

Software Developers

(Ranked by number of local software engineers and programmers*)

Rank	Name Address Telephone Website	No. of Local Software Engineers/Programmers ----- Local / Companywide Employees	No. of Area Offices	Software Development as a Percentage of Total Local Revenues	Types of Software Developed	Target Markets Served	Services Offered	Notable Clients	Top Local Executive(s)	Year Locally Founded
1.	Mindex Technologies Inc. 3495 Winton Place, Building E, Suite 4 Rochester, N.Y. 14623 (585) 424-3390 www.mindex.com	150 ----- 212 / 212	1	NA	Document technology and services, parcel logistics, freight management, manufacturing, education and service industries	Education, commercial	Complete software application project life cycle services: project management, requirements, design, architecture, development, test and support, or any service as a stand-alone offering	Xerox Corp., Psychex Inc., New York school districts	Marc Fiore, president	1994
2.	Technisource Inc. ¹ 530 WillowBrook Office Park Fairport, N.Y. 14450 (585) 586-7530 www.technisource.com	120 ----- 135 / 8,000	1	NA	Embedded, Java, .Net, DotNetNuke, C++, ASP, .Net	Manufacturing, engineering, banking, finance, higher education, telecommunications, aerospace, defense, health care	Strategic IT and management consulting, applications management services, infrastructure management services, outsourced IT services	Xerox Corp., Frontier Communications Inc., Harris Corp. RF Communications, Psychex Inc., University of Rochester, Rochester Institute of Technology, ITT Corp. Geospatial Systems division	Timothy O'Brien, regional managing director	1982
3.	Computer Aid Inc. 1080 University Ave. Rochester, N.Y. 14607 (585) 241-4578 www.compaid.com	110 ----- 118 / 3,000	1	40	Financial, human resources, shop floor, survey and polling, inventory, sales and marketing, telecommunications	Manufacturing, health insurance, financial, marketing, communications, retail	Software development, software maintenance, consulting, desktop services	New York State government, Excellus BlueCross BlueShield, Tyco Electronics Ltd., Frontier Communications Inc., Harris Corp. RF Communications, Wegmans Food Markets Inc.	Steven Graham, managing director	1997
4.	IDI Billing Solutions 833 Phillips Road Victor, N.Y. 14564 (585) 924-4110 www.idibilling.com	63 ----- 162 / 168	1	100	Billing, customer care and point-of-sale systems	Telecommunications	Billing services for the communications market	AT&T Corp., Great Call Inc., Credo Mobile, Mifel Networks Corp., Appalachian Wireless, Consolidated Communications	Donald Culeton, president	1996
5.	Optimation Technology Inc. 50 High Tech Drive Rush, N.Y. 14543 (585) 321-2300 www.optimation.us	42 ----- 295 / 365	2	27	Automation and controls, supervisory control and data acquisition, human-machine interface, database, VisualBasic, ASP, .NET and Web applications, ERP integration, bar code and RFID systems, vision inspection systems, test systems, manufacturing IT, validation	Automotive, chemical, consumer products, food and beverage, glass and ceramics, oil and gas, metals and mining, pharmaceuticals and medical devices, pulp and paper, utilities	Process and mechanical engineering, electrical and instrumentation, automation, systems integration, software engineering, test systems, validation, fabrication, installation, construction, maintenance	3M Co., Seneca Group PLC, Pactiv Corp., General Mills Inc., Halliburton Co., National Renewable Energy Lab	William Pollock, president and CEO	1985
6.	Windstream Corp. 600 WillowBrook Office Park Rochester, N.Y. 14450 (855) 445-5882 www.windstreambusiness.com	40 ----- 871 / 14,500	1	NA	Pinnacle application, an integrated platform to manage the life cycle of IT service support and service delivery processes from procurement through provisioning, payment and cost allocation	Midsized to large enterprises including health care, government agencies, financial, retail and higher education	Advanced IT security solutions, cloud and data center solutions, technology expense management and provisioning software, IP PBX manufacturing, customer premises equipment reseller, fixed wireless connectivity, energy solutions	RIT, Cornell and Stanford universities, state government agencies, General Electric Co.	Bob Moore, senior vice president, applications and development, Larry Foster, vice president and general manager, pinnacle	1998
