

## INSIDE

### Technology Lists

Utah Technology Companies  
page 16

Biotechnology Companies  
page 18

### Sponsored by:



# Focus

## TECHNOLOGY

### Small Business and Big Tech

## NEED TO BE PARTNERS



## NOT ENEMIES

I still remember the first sale I ever made online. Using a slow 1990s Internet connection, I sold a refurbished laser printer to someone in Portugal. My mind was blown. The world had shrunk — and I was hooked. I peered into the future of retail, and amazingly, I still get to do that today.

Online markets and digital tools have improved exponentially since that first sale and they are now a cornerstone of our Salt Lake City small business and millions more nationwide. Unfortunately, my excitement today is tempered by concern as complex, high-pitched battles about privacy and “Big Tech” are brewing in Washington and Salt Lake City and small businesses like ours could suffer collateral damage.

We started our organic seed and horticultural company in 1974. For years, our most creative marketing tool was a mail order print catalog. We mailed millions of catalogs, but we never knew if customers received them, read them or threw them straight into the trash. But times have changed. Our customers moved online and gradually, so did we. This year is the first that we won’t mail out a single print catalog. We have transitioned all our marketing online and we haven’t

looked back.

Now, with Google, Facebook, YouTube and Instagram, we target our promotions and advertising directly to people who we believe actually

want to see it, and we know quickly if an advertisement, coupon or other promotion is successful. We can see the exact return on investment for every marketing dollar we spend. That matters a lot when a business is small and the marketing budget is even smaller. And it matters even

more when a business is truly independent and competes against conglomerates. We cannot afford to waste money because our competition has budgets so much larger than ours.

I am a citizen and a businessperson, so I appreciate that policymakers are concerned about my privacy and ensuring fair business competition. Digital platforms are powerful and users should understand and appreciate both the opportunities and the risks. Lawmakers must also find the right balance and when navigating privacy and competition issues, it is important they know that millions of small businesses depend on our digital partners to survive and thrive.

Free and low-priced services that support digital marketing, advertising, accounting, HR and e-commerce are

absolutely essential to our business.

If policymakers are going to break up big digital platforms or impose strong restrictions, I hope they will protect small businesses from collateral damage. Similarly, if privacy and data protection need new laws, then as a consumer and a small business, I hope we get one good federal law instead of a patchwork quilt of 50 different state laws. We sell nationwide and could not afford the compliance burden for 50 privacy laws.

Through our company’s digital transition, we have hired dozens of new employees and have grown our payroll by 50 percent. I cannot imagine competing against agribusiness giants without digital platforms and tools, and so I really hope that the marketplace fixes these problems because that’s where the best solutions always develop.

But if government intervention is needed, I hope our policymakers move slowly and carefully and that the outcome is balanced. And I hope that the balance is mindful of the small businesses that often get hurt the most. I am confident that is not what Congress or Utah policymakers are trying to achieve.

Parker Garlitz is co-founder, managing partner and marketing director of True Leaf Market Seed Co., an organic seed and horticultural company based in Salt Lake City.



PARKER  
GARLITZ



WASATCH I.T.

# WHY MANAGED I.T. SERVICES?



## **SUPPORT:**

Removing a single point of failure with one I.T. technician or a bottleneck with a small team, reduces downtime, increases efficiency and maximizes employee utilization.



## **KNOWLEDGE:**

A robust team of smart, collaborative and continually trained technicians will always be smarter than a single or small group of technicians.



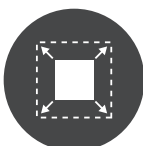
## **ACCOUNTABILITY/MANAGEMENT:**

Offloading the responsibility of technical training and management allows you to allocate more time to running your business.



## **FLEXIBLE:**

An extensive team of ready technicians can assist during spikes in demand, without having to pay for that extra manpower in downtime.



## **SCALABLE:**

From on-call on-site support, to scheduled on-site support in half, full day or full-time increments, adaptive support structures allow companies to increase technical support as needed, without lagging behind or overpaying in anticipation of growth.



