

Biggest telecommunications companies in B.C.

Ranked by number of employees in B.C.

Source: *Business in Vancouver* # 1015

Rank '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
1/7	Telus Corp 555 Robson St Vancouver V6B 3K9	800-867-4871 604-699-9228 www.telus.com	TSX:T, NYSE:TU	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/ 36,600	8,800/ 8,600 ¹
2/2	Shaw Communications Inc 1067 Cordova St W Suite 900 Vancouver V6C 3T5	604-629-3300 604-629-3301 www.shaw.ca	JR Shaw	Calgary	JR Shaw, chair, Jim Shaw, CEO and vice-chairman, Peter Bissonnette, president	1966	\$3.1 billion ² / \$2.8 billion ²	Residential and business broadband cable television, Internet and digital phone, business data networking, broadcast video and business voice	10,100/ 9,220	3,600/ 3,313
3/3	Rogers Communications Inc 4710 Kingsway Suite 1600 Burnaby V5H 4W4	604-431-1400 604-431-1414 www.rogers.com	TSX:RCI.B	Toronto	Nadir Mohamed, president and CEO, Rogers Communications Inc., Gordon Nelson, vice-president, general manager	1983	\$11.3 billion ² / \$10.1 billion ²	Wireless voice and data services, including seamless wireless roaming across the U.S. and more than 200 countries, wireless broadband services across Canada using its 2.5 GHz fixed wireless spectrum	29,200/ 27,900	2,554/ 2,624
4/NR	Bell³ 2355 Virtual Way Suite 200 Vancouver V5M 4X6	604-678-7400 604-678-4759 www.bell.ca/west	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	1,475/ NP
5/4	PMC-Sierra Inc 8555 Baxter Pl Burnaby V5A 4V7	604-415-8000 604-415-8200 www.pmc-sierra.com	Nasdaq:PMCS	Santa Clara, CA	Greg Lang, president and CEO, Colin Harris, COO	1992	\$525.1 million ⁴ / \$448.4 million ⁴	Semiconductor solutions for enterprise storage, wide area network infrastructure, fibre to the home and laser printer/SMB NAS markets	NP/ 1,064	496/ 595
6/7	Glentel Inc 8501 Commerce Crt Burnaby V5A 4N3	604-415-6500 604-415-6565 www.glentel.com	TSX:GLN	Burnaby	Thomas Skidmore, chair, president and CEO	1963	\$289.3 million/ \$221.6 million	Wireless communications	1,400/ 1,300	278 ⁵ / 258
7/9	Argus Technologies Ltd 5700 Sidley Ave Burnaby V5J 5E5	604-436-5900 604-436-1233 www.argus.ca	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	250/ 250
8/8	Sierra Wireless Inc 13811 Wireless Way Richmond V6V 3A4	604-221-1100 604-231-1109 www.sierrawireless.com	TSX:SW	Richmond	Jason Cohenour, CEO, David McLennan, CFO	1993	\$604.8 million ⁶ / \$472.5 million ⁶	Wireless data cards, modems and modules	NP/ 542	232/ 252
9/6	Nokia 5200 Glenlyon Pkwy Burnaby V5J 5J8	604-456-5400 604-456-5454 www.nokia.com	NYSE:NOK	Espoo, Finland	Brad Lowe	1865	\$79.1 billion ⁷ / \$71.1 billion ⁷	Wireless/mobile communications and Internet experiences	NP/ 112,262	215 ⁸ / 415
10/10	WebTech Wireless Inc 4298 Canada Way Suite 215 Burnaby V5G 1H3	604-434-7337 604-434-5270 www.webtechwireless.com	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	119/ 119
11/11	Vecima Networks Inc 4210 Commerce Circle Victoria V8Z 6N6	250-981-1982 250-981-1974 www.vecima.com	Dr. Surinder Kumar, Dr. Hugh Wood	Victoria	Mike Barry, CFO, Surinder Kumar, chair, president and CEO, Hugh Wood, COO	1988	\$120.6 million/ \$93.7 million	Broadband hardware manufacturer	915/ 838	116/ 114
12/14	Alpha Technologies Ltd 4084 McConnell Crt Burnaby V5A 3N7	604-430-1476 604-430-8908 www.alpha.com	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	110/ 91 ⁹
13/12	Navigata Communications Ltd 949 3rd St W Suite 121 North Vancouver V7P 3P7	604-990-2000 604-990-2020 www.navigata.ca	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	102/ 109
14/10	DDS Wireless International Inc 11920 Forge Pl Richmond V7A 4V9	604-211-1441 604-211-1440 www.ddswireless.com	Ghai Investments	Richmond	Vari Ghai, Chair and CEO	1987	\$33.5 million/ \$20.6 million	Wireless mobile data solutions	186/ 183	97/ 103
15/15	Times Telecom Inc 5811 Cooney Rd Suite N400 Richmond V6X 3M1	604-279-8787 604-279-8775 www.times telecom.ca	Key West Global Telecommunications Berhad	Richmond	Terry Bahar, president, Alan Yong, CEO	2002	\$15.0 million/ \$15.0 million	Long distance, Internet, wireless, VoIP, teleconferencing, Billpay, eRemit, Mobile eLoad	271/ 250	89/ 80