7.	Rochester Software Associates Inc. 69 Cascade Drive Rochester, N.Y. 14614 (585) 262-2690 www.rocssoft.com	39 ----- 51 / 56	1	90	Digital printing software, including production print management, transformation, work flow and queuing, Web-based print job submission and fulfillment	High-volume digital document users in all vertical markets	Work-flow assessment, systems design, systems integration, consulting and implementation, product support and training, software as a service	Brown University, JPMorgan Chase & Co., Pacific Life Insurance Co., Manatee County schools, Booz Allen & Hamilton Inc., Pep Boys	Robert Baden, president	1986
8.	RailComm 1387 Fairport Road, Building 900 Fairport, N.Y. 14450 (585) 377-3360 www.railcomm.com	36 ----- 62 / 65	1	NA	Train control and railroad management software	Worldwide fixed rail market including all U.S. Class 1 railroads and major metropolitan passenger rail systems	Remote control and automation of trains and fixed infrastructure equipment, data communications networks between central control office and remote devices	Union Pacific Corp., CSX Corp., BNSF Railway Co., Norfolk Southern Corp., Canadian National Railway Co., Canadian Pacific Railway Co.	Joseph Denny, CEO	1999
9.	Impact Technologies LLC 200 Canal View Blvd. Rochester, N.Y. 14623 (585) 424-1900 www.impact-tek.com	30 ----- 80 / 130	1	80	Equipment prognostics and health management and condition-based maintenance and logistics solutions, device integration and machine-to-machine solutions	Military and commercial original equipment manufacturers, digital printing and imaging, health care and medical, distributed transaction equipment, construction and facility management	Custom software, extension and customization of out-of-the-box remote device management software, leveraging of packaged software, integration with existing business applications	U.S. Department of Defense, Northrop Grumman Corp., General Dynamics Corp., General Electric Co., Sikorsky Aircraft Corp., Eastman Kodak Co.	Mark Redding, president	1999
10.	RTEmd ² 160 Office Park Way Pittsford, N.Y. 14534 (585) 383-1290 www.rtemd.com	30 ----- 30 / 30	1	100	Custom software for medical equipment	Medical equipment manufacturers, in-vitro diagnostics, medical imaging, ophthalmics, therapeutics	Custom software for medical devices, new product development, sustaining engineering, validation and verification, software quality assurance & regulatory compliance	Abbott Laboratories, Ortho-Clinical Diagnostics Inc., IDEXX Laboratories Inc., LipoScience Inc., Welch Allyn Inc.	Robert Ruppenthal, president	1981
11.	LPA Systems Inc. 400 Linden Oaks Rochester, N.Y. 14625 (585) 419-3900 www.lpa.com	29 ----- 35 / 42	1	100	Business intelligence, health care analytics	Health care, commercial and higher education	Consulting, business analysis	University of Rochester, Excellus BlueCross BlueShield, Lewis Tree Service	Katrina Adams, vice president, Donald Soule, president	2001
12.	Innovative Solutions Ltd. 3495 Winton Place, Building C, Suite 2 Rochester, N.Y. 14623 (585) 292-5070 www.innovativesol.com	25 ----- 67 / 67	1	52	Microsoft Development Suite including .NET, SQL, Expression Blend 4, Silverlight, Adobe Development Suite including Photoshop, Contribute and Dreamweaver	Business-to-business, business-to-consumer, health care, non-profit, manufacturing	IT consulting, Internet marketing strategies, website development, custom application development, systems integration, networking	Coordinated Care Services Inc., Monro Services Corp., Skanska Group, Transcat Inc., United Way of Greater Rochester	Robert Dunning, Robert Titus, owners	1989
