

THE BUSINESS JOURNAL
Top 25 List

Web Development Firms

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Metro-area Web development firms ranked by revenue

Research by Kim Johnson

Rank 2001 Rank	Name Address, phone	Revenue FYE	Web designers Year founded ¹	Business breakdown:				Specialities ²	Notable clients ²	Top local executive Owner/Parent company Web site
				Appl. design	Visual layout	Web strat.	Other			
1	digital@jwt/Imaginet³ 1300 Nicollet Mall, Fifth floor Minneapolis, MN 55403 (612) 752-5500	\$55,000,000 Dec. 31, 2001	88 1991	35%	35%	15%	15%	E-business solutions, integrating strategy, user experience, architecture and development	RBC Dain Rauscher, Medtronic, ADC, Lawson, 3M, Kraft, Xerox	Scott Litman, Dan Mallin WPP Group of London www.imaginet.com ⁴
2	Larsen Design + Interactive 7101 York Ave. S., Suite 120 Edina, MN 55435 (952) 835-2271	\$8,326,606 June 30, 2001	8 1975	20%	30%	20%	30%	3D and environments, branding, motion graphics, identity/design services for interactive media	3M, Multifoods, GMAC-RFC, Carlson School of Management, Media Loft	Tim Larsen Tim Larsen www.larsen.com
3	Cornerstone Consulting 7701 France Ave. S., Suite 200 Edina, MN 55435 (612) 598-9630	\$7,500,000 Dec. 31, 2001	38 1999	20%	0%	10%	70%	Rapid development, business intelligence, application testing, EAI	ETrade, GMAC-RFC, U.S. Bancorp Piper Jaffray, Definity Health, Cargill	Clint Sawinski, Dave Rowe, Dean Nelson Cornerstone Consulting Inc. www.cornerstoneusa.com
4	Fourth Generation Inc. 380 Jackson St., Suite 251 St. Paul, MN 55101 (651) 767-8450	\$6,695,000 Dec. 31, 2001	NP 1985	85%	5%	5%	5%	Custom Java appl. dev., mobile and wireless Web interfaces, ASP content dev.	Carlson Wagonlit, Lawson Software, U.S. Bank, Wells Fargo, Lominger	Chaim Teitelbaum Chaim Teitelbaum www.fourthgen.com
5	Zentropy Partners 222 S. Ninth St., Suite 2955 Minneapolis, MN 55402 (612) 367-5136	\$6,000,000 Dec. 31, 2001	20 1999	20%	40%	30%	10%	CRM, online marketing, Web development	General Mills, Radisson Hotels and Resorts, Ralston Purina, H&R Block	Bob Safford InterPublic Group (IPG) www.zentropypartners.com
6	Yamamoto Moss 252 First Ave. N Minneapolis, MN 55401 (612) 375-0180	\$5,500,000 Dec. 31, 2001	9 1979	60%	30%	10%	0%	Brand strategy, information architecture, usability research, Web design, and e-commerce	Royal Caribbean Cruise Lines, Cargill, Celebrity Cruises	Hideki Yamamoto Hideki Yamamoto, Miranda Moss www.yamamoto-moss.com
7	Charter Solutions Inc. 11100 Wayzata Blvd., Suite 570 Minnetonka, MN 55305 (952) 545-1768	\$4,587,177 Dec. 31, 2001	32 1997	87%	7%	6%	0%	NP	Transport America, WebMD, U.S. Bank, Wells Fargo	Dee Thibodeau, Bill Leonard Dee Thibodeau, Bill Leonard www.chartersolutions.com
8	Datacom Consulting Corp. 7760 France Ave. S. Bloomington, MN 55435 (952) 886-7323	\$2,994,000 Dec. 31, 2001	15 1999	40%	10%	50%	0%	AP development, Web design and development	Best Buy, Wilsons Leather	Marc Strazzanti NP www.datacomconsulting.com
9	Object Partners Inc. 333 Washington Ave. N., Suite 106 Minneapolis, MN 55410 (612) 720-4960	\$2,866,805 Dec. 31, 2001	20 1996	70%	10%	20%	0%	Java, JSP, EJB, JMS, Web Logic Server, Web Sphere 3	H.B. Fuller, Wells Fargo, U.S. Bank	Chris Spurgat Chris and Swen Spurgat NP
10	CRC Marketing Solutions 6321 Bury Drive Eden Prairie, MN 55346 (952) 937-6000	\$2,540,992 Jan. 3, 2002	13 1979	26%	11%	36%	27%	Consulting, strategy, architecture, design, programming, database dev. and integration, transaction	CNS, 3M, Hutchinson Technology, Supervalu Pharmacies, Ecolab	Michael Lundeby Michael Lundeby www.crc-inc.com