16/13	Tranzeo Wireless Technologies Inc 19473 Fraser Way Pitt Meadows V3Y 2V4	604-460-6002 604-460-8005 www.tranzeo.com	TSX:TZT	Pitt Meadows	James Tocher, president and CEO, Doug Howes, CFO	2000	\$19.4 million/ \$18.4 million	Designer and manufacturer of wireless broadband and WiMAX network products	93/ 89	87/ 81
17/16	Radiant Communications Corp 1050 Pender St W Suite 1600 Vancouver V6E 4T3	604-692-4539 604-698-0999 www.radiant.net	TSX-V:RCN	Vancouver	David Buffett, president and CEO	1996	\$24.8 million/ \$21.8 million	Broadband Internet, MPLS private networking, digital voice, hosted exchange 2007, web hosting and virtual dedicated server hosting (VMWare)	93/ 87	80/ 73
18/17	Call Select Inc 1155 Pender St W Suite 308 Vancouver V6E 2P4	604-530-5555 604-538-2222 www.callselect.ca	Phonetime International Inc.	Vancouver	Donald Kim, director sales and marketing, Stan Cohen, president, John Schilling, vice-president	2004	\$16.5 million/ \$12.5 million	Long-distance provider	150/ NP	70/ 70
19/18	Cadex Electronics Inc 22000 Fraserwood Way Richmond V6W 1J5	604-231-7777 604-231-7750 www.cadex.com	Isidor Buchmann	Richmond	Bill Campbell, Isidor Buchmann, president and CEO	1980	NP/ \$16.0 million	Battery chargers and analyzers	NP/ 72	69 ¹⁰ / 69
20/22	Protel Network Design Ltd 24537 50 Ave Langley V2Z 1E3	604-857-2225 604-856-4165 www.protel.ca	NP	Langley	Luke Favel, operations controller, Ron May, president, Rhianna May	1983	\$4.3 million/ \$3.9 million	Communication design and implementation, specifically network links including cabling, fibre and wireless	132/ 43	68/ 43
21/19	Daniels Electronics Ltd 43 Erie St Victoria V8V 1P8	250-382-8286 250-382-6139 www.danelec.com	Privately held	Victoria	Robert Small, president, Gerry Wight, vice-president, sales and marketing	1950	\$16.5 million/ \$18.5 million	Land mobile radio base stations and mobiles	65/ 65	65/ 65
21/19	Peer 1 Network Enterprises Inc 555 Hastings St W Suite 1000 Vancouver V6B 4N5	604-683-7747 604-683-4634 www.peer1.com	Sutton Group Financial Services Ltd. (25.4%)	Vancouver	Fabio Banducci, president and CEO	1999	\$95.2 million ⁶ / \$79.9 million ⁶	Co-location, managed and self-managed dedicated servers	290/ 295	65 ¹⁰ / 65
23/21	CounterPath Corp 505 Burrard St Suite 300 Vancouver V7X 1M3	604-320-3344 604-320-3399 www.counterpath.com	TSX-V:CCV	Vancouver	Donovan Jones, president and CEO	2003	\$9.1 million/ \$5.7 million	Desktop and mobile VoIP software products and solutions, including SIP-based softphones, server applications and Fixed Mobile Convergence (FMC) solutions	89/ NP	51/ NP
24/NR	Norsat International Inc 4020 Viking Way Suite 110 Richmond V6V 2L4	604-821-2800 604-821-2801 www.norsat.com	TSX:NII	Richmond	Amiee Chan, president and CEO, Eugene Syho, CFO	1977	\$19.2 million ⁶ / \$17.7 million ⁶	Satellite communications equipment and services	54/ 53	45/ 44
25/25	Corinex Communications Corp 905 Pender St W Suite 601 Vancouver V6C 1L6	604-692-0520 604-694-0061 www.corinex.com	Privately held	Vancouver	Peter Sobotka, CEO, Natalia Rosales, chief Administrative officer	1999	\$47.8 million/ \$45.6 million	Powerline and coaxial communications products for providing networks to and within buildings and homes	189/ 183	42/ 40
26/25	Urban Communications Inc 4647 Hastings St Burnaby V5C 2K6	604-439-8545 604-320-1607 www.ubn.ca	TSX-V:UBN	Burnaby	Murray Klippenstein, CEO	2000	NP/ NP	Broadband Internet service provider, network operator, network construction	NP/ 36	36 ¹⁰ / 36
27/26	North American Telecommunications Group 1585 Cliveden Ave Unit 9 New Westminster V3M 6M1	604-526-2129 604-526-5972 www.natgtelecom.com	Privately held	Abbotsford	Alan Muirhead, general manager	1980	\$5.2 million/ \$5.0 million	Authorized manufacturer representatives for NEC and Nortel communication products (VoIP, call centre, wireless, voicemail, paging, headsets, conference units, network equipment, WLAN)	33/ 34	33/ 34

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 3-2008 entry only included Bell Canada Western Region division figures 4-U.S. dollars 5-BIV estimate 6-Converted from U.S. dollars 7-Converted from euros 8-Roughly 200 employees laid off from discontinuing of device hardware development 9-2007 figure 10-2008 figure

Business in Vancouver makes every attempt to publish accurate information in the List but accuracy cannot be guaranteed. Researched by Richard Chu, 604-608-5114.