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This week's list

# Biggest telecommunications companies in B.C.

Ranked by number of employees in B.C.

Rank '09/ '08	Company	Phone Fax Internet	Majority owner(s)	Head office	Top local executive(s)	Year founded	Revenues '08/ '07	Products or services	Total staff worldwide '09/ '08	Local employees '09/ '08
1/ 1	<b>Telus Corp</b> 555 Robson St Vancouver V6B 3K9	1-800-667-4871 604-899-9228 <a href="http://www.telus.com">www.telus.com</a>	Widely held	Vancouver	Darren Entwistle, president and CEO	1998	\$9.7 billion/ \$9.1 billion	Wireline and wireless products and services including data, Internet protocol (IP), voice, entertainment and video services	36,600/ 34,344 <sup>1</sup>	<b>8,800/</b> 8,600 <sup>1</sup>
2/ 2	<b>Shaw Communications Inc</b> 1067 Cordova St W Suite 900 Vancouver V6C 3T5	604-629-3300 604-629-3301 <a href="http://www.shaw.ca">www.shaw.ca</a>	JR Shaw	Calgary	Jim Shaw, CEO and vice-chairman, JR Shaw, chair, Peter Bissonnette, president	1966	\$3.1 billion <sup>2</sup> / \$2.8 billion <sup>2</sup>	Residential and business broadband cable television, Internet and digital phone, business data networking, broadcast video and business voice	10,100/ 9,220	<b>3,600/</b> 3,313
3/ 3	<b>Rogers Communications Inc</b> 4710 Kingsway Suite 1600 Burnaby V5H 4W4	604-431-1400 604-431-1414 <a href="http://www.rogers.com">www.rogers.com</a>	TSX:RCI.B	Toronto	Nadir Mohamed, president and CEO, Rogers Communications Inc., Gordon Nelson, vice-president, general manager	1983	\$11.3 billion <sup>2</sup> / \$10.1 billion <sup>2</sup>	Wireless services, high-speed Internet access and local, long-distance and related wireline services	29,200/ 27,900	<b>2,554/</b> 2,624
4/ NR	<b>Bell</b> 2955 Virtual Way Suite 200 Vancouver V5M 4X6	604-678-7400 604-678-4799 <a href="http://www.bell.ca">www.bell.ca</a>	TSX, NYSE:BCE	Montreal	Charles Brown, president, western region	1999	NP/ NP	Wireless communications, high-speed Internet, digital television, VoIP, integrated ICT services including managed services, professional services and consulting	NP/ NP	<b>1,475/</b> NP
5/ 4	<b>PMC-Sierra Inc</b> 2700 Production Way Suite 100 Burnaby V5A 4X1	604-415-6000 604-415-6200 <a href="http://www.pmc-sierra.com">www.pmc-sierra.com</a>	Nasdaq:PMCS	Santa Clara, CA	Greg Lang, president and CEO, Colin Harris, COO	1992	\$525.1 million <sup>3</sup> / \$449.4 million <sup>3</sup>	Semiconductor solutions for enterprise storage, wide area network infrastructure, fibre to the home and laser printer/SMB NAS markets	NP/ NP	<b>496/</b> 595