## **ADAPTIVE PRICING:**

Pricing based on machine count allows costs to be in line with the size of your team.



## **FLAT RATE:**

Providing your team with unlimited access to troubleshooting and maintenance based technical support equips them with the resource to reduce downtime and can help protect your devices and network from self-meddling users.



## **OVERHEAD:**

When choosing outsourcing over hiring internally, you skip employment taxes, benefits, etc. allowing you to redirect money to core business costs.



## **24/7/365:**

No longer being subject to sick days or PTO, your team has access to a team of technicians ready to provide technical support 24/7/365.

Providing regular on-site  
support along  
Utah's Wasatch Front,  
Southern Utah,  
Mesquite Nevada and  
Boise, Idaho

READY TO LEARN MORE? CONTACT US TODAY.

**INFO@WASATCHIT.COM - 801-983-3671**



# UTAH-BASED TECHNOLOGY COMPANIES

Ranked by Total Employees



	Company Name Address	Phone Web	Total Employees	Year Founded	Nature of Business	Top Executive
1	<b>Vivint Smart Home</b> 4931 N. 300 W. Provo, UT 84604	800-216-5232 vivint.com	5,750	1999	Residential energy management, home security and automation design, installation and management	Todd Pedersen CEO & Founder
2	<b>Energy Solutions</b> 2995 S. Main St., Ste. 1700 SLC, UT 84111	801-649-2000 energysolutions.com	5,000	2006	International nuclear energy services, including recycling, processing and disposal of nuclear materials	Kenneth W. Robuck President & CEO
3	<b>Qualtrics</b> 400 Qualtrics Drive Provo, UT 84604	800-340-9194 qualtrics.com	3,300	2002	SaaS-based experience management platform for data collection and analysis for businesses	Ryan Smith CEO
4	<b>About Time Technologies</b> 58 N. 1100 W., Ste. 2 Payson, UT 84651	801-315-8463 abouttimetech.com	2,650	2003	Platform for management of time, labor, assets, productivity and forms for the construction industry	Ryan Remkes Founder & CEO
5	<b>Vivint Solar</b> 1800 Ashton Blvd. Lehi, UT 84043	877-404-4129 vivintsolar.com	2,540	2011	Residential solar energy design, installation and maintenance	David H. Bywater President & CEO
6	<b>Clearlink Technologies</b> 5202 W. Douglas Corrigan Way, Ste. 300 SLC, UT 84116	801-424-0018 clearlink.com	1,800	2003	Digital marketing and sales conversion platform, search engine marketing	Ted Roxbury President
7	<b>Ivanti</b> 10377 S. Jordan Gateway, Ste. 110 South Jordan, UT 84095	888-253-6201 ivanti.com	1,700	1985	Software for IT security, service management, asset management and identity management	Jim Schaper Chairman & CEO
8	<b>DigiCert</b> 2801 N. Thanksgiving Way, Ste. 500 Lehi, UT 84043	800-896-7973 digicert.com	1,600	2003	SSL, EV Code and document signing certificates for healthcare, automotive and industrial sectors	John Merrill CEO
