Tech Company of the Year Over $50 Million in Revenue

Blackboard Inc.

Blackboard is the world’s leading education technology company. It challenges conventional thinking and advances new models of learning in order to reimagine education and make it more accessible, engaging and relevant to the modern day learner and the institutions that serve them. Blackboard’s mission is to help every learner achieve their full potential by inspiring a passion for lifelong learning.

Blackboard is the undisputed and most storied leader in the highly-competitive and highly-saturated education technology industry. Moreover, though the edtech space has not traditionally been thought of as a particularly earth-shattering tech hotspot, over the past year the industry has seen a dramatic surge in innovation - spearheaded by Blackboard. Learners - and their desire for new education models - are the real drivers of edtech innovation, making the company’s learner-centric philosophy all the more important. The company is building a new way for teaching and learning to happen. This year, the company reoriented to be more market and customer-facing so that it could better help them address the challenges they face today and into the future. Blackboard’s new mission of “reimagining education” drives the company’s focus, which includes building and delivering technology that enables a new way for teaching and learning to happen. The company also launched an innovative portfolio of technology services and solutions. With a new CEO, new management team and new corporate strategy, the company has been acutely focused on delivering on a new agile strategy that not only supports customer institutions with their most pressing challenges, but also advances the educational industry through product innovation.

Cvent

Cvent, Inc. is a leading cloud-based enterprise event management platform, with more than 1,450 employees and more than 12,650 customers worldwide.

In 1999, Cvent was a local start-up that flew out of the gate with $17 million in start-up funding, 126 employees and a bustling operation. Then, the dot-com bubble burst in March 2000, and the September 11, 2001 attacks put a major damper on the event industry. By December, Cvent had to cut nearly 75% of its staff and faced the biggest challenge of surviving and rebuilding a company basically from scratch. Cvent went back to its three basics: hiring the best people, servicing its customers and providing the best products. By January 2003, the company became cash flow positive and all of its senior management team from the beginning were still intact. In July 2011, the company received its first round of funding in over a decade – a $136 million investment – which the Wall Street Journal at the time called the largest in the software industry since 2007. In August 2013, Cvent’s “near to death” story became a true Cinderella story. The company raised $135 million during its IPO and its stock priced at $21 per share, which rapidly rose to $38 during opening day, exceeding many people’s expectations. Cvent accomplished so much in its first 15 years and last year’s IPO capitalized the company’s ongoing success. Cvent set not only the bar being one of the few tech companies in DC/MD/VA to go through an IPO. The IPO last year was just one of many milestones the company has yet to come. Cvent plans to hire over 500 employees across all of its offices around the world this year alone.
K2M, Inc.

K2M Group Holdings, Inc. is a global medical device company focused on designing, developing and commercializing innovative complex spine and minimally invasive spine technologies and techniques used by spine surgeons to treat some of the most difficult and challenging spinal pathologies. K2M has leveraged these core competencies to bring to market an increasing number of products for patients suffering from degenerative spinal conditions. These technologies and techniques, in combination with a robust product pipeline, enable the company to favorably compete in the global spinal surgery market.

The K2M product portfolio includes industry-leading products which enable surgeons to more effectively treat the world’s most complex spinal disorders. K2M strives to provide the highest quality products and services with the ultimate goal of improving the lives of surgical patients.

FDA clearance of CASPIAN Occipital Anchor marks the latest addition to K2M’s complex spine portfolio. It provides surgeons—specifically those in the neurosurgical community—with another option in the CASPIAN product family, and allows for fixation behind the occiput, anchoring posterior cervical and thoracic constructs to the spine. The system provides a strong alternative to mid-line fixation and allows for flexible implant positioning to accommodate varying patient anatomy. In addition to enhancing its complex spine portfolio, K2M also continued the global expansion of its minimally invasive technologies with the introduction of SERENGETI in Japan and the launch of CAYMAN Minimally Invasive in the United States, Australia and the United Kingdom. The Pharmaceuticals and Medical Devices Agency (PMDA) clearance of SERENGETI in Japan allows for sale and distribution of SERENGETI and MESA in Japan.