6/7	<b>Glentel Inc</b> 8501 Commerce Crt Burnaby V5A 4N3	604-415-6500 604-415-6565 <i>www.glentel.com</i>	TSX:GLN	Burnaby	Thomas Skidmore, chair, president and CEO	1963	\$289.3 million/ \$221.6 million	Wireless communications	1,400/ 1,300	<b>278</b> <sup>4</sup> / 258
7/9	<b>Argus Technologies Ltd</b> 5700 Sidley St Burnaby V5J 5E5	604-436-5900 604-436-1233 <i>www.argus.ca</i>	Privately held	Burnaby	Mark Schnarr, president and CEO, John Kalbfleisch, COO	1986	NP/ NP	Specialist in the design and manufacture of DC power systems for the telecommunications industry, including outdoor power enclosures, rectifiers, converters and system controllers	NP/ NP	<b>250</b> / 250
8/8	<b>Sierra Wireless Inc</b> 13811 Wireless Way Richmond V6V 3A4	604-231-1100 604-231-1109 <i>www.sierrawireless.com</i>	TSX:SW	Richmond	Jason Cohenour, CEO, David McLennan, CFO	1993	\$567.3 million <sup>3</sup> / \$439.9 million <sup>3</sup>	Wireless data cards, modems and modules	NP/ 399	<b>232</b> / 252
9/6	<b>Nokia</b> 9200 Glenlyon Pkwy Burnaby V5J 5J8	604-456-5400 604-456-5454 <i>www.nokia.com</i>	NYSE:NOK	Espoo, Finland	Brad Lowe	1865	\$79.1 billion <sup>5</sup> / \$71.1 billion <sup>5</sup>	Wireless/mobile communications and Internet experiences	NP/ 112,262	<b>215</b> <sup>6</sup> / 415
10/10	<b>DDS Wireless International Inc</b> 11920 Forge Pl Richmond V7A 4V9	604-241-1441 604-241-1440 <i>www.ddswireless.com</i>	TSX:DD	Richmond	Vari Ghai, president and CEO	1987	\$33.5 million/ \$20.6 million	Wireless mobile data solutions	183/ 202	<b>125</b> / 119
11/10	<b>WebTech Wireless Inc</b> 4299 Canada Way Suite 215 Burnaby V5G 1H3	604-434-7337 604-434-5270 <i>www.webtechwireless.com</i>	TSX:WEW	Burnaby	Cameron Fraser, COO, CTO, Anwar Sukkarie, president and CEO, Neil Chan, vice-president worldwide, sales and marketing, Scott Edmonds, CFO	1999	\$20.8 million/ \$15.3 million	Turnkey wireless location-based and telematics services for vehicles	144/ 135	<b>119</b> / 119
12/11	<b>Vecima Networks Inc</b> 4210 Commerce Circle Victoria V8Z 6N6	250-881-1982 250-881-1974 <i>www.vecima.com</i>	TSX :VCM	Victoria	Surinder Kumar, chair, president and CEO, Hugh Wood, COO, Mike Barry, CFO	1988	\$120.6 million/ \$93.7 million	Broadband hardware manufacturer	915/ 838	<b>116</b> / 114
13/14	<b>Alpha Technologies Ltd</b> 4084 McConnell Crt Burnaby V5A 3N7	604-430-1476 604-430-8908 <i>www.alpha.com</i>	Privately held	Burnaby	Mark Schnarr, president and CEO	1977	NP/ NP	Outdoor and indoor uninterruptible power supply (UPS) products and solutions for CATV, telecom, datacom, security, traffic, parking and health-care industries	NP/ NP	<b>110</b> / 91 <sup>7</sup>
14/12	<b>Navigata Communications Ltd</b> 949 3rd St W Suite 121 North Vancouver V7P 3P7	604-990-2000 604-990-2020 <i>www.navigata.ca</i>	SaskTel	North Vancouver	Jim Pitt, president and CEO, J. Owen Gilbert, vice- president, carrier sales	1957	\$61.0 million/ \$61.0 million	Advanced telecommunications solutions including dedicated Internet access, data centre services, VOIP, long distance and data networking.	112/ 132	<b>102</b> / 109
15/15	<b>Times Telecom Inc</b> 5811 Cooney Rd Suite N400 Richmond V6X 3M1	604-278-2778 604-278-2793 <i>www.timestelecom.ca</i>	Key West Global Telecommunications Berhad	Richmond	Alan Yong, chair and CEO, Terry Bahar, president	2002	\$15.0 million/ \$15.0 million	Long distance, Internet, wireless, VoIP, teleconferencing, Billspay, eRemit, Mobile eLoad	271/ 250	<b>89</b> / 80
16/13	<b>Tranzeo Wireless Technologies Inc</b> 19473 Fraser Way Pitt Meadows V3Y 2V4	604-460-6002 604-460-6005 <i>www.tranzeo.com</i>	TSX:TZT	Pitt Meadows	James Tocher, president and CEO, Doug Howes, CFO	2000	NP/ \$18.4 million	Designer and manufacturer of wireless broadband and WiMAX network products	93/ 125	<b>87</b> / 108
17/16	<b>Radiant Communications Corp</b>	604-692-4539 604-608-0999 <i>www.radiant.net</i>	TSX-V:RCN	Vancouver	David Buffett, president and CEO	1996	\$24.9 million/ \$21.8	Broadband Internet, MPLS private networking, digital	93/ 87	<b>80</b> / 73