13.	BCC Software Inc. 75 Josons Drive Rochester, N.Y. 14623 (585) 272-9130 www.bccsoftware.com	24 ----- 88 / 105	1	NA	Bulk mailing software, address updating services, data quality solutions	Professional mailers, printers, education, advertising agencies, government, non-profits	NCOALink services, address correction, list hygiene, list suppression, mail piece tracking, list brokering, data quality solutions, mailing software training	The Miami Herald, Wal-Mart Stores Inc., R.R. Donnelley & Sons Co., U.S. House of Representatives, Cobher Press Inc., University of Rochester, RIT	Chris Lien, president	1992
14.	Entre Computer Services Inc. 2000 S. Winton Road, Building 1, Suite 300 Rochester, N.Y. 14618 (585) 760-1010 www.entrecs.com, www.escreenz.com	21 ----- 92 / 105	1	25	EScreenz, websites, intranets, SharePoint, manufacturing backends, mobile apps	Business, manufacturers, health care, engineering firms, advertising agencies, government, professional firms	IT managed services, help desk services, remote managed services, network services, SharePoint services, Web and application development, consulting	University of Rochester, Excellus BlueCross BlueShield, Bausch & Lomb Inc.	Andre Godfrey, president and CEO, Mark Lucas, executive vice president	1984
15.	Envative ³ 50 University Ave. Rochester, N.Y. 14605 (585) 327-5640 www.envative.com	15 ----- 17 / 17	1	NA	.NET, PhoneGap, Webalect CMS, native	Telecom, financial, retail, commercial, industrial and non-profit	Custom software, Web applications, database management, business intelligence implementations	Greater Rochester Health Foundation, Leukemia & Lymphoma Society Inc., Transcat Inc., Peckar & Abramson Inc.	Craig Lamb, David Mastrella, partners	1998
16.	Second Avenue Software Inc. 190 Office Park Way Pittsford, N.Y. 14534 (585) 419-6530 www.secondavesoftware.com	12 ----- 21 / 33	1	NA	Interactive media for education and training	Educational institutions, health care, science and publishing institutions	Custom software development	Pearson PLC, W.W. Norton & Co. Inc., Houghton Mifflin Harcourt Publishing Co., Discover magazine	Victoria Van Voorhis, CEO	2006
17.	ITX Corp. 1169 Pittsford-Victor Road, Suite 100 Pittsford, N.Y. 14534 (585) 899-4800 www.itx.com	10 ----- 50 / NA	1	NA	HTML5, JavaScript, AJAX, XML, PHP, FBML, MySQL, Flash, jQuery, Drupal, DotNetNuke, ASP, ColdFusion, ViperCart	NA	NA	NA	Ralph Dandrea, CEO, Fred Beer, president	1997
18.	The Rochester Group Inc. 600 Park Ave. Rochester, N.Y. 14607 (585) 271-1110 www.rochestergroup.com	9 ----- 25 / 25	1	36	Java, .NET, Salesforce.com, APEX, Oracle, SQL Server, Windows, Linux, MS Office, MS Exchange, custom	Business, retail, consumer, telecommunications, government	Custom software, sales force automation, marketing resource management, business intelligence solutions, sales territory configuration	Xerox Corp., Wegmans Food Markets Inc., Verizon Inc.	Claude Marini, president, Peter Tieslink, vice president of development services	1982
19.	Bio-Optronics Inc. 1870 S. Winton Road, Suite 10 Rochester, N.Y. 14618 (585) 272-1960 www.bio-optronics.com	7 ----- 20 / 25	1	NA	Health care work-flow optimization including clinical trial management systems, physician, staff and patient scheduling, real-time patient tracking, patient identification wristbands and medications administration	Clinical research sites, contract research organizations, search engine optimization, imaging centers, specialty practices	Standard and custom software, integration to other health care IT systems, hosted and locally deployed software, professional services, training, customer support	Veterans hospitals, Rochester Clinical Research Inc., Johns Hopkins University, Clinique Cecil	Daniel Kerpelman, president and CEO	1985
20.	Exele Information Systems Inc. 445 W. Commercial St. East Rochester, N.Y. 14445 (585) 385-9740 www.exele.com	7 ----- 8 / 8	1	98	Real-time data management, alarming and notification, batch analysis, reports, custom interfaces	Industrial processes and manufacturing, oil and gas, water and wastewater, food, packaging, power generation and distribution, metals	Software development, configuration, training, support, systems integration	Eastman Kodak Co., Xerox Corp., ExxonMobil Corp., Shell Inc., Merck and Co Inc., Kellogg Co.	Jeffrey Cerini, vice president, Michael Fishman, vice president	1978