9	<b>InMoment</b> 10355 S. Jordan Gateway, Ste. 600 South Jordan, UT 84095	800-467-0047 inmoment.com	1,550	2002	Customer experience management, market research, data analysis for wide array of industries	Andrew Joiner CEO
10	<b>Entrata</b> 4205 Chapel Ridge Road Lehi, UT 84043	801-375-5522 entrata.com	1,400	2003	Internet property management software	Dave Bateman Co-Founder & CEO
11	<b>Pluralsight</b> 182 N. Union Ave. Farmington, UT 84025	801-784-9007 pluralsight.com	1,390	2004	Online video training and education	Aaron Skonnard Chairman & CEO
12	<b>NICE InContact</b> 25 W. Towne Ridge Parkway Sandy, UT 84070	801-320-3200 niceincontact.com	1,350	1997	Cloud contact center omnichannel software development	Paul Jarman CEO
13	<b>Instructure</b> 6330 S. 3000 E., Ste. 700 Cottonwood Heights, UT 84121	800-203-6755 instructure.com	1,291	2008	Educational software, including Canvas Learning Management System	Joshua L. Coates Executive Chairperson
14	<b>Health Catalyst</b> 3165 Millrock Drive, Ste. 400 SLC, UT 84121	855-309-6800 healthcatalyst.com	900	2008	Healthcare data and analytics	Daniel Burton CEO
15	<b>DOMO</b> 772 E. Utah Valley Drive American Fork, UT 84003	801-899-1000 domo.com	761	2010	Cloud-based business intelligence tools and data visualization	Joshua G. James Founder & CEO
16	<b>MX Technologies Inc.</b> 3401 N. Thanksgiving Way, Ste. 500 Lehi, UT 84043	801-669-5500 mx.com	712	2010	Financial technology serving banks, credit unions and other fintechs	Ryan Caldwell Founder & CEO
17	<b>AdvancedMD</b> 10876 S. River Front Parkway, Ste. 400 South Jordan, UT 84095	801-984-9500 advancedmd.com	680	1990	Cloud-based management software development for medical practices	Amanda Hansen President
18	<b>Control4 Corp.</b> 11734 S. Election Road SLC, UT 84020	801-523-3100 control4.com	670	2003	Automation and networking systems for residential and business	Martin Plaehn Chairman, CEO & President
19	<b>Solutionreach</b> 2600 Ashton Blvd. Lehi, UT 84043	801-331-7100 solutionreach.com	600	2000	Patient relationship management software for healthcare providers.	Josh Weiner CEO
20	<b>Podium</b> 1650 W. Digital Drive Lehi, UT 84043	801-758-0580 podium.com	575	2014	Online reputation, customer interactivity and relationship management	Eric Rea Co-Founder & CEO
21	<b>Workfront</b> 3301 N. Thanksgiving Way, Ste. 100 Lehi, UT 84043	801-373-3266 workfront.com	572	2001	Project/work management platform for automation and collaboration	Alex Shootman CEO
22	<b>Lucid Software</b> 10355 S. Jordan Gateway, Ste. 150 South Jordan, UT 84095	844-465-8243 lucid.com	520	2010	Brand templating and visual workplace platforms	Karl Sun CEO
23	<b>Xactware</b> 1100 W. Traverse Parkway Provo, UT 84604	801-764-5900 xactware.com	516	1983	Software for property claims and underwriting professionals	Jim Loveland President & CEO
24	<b>Simplus</b> 10 W. Broadway SLC, UT 84101	833-746-7587 simplus.com	500	2014	Salesforce quote-to-cash consulting and managed service software	Ryan Westwood CEO



