

## WEB DEVELOPMENT FIRM

LARGEST METRO-AREA WEB DEVELOPMENT FIRMS RANKED BY REVENUE (ORIGINALLY PUBLISHED 12/08/00)

Rank 1999	Rank	Name, address, telephone	Revenues <sup>1</sup>	Web designers Year founded	Business breakdown:				Specialties <sup>2</sup>	Notable clients <sup>2</sup>
					Appl. Design	Visual layout	Strat.	Other		
1	2	<b>Syntegra USA Inc.</b> <sup>3</sup> 4201 Lexington Ave. N. Arden Hills, MN 55126 (651) 415-4860	\$720,000,000	35 1993	70%	0%	30%	0%	Consulting, strategy, security, development architecture, design and integration	Unilever, Carsoup.com, IBS
2	1	<b>Risdall Linnihan Advertising Interactive</b> 2475 15th St. N.W. New Brighton, MN 55112 (651) 631-1098	\$38,940,214	17 1994	32%	31%	17%	20%	Search engine optimization, site promotion and branding	Honeywell, 3M, Pillsbury
3	NR	<b>Zamba Solutions</b> <sup>4</sup> 3033 Excelsior Blvd. Minneapolis, MN 55416 (612) 832-9800	\$29,000,000	80 1994	25%	25%	25%	25%	Web-enabled business solutions and e-business	General Mills, U.S. Bancorp. Piper Jaffray, Best Buy Inc.
4	NR	<b>Rainier</b> 1660 S. Hwy 100 St. Louis Park, MN 55416 (952) 595-8895	\$17,044,000	143 1994	45%	10%	20%	25%	Web-enabling infrastructure, legacy system integration and readiness assessment	Capella Education, Midwest Wireless, General Mills
5	6	<b>Imaginet</b> 1300 Nicollet Mall, Fifth floor Minneapolis, MN 55403 (612) 752-5500	\$14,000,000	24 1991	34%	25%	10%	31%	Planning and development of e-business/commerce, intranet and extranet	Dain Rauscher, Express Scripts, Goodyear
6	16	<b>Multicorp Solutions Inc.</b> <sup>5</sup> 10900 73rd Ave. N. Maple Grove, MN 55369 (763) 424-7300	\$13,200,000	8 1995	50%	35%	15%	0%	Custom Web applications, e-commerce, layout and design, Internet, creativity and hosting	Home Valu, Skyline, Hirshfields
7	3	<b>Larsen Design + Interactive</b> 7101 York Ave. S., Suite 120 Edina, MN 55435 (952) 835-2271	\$9,098,585	14 1975	20%	30%	20%	30%	Branding, identity and design services for interactive 3D print and media	General Mills, Remedy, Hormel Foods
8	15	<b>Wizmo Inc</b> <sup>6</sup> 7615 Golden Triangle Drive Eden Prairie, MN 55344 (952) 914-2200	\$8,000,000	60 1993	40%	30%	30%		NP	Tradair.com, Buting.com, Champion Airlines
9	10	<b>Martin/Williams Advertising</b> 60 S. Sixth St., Suite 2800 Minneapolis, MN 55402 (612) 340-0800	\$7,100,000	6 1996	10%	60%	10%	20%	Traffic enhancing programs, e-commerce, strategic planning, usability research	Rooster.com, Carlson Cos., Powertel
10	4	<b>Zentropy Partners</b> <sup>7</sup> 33 S. Sixth St. Minneapolis, MN 55402 (612) 339-1200	\$6,600,000	40 1999	20%	50%	30%		NP	The Toro Co., Radisson, Andersen Windows
11	NR	<b>Javelin Solutions</b> 100 N. Sixth St., Suite 210C Minneapolis, MN 55403 (612) 752-1700	\$6,500,000	18 1996	60%	20%	15%	5%	Integrated e-business solutions	Cargill, Novopoint, Union Bank of CA
12	4	<b>iPares Ltd.</b> <sup>8</sup> 333 Washington Ave. N., Suite 417 Minneapolis, MN 55401 (612) 215-2300	\$5,320,000	NP 1996	60%	25%	15%		Mobile enabled Web sites, integration and performance market	3M, Motorola, Miracle Ear
13	18	<b>Management Specialties</b> 9298 Central Ave. N., Suite 421 Blaine, MN 55434 (763) 784-3512	\$2,800,000	15 1995	5%	50%	35%	10%	Web-site planning, e-commerce, Internet marketing and consulting	United Defense, Vincent Metal Goods, Twin Cities Guide
14	25	<b>Greenbrier &amp; Russel Inc.</b> 605 N. Highway 169, Suite 301 Plymouth, MN 55441 (763) 595-9600	\$2,700,000	38 1984	25%	7%	20%	48%	Business Intelligence, e-business strategy and integration	Medtronic, Cargill, eBent
15	11	<b>Colle &amp; McVoy Inc.</b> 8500 Normandale Lake Blvd., Suite 2400 Bloomington, MN 55437 (952) 897-7500	\$2,500,000	8 1995	30%	40%	30%		Web site design, online branding, strategic planning	Weather Shield, Pfizer Animal Health, Purina
15	NR	<b>The Nancekivell Group</b> 400 N. First St., Suite 100 Minneapolis, MN 55410 (612) 341-8003	\$2,500,000	9 1982	10%	50%	40%		Strategic planning, branding, user testing, and integrated communications	Supervalu, U.S. Bancorp, Toro
15	NR	<b>Yamamoto Moss</b> 252 First Ave. N. Minneapolis, MN 55401 (612) 375-0180	\$2,500,000	9 1979	60%	30%	10%	0%	Brand strategy, information architecture, usability research, Web design, and e-commerce	Royal Caribbean Cruise Lines, Cargill, Novopoint
18	13	<b>Barr Information Technology Services</b> 4700 W. 77th St. Edina, MN 55435 (952) 832-2999	\$2,411,000	4 1966	25%	25%	25%	25%	Navigation, planning/scope and project management, compliance Web-based applications	ISEEK.org, Minnesota State High School League
19	25	<b>Ciceron Interactive Solutions</b> 126 N. Third St., Suite 405 Minneapolis, MN 55401 (612) 204-1919	\$2,200,000	NP 1995	40%	33%	10%	17%	E-commerce, e-business strategy, user-experience design and site traffic generation	Robins, Kaplan, Miller & Ciresi, Hazelden, Compass Entertainment
20	9	<b>Periscope Interactive</b> 921 Washington Ave. S. Minneapolis, MN 55415 (612) 339-2100	\$2,050,000	20 1994	15%	50%	35%		Web design/development, strategic planning, interactive marketing and broadband	Arctic Cat, Interelate, 3M
21	17	<b>Informat Inc.</b> 531 Snelling Ave. S. St. Paul, MN 55116 (651) 690-3333	\$2,000,000	9 1994	40%	40%	20%		Java, HTML and Oracle	Country Roads, Miller Meester Advertising Inc., Genetiporc Inc.
22	20	<b>Designstein Inc.</b> 800 Washington Ave N. Minneapolis, MN 55401 (612) 339-0690	\$1,500,000	4 1992	NP	NP	NP	NP	Full-service Web design agency emphasizes managing corporate or brand identity	Clairol, 3M, Faegre & Benson
22		<b>Bitstream Underground Inc.</b> 212 Third Ave. N., Suite 490	\$1,500,000	15 1994	35%	35%	30%		Database development and integration, interactive design	Heinz, Great Awakenings, M&M/Mars