

# Top 25 List

# Web Development & Design Firms

Metro-area Web development and design firms ranked by revenue

Research by Jera Peterson

Rank 2003 Rank	Name Address, phone	Revenue FYE	No. of Web designers Year founded <sup>1</sup>	% Business breakdown:					Specialties <sup>2</sup>	Notable clients <sup>2</sup>	Top local executive Owner/Parent company Web site
				Appl. design	Visual layout	Web strat.	Web dev.	Other			
1	<b>Connect@JWT<sup>3</sup></b> 1300 Nicollet Mall, Fifth floor Minneapolis, MN 55403 (612) 752-5500	<b>\$68,000,000</b> Dec. 31, 2003	75 1991	10%	35%	15%	25%	15%	Fully integrated digital and direct-marketing data services; division of J. Walter Thompson	3M, Ford, U.S. Marine Corps, Nestle, Unilever, Merrill Lynch, Cargill, United Healthcare	Scott Litman J. Walter Thompson www.digitaljw.com
2	<b>Cornerstone Consulting</b> 8200 Normandale Blvd., Suite 150 Bloomington, MN 55437 (952) 835-4500	<b>\$12,700,000</b> Dec. 31, 2003	49 1999	10%			25%	65%	Rapid development, data warehousing, application testing, application integration	F*Trade, GMAC RFC, Piper Jaffray, Definity Health, Cargill, Target	Clint Sawinski Cornerstone Consulting Inc. www.cornerstoneusa.com
3	<b>Zentropy Partners</b> 222 S. Ninth St., Suite 2955 Minneapolis, MN 55402 (612) 367-5136	<b>\$6,300,000</b> Dec. 31, 2003	20 1999	10%		20%	30%	40%	CRM, online marketing, Web development	General Mills, Radisson Hotels and Resorts, Purina, H&R Block, Nestle, Microsoft	Bob Safford Interpublic Group (IPG) www.zentropypartners.com
4	<b>Larsen</b> 7101 York Ave. S., Suite 120 Edina, MN 55435 (952) 835-2271	<b>\$5,862,291</b> Dec. 31, 2003	8 1975	10%	20%	20%	20%	30%	Brand strategy, naming and identity, interactive media, motion graphics, DVD/CD-ROM, 3D	3M, Multifoods, GMAC RFC, Carlson School of Management, Media Loft	Tim Larsen Tim Larsen www.larsen.com
5	<b>Charter Solutions Inc.</b> 11100 Wayzata Blvd., Suite 570 Minnetonka, MN 55305 (952) 545-1768	<b>\$3,603,897</b> Dec. 31, 2003	40 1997	15%	10%	25%	40%	10%	Web application dev., application integration, e-commerce, Web services, Web strategy	Transport America, WebMD, U.S. Bank, Wells Fargo	Doc Thibodeau Doc Thibodeau, Bill Leonard www.chartersolutions.com
6	<b>Tenth Floor</b> 119 N. Fourth St., Suite 310 Minneapolis, MN 55343 (612) 375-1010	<b>\$3,500,000</b> Dec. 31, 2003	4 2001	NP	NP	NP	NP	NP	Content management, Web development, online branding	Honeywell, Dow Chemicals, Walt Disney	Alberto Marzan NA www.10floor.com
7	<b>Space150</b> 212 Third Ave. N., Suite 150 Minneapolis, MN 55401 (612) 332-6458	<b>\$3,000,000</b> Dec. 31, 2003	5 2000		5%	5%	85%	5%	High-end Web dev. includes 3D, video streaming, Flash, advanced cold fusion; back-end dev.	Fair Isaac, Lakeshore Entertainment, William & Mary School of Business	William Jurewicz William Jurewicz www.space150.com
8	<b>Object Partners Inc.</b> 333 Washington Ave. N., Suite 106 Minneapolis, MN 55410 (612) 373-9464	<b>\$2,509,000</b> Dec. 31, 2003	24 1996	50%			50%	0%	Custom software development, enterprise applications, Tibco	Wells Fargo, UHG, GE Fleet, Thomson West, Carlson Cos.	Chris Spurgal Chris and Gwen Spurgal www.objectpartners.com
9	<b>Datacom Consulting Corp.</b> 7760 France Ave. S. Bloomington, MN 55435 (952) 886-7323	<b>\$2,300,000</b> Dec. 31, 2003	15 1999	30%	20%	10%	40%		AP development, Web design and development	Best Buy, Carlson Cos., Manhattan Toy	Marc Strazzanti NP www.datacomconsulting.com
10	<b>Badiyan Inc.</b> 720 W. 94th St. Minneapolis, MN 55420 (952) 838-5507	<b>\$2,100,000</b> March 1, 2003	12 1974	20%	20%	20%	40%		NP	West Group, IBM, 3M	Chad Badiyan NP NP
	<b>Greenhorne &amp; Oursel Inc.</b>	<b>\$1,766,586</b>	151	20%	10%	20%	50%		Advanced technologies, business	MetLife, Citicorp	Dan Wisniewski