.	$75-$100M	www.esitechnologies.com
29	CPU Design Inc.	$75-$100M	www.cpu.qc.ca
30	Powerland	$50-$75M	www.powerland.ca
31	WBM Office Systems	$50-$75M	www.wbm.ca
32	Telecom Computer	$50-$75M	www.telecomcomputer.com
33	Decisive Technologies	$50-$75M	www.decisive.ca
34	Epic Information Solutions	$50-$75M	www.epic.ca
35	DirectDial.com	$40-$50M	www.directdial.com
36	Stoneworks Technologies Inc. (SWTI)	$40-$50M	www.swti.ca

2016 Rank	Company	2016 Revenue Range	Web Site
37	SoftwareONE Canada Inc.	$40-$50M	www.softwareone.ca
38	Technology Integration Group Inc.	$40-$50M	www.tig-ca.com
39	HighVail Systems	$40-$50M	www.highvail.com
40	TLD	$35-$40M	www.tld.com
41	CentriLogic Inc.	$35-$40M	www.centrilogic.com
42	Open Storage Solutions	$35-$40M	www.openstore.com
43	Navantis Inc.	$35-$40M	www.navantis.com
43	ISA - Information Systems Architects Inc.	$35-$40M	www.e-isa.com
43	Unity Connected Solutions	$35-$40M	www.unityconnected.com
46	CareWorx	$30-$35M	www.careworx.com
47	Groupe Access Inc.	$30-$35M	www.groupeaccess.ca
48	Annex Consulting Group Inc.	$25-$30M	www.annexgroup.com
49	Accelerated Connections Inc.	$25-$30M	www.connections.ca
50	Graycon I.T.	$25-$30M	www.graycon.com
51	Pro-Data Inc.	$25-$30M	www.pro-data.com
52	Quartech Systems Ltd.	$25-$30M	www.Quartech.com
53	Printers Plus	$25-$30M	www.printersplus.net
54	QRX Technology Group	$25-$30M	www,qrxtech.com
55	IT Weapons, a Division of Konica Minolta	$25-$30M	www.itweapons.com
56	Eclipse Technology Solutions	$25-$30M	www.eclipsetechnology.ca
57	CBCI Telecom	$20-$25M	www.cbcitelecom.com
58	Zones Canada	$20-$25M	www.zones.com
59	CONTAVA Inc.	$20-$25M	www.contava.com
60	Sudden Technologies	$20-$25M	www.sudden.ca
61	PC Corp	$20-$25M	www.pccorp.com
62	Zycom Technology Inc.	$20-$25M	www.zycomtec.com
63	Caretek	$20-$25M	www.caretek.ca
64	DTM Systems Corporation	$20-$25M	www.dtm.ca
64	BAASS Business Solutions	$20-$25M	www.baass.com
66	4 Office Automation Ltd.	$15-$20M	www.4office.com
67	F12.net Inc.	$15-$20M	www.f12.net
68	Mindful Experience	$15-$20M	www.mindfulexperience.ca
69	BrunNet Inc.	$15-$20M	www.brunnet.com
70	Data Integrity Inc	$15-$20M	www.dataintegrity.com
71	Ainsworth Inc	$15-$20M	www.ainsworth.com
72	Telehop Communications Inc	$10-$15M	www.telehop.biz
73	Able-One Systems	$10-$15M	www.ableone.com
74	HoneyTek Systems Inc.	$10-$15M	www.honeyteksystems.com
75	Encore Business Solutions	$10-$15M	www.encorebusiness.com
76	COMPAREX Canada Inc.	$10-$15M	www.comparex.com
77	PureLogic IT Solutions Inc.	$10-$15M	www.purelogicit.com

2016 Rank	Company	2016 Revenue Range	Web Site
78	Paladion	$10-$15M	www.paladion.ca
78	Commerx	$10-$15M	www.commerx.ca
78	Brains II Solutions, Inc.	$10-$15M	www.brainsii.com
81	Asca Office Solutions	$10-$15M	www.ascaofficesolutions.com
82	Digitcom Canada Inc.	$10-$15M	www.digitcom.ca
83	Quartet Service Inc.	$10-$15M	www.quartetservice.com
84	SmartPrint Inc.	$10-$15M	www.smartprint.com
84	FoxNet	$10-$15M	www.foxnetsolutions.com
86	End to End Networks Inc.	$10-$15M	www.endtoend.com
87	New Signature	$10-$15M	www.newsignature.com
87	MYRA Systems Corp.	$10-$15M	www.myra.com
89	SourcetekIT	$10-$15M	www.sourcetekit.com
89	GURUS Solutions	$10-$15M	www.gurussolutions.com
91	Conpute Corporation	$5-$10M	www.conpute.com
92	Fully Managed	$5-$10M	www.fullymanaged.com
93	Itergy International	$5-$10M	www.itergy.com
94	Triware Technologies Inc.	$5-$10M	www.triware.ca
94	USER FRIENDLY SYSTEMS INC.	$5-$10M	WWW.UFS-INC.COM
96	Think Communications Inc.	$5-$10M	www.thinkcommunications.ca
97	Habanero Consulting Group	$5-$10M	www.habaneroconsulting.com
98	Broadview Networks	$5-$10M	www.broadviewnetworks.ca
99	EXIA	$5-$10M	www.exia.ca
100	ProServeIT Corporation	$5-$10M	www.proserveit.com
100	Eastbay I.T. Consulting Inc.	$5-$10M	www.eastbay.ca
100	SysGen Solutions Group	$5-$10M	www.sysgen.ca
100	Noxent Inc.	$5-$10M	www.noxent.com
100	pavliks.com	$5-$10M	www.pavliks.com
100	Pythian	$5-$10M	www.pythian.com
100	Kamloops Computer Centre	$5-$10M	www.kcc.ca
100	My Blue Umbrella	$5-$10M	www.mbu.ca
100	Maestro Technologies Inc.	$5-$10M	www.maestro.ca
100	Softlanding Solutions Inc.	$5-$10M	www.softlanding.ca
100	Tenet Computer Group Inc.	$5-$10M	www.tenet.com
100	Carbon60 Networks	$5-$10M	www.carbon60.com
100	Infinite IT	$5-$10M	www.8it.ca
100	OEM Corporation	$5-$10M	www.oemcorp.com
100	Nucleus Networks Inc.	$5-$10M	www.yournucleus.ca
100	The ITeam	$5-$10M	www.theiteam.ca
100	Synerion North America Inc	$5-$10M	www.synerion.com