Opower

Working with more than 95 utility partners and serving more than 50 million homes and businesses across nine countries, Opower is a leading provider of cloud-based software to the utility industry, transforming the way utilities relate to their customers. By combining data management, insightful analytics, and behavioral science, Opower’s customer engagement platform positions utilities as trusted energy advisors.

Opower’s success in providing over 95 utility companies worldwide with the tools to help them revolutionize their relationships with their customers, as well as its success in driving down world energy consumption through behavior change alone, make it a great candidate for 2014 Tech Company of the Year. Opower is disrupting the way utilities communicate with their customers and the way those customers consume energy. Through data management, insightful analytics, and behavioral science, Opower enables utility partners to be trusted energy advisors to their customers. Opower’s core solutions – customer engagement, energy efficiency, demand response and thermostat management – offer utilities the ability to create stronger relationships with their customers. Opower’s platform leverages data to deliver personalized insights and communications on the right channel at the right time – using behavioral science techniques to transform the way people consume energy. No other company has the same combination of analytics capabilities, innovative solutions and international
reach. Opower is a double bottom line company, pursuing positive social and environmental changes while serving as a trusted partner to many utilities worldwide. Opower recently helped utility customers save a total of five terawatt hours of energy, enough to take all the homes in the state of New Hampshire (population 1.3 million) off the grid for an entire year. Overall, Opower has reduced customers’ utility bills by $551 million and abated 7.6 billion pounds of CO2 emissions.

Vencore

Vencore is a proven information solutions, engineering and analytics company that helps customers across government solve their most complex challenges. For more than 40 years, Vencore has designed, developed and delivered mission-critical solutions as customers’ trusted partner. The company’s innovations in cyber security, data analysis and technology, and its focus on research, ensure it remains ahead of the ever changing demands in the market.

Vencore should be named the 2014 Tech Company of the Year because of its commitment to providing customers with the very best services and solutions, by using leading-edge technology and processes. The company’s innovations in cyber security, data analysis and technology, and its focus on research, ensure Vencore remains ahead of the ever-changing demands in the market. Vencore has positioned itself for growth, and, through a series of meaningful acquisitions, has not only doubled in size (both personnel and revenue), but also nearly doubled its portfolio of offerings which will allow the company to expand its reach into a broader range of markets. Vencore has invested millions of dollars of IRAD funds in areas critical to our nation’s future. The executive leadership team considers IRAD to be a key component to the company’s growth, and its ability to deliver high-impact analytical and technical expertise to solve the nation’s most complex problems.

Virtustream

Virtustream is a cloud computing company trusted by enterprises and federal agencies to migrate and run their mission-critical software applications in the cloud. Its enterprise-class cloud solutions meet the security, compliance, performance and efficiency requirements needed to manage the most complex mission-critical applications across hybrid, private or public cloud environments.

As one of the most exciting cloud companies in North America, Virtustream should be named the 2014 Tech Company of the Year thanks to its outstanding leadership team, innovative consumption-based (“pay-as-you-go”) billing model, industry-leading security features, and award-winning products. The company’s vision, technology and deep understanding of the market has enabled it to stand out in an extremely competitive field. Virtustream’s patented Micro-VM (µVM) technology is the first of its kind and has changed the competitive landscape for consuming, billing and managing cloud computing technology. Most cloud computing technology is based on a fixed size of compute and memory. One of Virtustream’s core competitive differentiators is its resource optimization technology for enabling application-level SLAs and consumption-based billing. In paying for computing resources based on actual usage as opposed to VM-hours, Virtustream Cloud or xStream software users reap immediate benefits
on their bottom line. Virtustream also provides unrivaled levels of security as one of the only vendors to receive a five out of five rating from Gartner. With its recent acquisition of privately-held ViewTrust Technology, Inc., an advanced security and compliance technology firm specializing in solutions for government customers worldwide, Virtustream is well positioned to enhance its portfolio of products, adding security-related IP to both the hybrid and core policy engine.