	1050 Pender St W Suite 1600 Vancouver V6E 4T3						<i>million</i>	voice, hosted exchange 2007, web hosting, and virtual dedicated server hosting (VMWare)		
<b>18/17</b>	<b>Call Select Inc</b> 1155 Pender St W Suite 308 Vancouver V6E 2P4	604-630-5555 604-638-2222 <i>www.callselect.ca</i>	Phonetime International Inc.	Vancouver	Donald Kim, director sales and marketing, Stan Cohen, president, John Schilling, vice-president	2004	\$16.5 million/ <i>\$12.5 million</i>	Long-distance provider	150/ <i>NP</i>	<b>70/70</b>
<b>19/18</b>	<b>Cadex Electronics Inc</b> 22000 Fraserwood Way Richmond V6W 1J6	604-231-7777 604-231-7750 <i>www.cadex.com</i>	Isidor Buchmann	Richmond	Bill Campbell, Isidor Buchmann, president and CEO	1980	<i>NP/ \$16.0 million</i>	Battery chargers and analyzers	<i>NP/ 72</i>	<b>69<sup>8</sup>/69</b>
<b>20/22</b>	<b>Protel Network Design Ltd</b> 24537 50 Ave Langley V2Z 1E3	604-857-2225 604-856-4165 <i>www.protel.ca</i>	NP	Langley	Luke Favel, operations controller, Ron May, president, Rhianna May	1983	\$4.3 million/ <i>\$3.9 million</i>	Communication design and implementation, specifically network links including cabling, fibre and wireless	132/ <i>43</i>	<b>68/43</b>
<b>21/19</b>	<b>Daniels Electronics Ltd</b> 43 Erie St Victoria V8V 1P8	250-382-8286 250-382-6139 <i>www.danelec.com</i>	Privately held	Victoria	Robert Small, president, Gerry Wight, vice-president, sales and marketing	1950	\$16.5 million/ <i>\$18.5 million</i>	Land mobile radio base stations and mobiles	65/ <i>65</i>	<b>65/65</b>
<b>21/19</b>	<b>Peer 1 Network Enterprises Inc</b> 555 Hastings St W Suite 1000 Vancouver V6B 4N5	604-683-7747 604-683-4634 <i>www.peer1.com</i>	Sutton Group Financial Services Ltd. (25.4%)	Vancouver	Fabio Banducci, president and CEO	1999	\$95.2 million <sup>9</sup> / <i>\$79.9 million<sup>9</sup></i>	Co-location, managed and self-managed dedicated servers	290/ <i>295</i>	<b>65<sup>8</sup>/65</b>
<b>23/21</b>	<b>CounterPath Corporation</b> 505 Burrard St Suite 300 Vancouver V7X 1M3	604-320-3344 604-320-3399 <i>www.counterpath.com</i>	TSX-V:CCV	Vancouver	Donovan Jones, president and CEO	2003	\$9.1 million/ <i>\$5.7 million</i>	Desktop and mobile VoIP software products and solutions, including SIP-based softphones, server applications and Fixed Mobile Convergence (FMC) solutions	89/ <i>NP</i>	<b>51/NP</b>
<b>24/NR</b>	<b>Norsat International Inc</b> 4020 Viking Way Suite 110 Richmond V6V 2L4	604-821-2800 604-821-2801 <i>www.norsat.com</i>	TSX:NII	Richmond	Amiee Chan, president and CEO, Eugene Syho, CFO	1977	\$181.0 million/ <i>\$16.5 million</i>	Satellite communications equipment and services	54/ <i>53</i>	<b>45/44</b>
<b>25/25</b>	<b>Urban Communications Inc</b> 4647 Hastings St Burnaby V5C 2K6	604-439-8545 604-320-1607 <i>www.ubn.ca</i>	TSX-V:UBN	Burnaby	Murray Klippenstein, CEO	2000	<i>NP/ NP</i>	Broadband Internet service provider, network operator, network construction	<i>NP/ 36</i>	<b>36<sup>8</sup>/36</b>
<b>26/26</b>	<b>North American Telecommunications Group</b> 1585 Cliveden Ave Suite 9 New Westminister V3M 6M1	604-526-2129 604-526-5972 <i>www.natgtelecom.com</i>	Privately held	Abbotsford	Alan Muirhead, general manager	1980	\$5.2 million/ <i>\$5.0 million</i>	Authorized manufacturer representatives for NEC and Nortel communication products (wireless, call centre, VoIP, voicemail, paging, headsets, conference units, network equipment, WLAN)	33/ <i>34</i>	<b>33/34</b>
<b>27/23</b>	<b>MetroBridge Networks International Inc</b> 1030 Georgia St W Suite 918 Vancouver V6E 2Y3	604-628-1240 604-628-2650 <i>www.metrobridge.com</i>	TSX:MEB	Vancouver	Dorian Banks, CEO and co-founder	2000	\$6.9 million/ <i>\$3.7 million</i>	Internet service provider, LAN extensions, point-to-point connections and value-added services which include VoIP, MS Exchange, offsite backup and recovery, and co-location	55/ <i>110</i>	<b>28/40</b>

Sources: Interviews with representatives of the above companies and *BIV* research. NP Not provided NR Not ranked 1- As of September 30, 2007 2- National

revenues 3- U.S. dollars 4- *BIV* estimate 5-  
Converted from Euros 6- Roughly 200 employees  
laid off from discontinuing of device hardware  
development 7- 2007 figure 8- 2008 figure 9-  
Converted from U.S. dollars