# CONNECTING BUSINESSES WITH ESSENTIAL SOLUTIONS

Our experienced technicians  
are on-call 24/7. We're  
committed to being prompt,  
safe, and efficient to get you  
back up and running!

**HUNT ELECTRIC, INC.**  
UTAH & COLORADO

**Hunt**Electric.com

CONNECT WITH US!





# BIOTECHNOLOGY COMPANIES

Ranked by Number of Employees



	Company Name Address	Phone Web	Total Employees	Year Founded	Nature of Business	Top Executive
1	<b>Merit Medical</b> 1600 W. Merit Parkway South Jordan, UT 84095	801-253-1600 merit.com	6,000	1987	Medical instruments and supplies development and manufacturing	Fred P. Lampropoulos Chairman, President & CEO
2	<b>ARUP Laboratories</b> 500 Chipeta Way SLC, UT 84108	801-583-2787 aruplab.com	3,300	1984	Clinical and anatomic pathology reference laboratory, blood services provider	Sherrie L. Perkins CEO
3	<b>Myriad Genetics</b> 320 Wakara Way SLC, UT 84108	801-584-3600 myriad.com	2,600	1991	Development and commercialization of molecular diagnostic tests and equipment for inherited diseases	Mark C. Capone President & CEO
4	<b>Varex Imaging</b> 1678 S. Pioneer Road SLC, UT 84104	801-972-5000 vareximaging.com	2,000	2016	Supplier of medical X-ray tubes and image processing equipment	Sunny S. Sanyal President & CEO
5	<b>BioFire Diagnostics</b> 515 S. Colorow Drive SLC, UT 84108	801-736-6354 biofiredx.com	1,437	1990	Developer and marketer of BioFire diagnostic panels for viruses, bacteria, parasites, yeasts and antimicrobial-resistant genes	Randy Rasmussen CEO
6	<b>Ultradent</b> 505 W. 10200 S. South Jordan, UT 84095	801-572-4200 ultradent.com	1,400	1978	Developer, manufacturer and distributor of dental products and devices	Dan Fischer Founder & CEO
7	<b>Ancestry</b> 1300 W. Traverse Parkway Lehi, UT 84043	801-705-7000 ancestry.com	1,385	1999	DNA testing, gene analytics and online family history	Margo Georgiadis CEO
8	<b>Biomerics</b> 6030 W. Harold Gatty Drive SLC, UT 84116	801-355-2705 biomerics.com	1,200	1994	Contract manufacturing of medical devices for the healthcare industry	Travis Sessions CEO
9	<b>Nelson Laboratories</b> 6280 S. Redwood Road SLC, UT 84123	801-290-7500 nelsonlabs.com	625	1985	Full lifecycle microbiology testing for the medical, pharmaceutical and natural products industries	Jeffery R. Nelson President & CEO
10	<b>Bard Access Systems</b> 605 N. 5600 W. SLC, UT 84116	801-522-5000 bardaccess.com	519	1990	Innovator and marketer of vascular access devices and systems	James C. Beasley President
11	<b>Spectrum Solutions</b> 12248 S. Lone Peak Parkway Draper, UT 84020	801-569-0465 spectrumolutions.com	400	2005	Clinical project support, medical diagnostic solutions, biosample collection, medical device manufacturing	Stephen Fanning President & CEO
12	<b>Edwards Lifesciences</b> 12050 Lone Peak Parkway Draper, UT 84020	801-565-5200 edwards.com	260	1958	Manufacturing of cardiac surgery products and transcatheter heart valve systems	Michael A. Mussallem Chairman & CEO
13	<b>Clinical Innovations</b> 747 W. 4170 S. Murray, UT 84123	801-268-8200 clinicalinnovations.com	250	1993	Manufacturer and distributor of labor and delivery medical devices for hospitals	Ken Reali President & CEO
14	<b>Utah Medical Products</b> 7043 S. Cottonwood St. Midvale, UT 84047	801-566-1200 utahmed.com	173	1978	Producer and marketer of medical devices for the healthcare industry	Kevin. L. Cornwell Chairman & CEO
15	<b>Recursion Pharmaceuticals</b> 41 S. Rio Grand St. SLC, UT 84101	385-269-0203 recursionpharm.com	170	2013	Develops and commercializes drugs for treatment of genetic, inflammatory and infectious diseases	Chris Gibson Co-Founder & CEO
16	<b>Deseret Laboratories Inc.</b> 1414 E. 3850 S. St. George, UT 84790	435-628-8786 deseretlabs.com	150	1983	Custom contract manufacturing for the nutraceutical, pharmaceutical and homeopathic industries	Scott Gubler President & CEO





**AE URBIA** - AE stands for architecture and engineering. AE URBIA are architects and engineers. URBIA is a state of belonging to; a group, a company or community which is rich in experience, facilitated through design.

AE URBIA is a group of architects and engineers devoted to creating and improving companies, communities and cities by creating “great spaces” which provide rich experiences.

With rising development costs, AE URBIA can provide resilient, sustainable class “A” office buildings while saving owners and contractors 20% over conventional construction.

Let AE URBIA assist you with your next building project, regardless of size or location.



**J.M. Williams and Associates**  
909 west south jordan parkway  
south jordan, utah 84095  
phone: 801.746.0456 - fax: 801.575.6456  
web page: a e u r b i a . c o m