21.	OS-Cubed Inc. 274 N. Goodman St., Suite A401 Rochester, N.Y. 14607 (585) 756-2444 www.os-cubed.com	6 ----- 7 / 7	1	70	Brochure websites, business-to-business websites, Web 2.0 and 3.0 real-time development, mobile platform development, real estate software, business-to-consumer software, not-for-profit websites, DotNetNuke and .NET experts	Midsized to large businesses, Web 2.0 entrepreneurs, non-profits, health care, manufacturing, consulting, real estate	Entrepreneurial software development, DotNetNuke module development, ASP.NET, VB.NET, SharePoint, Microsoft Office, VB ASP, Powershell, Exchange, MS SQL Server, Web, email and application hosting, computer server and desktop support, Microsoft-certified partner, independent software vendor	Champion Photochemistry Inc., Alvarez & Marsal Holdings LLC, Knowledge Atletes Inc., Allergy Asthma Immunology of Rochester, Volunteers of America, Thompson Health System	Lee Drake, president and CEO	2005
22.	Layer 8 Group 85 Allen St., Suite 200 Rochester, N.Y. 14608 (585) 442-8888 www.layer8group.com	5 ----- 17 / 17	1	40	.NET, VB.NET, ASP.NET, C#, PHP, DotNetNuke, Joomla, HTML, HTML5, Wordpress	Health IT, telecommunications, high technology, automotive, manufacturing	Web application development, Web hosting, server co-location, IT managed services, health IT consulting	Fantasy Football DraftSharks, Maximus Federal Services, Office of National Coordinator	Timothy Scahl, president, Cathleen Uhrich	2005
23.	S&W Technologies Inc. 23 Scarborough Park Rochester, N.Y. 14625 (585) 787-9799 www.swtechnologies.com	4 ----- 8 / 10	1	NA	Guardian safety solutions software, security software, visual survey data system, environmental survey solutions, graphical electronic dosimetry display system, real-time data monitoring	Nuclear and power industry, industrial, manufacturing, commercial and educational	Comprehensive software development and maintenance, licensing, hosting	Duke Energy Corp., Progress Energy Inc., American Electric Power Co. Inc., Ontario Power Generation Inc., U.S. Department of Energy	NA	2008
24.	New York Technology Partners - Rochester 332 Jefferson Road Rochester, N.Y. 14623 (585) 300-4720 www.nytpartners.com	4 ----- 6 / 150	1	100	Trading settlement systems, accounting systems, human resource systems	Financial, health care, retail, media and advertising	Consulting, custom software development	Bank of America, UBS Corp., Bloomingdales Inc., Saatchi & Saatchi Worldwide, Marsh McLennan Co., Education Dynamics LLC	Nick Bhatia, CEO	2006
	Pivcon Inc. 426 Bartell Lane Webster, N.Y. 14580 800-959-5370 www.pivcon.com	4 ----- 6 / 6	1	NA	Mobile and Web applications, Web services, application programming interfaces, databases, desktop apps, automation and system integration tools, business applications, automation	Commercial, health care, higher education, financial, manufacturing, non-profit, government	Custom software development, Web site development, IT consulting, IT project management, network engineering, virtualization migrations, hosting, business analytics and reporting	Monroe Community College, PharmaSmart International Inc., Light Fabrications, Day Automation Systems, FJHoldings LLC, True North Marketing	Brett Thompson, president and CEO	2002

*In case of ties, firms are ranked by total local employees.
Notes: Information was provided by individual software developers that responded to an email survey. The survey area was Monroe, Genesee, Livingston, Ontario, Orleans and Wayne counties.

¹ Technisource Inc. is a subsidiary of Spherion Corp.

² RTEmd is the dba for Real Time Enterprises Inc.

³ Formerly PM&L

NA - Not available

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If you would like your company to be considered for next year's list, or if there are any corrections or additions, please write to: Research, Rochester Business Journal, 45 East Ave., Suite 500, Rochester, N.Y. 14604; fax (585) 546-3398; or e-mail research@rbi.net.