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FUTURE 50



FEATURING 50 OF GREATER WASHINGTON'S FASTEST GROWING COMPANIES

Avineon, Inc.

Founded: 1992

President and CEO: Karlu Rambhala

BUSINESS DESCRIPTION

Avineon is a global technology company specializing in information technology, geospatial, and engineering services for government and private industry.

Avineon delivers total system solutions that provide outstanding value by applying its innovative approaches, skilled people, and disciplined processes.

CONTRIBUTIONS TO GROWTH

Superior customer service and quality products and support have led to Avineon's rapid growth. There is intense competition to win business and the critical role that Avineon's employees play in the company's growth and ultimate success is key. The management team fosters an environment where employees are able to achieve success and advance in their careers without thinking of leaving Avineon.

MANAGING GROWTH IN 2007

Avineon will aggressively recruit qualified candidates at both the managerial and service levels, to increase its staff by more than 65 people. In addition, the Avineon-India operation expects to add more than 250 people in the next year. Overall, corporate growth is projected at more than 50 percent in 2007.

MOST MEMORABLE SALE IN 2006

On the government side, the five-year contract with the Naval Flight Information Group is one of Avineon's most important wins this past year. This contract continues the company's 10 year



successful relationship as the Navy's contractor to support the development, maintenance and automation of terminal instrument flight procedures for all Naval airfields worldwide.

On the commercial side, Avineon won a large subcontract to support NiSource, an energy company whose subsidiaries provide natural gas, electricity and other products and services to 3.8 million customers from the Gulf Coast through the Midwest to New England.

PLANS AND CHALLENGES FOR 2007

Avineon has grown at the average annual rate of more than 40 percent during the last four years, and it expects the growth to continue at least at that same rate in 2007. In addition to the organic growth, it is also looking for some strategic acquisitions to further fuel growth. Geographically, Avineon will be expanding to touch multiple regions across the globe.

The biggest challenge going forward is finding the right people to manage and perform at the level Avineon's customers expect from Avineon, and be able to manage the broad range of services the company offers to various government and private sector market segments.