



## **Springboard Management is Number 16 in Canada's HOT 50**

*Two-year revenue growth of 770% puts software company in 16<sup>th</sup> place in the 10th annual PROFIT HOT 50 ranking*

Springboard is pleased to be number 16 out of 50 Canadian startup companies in the PROFIT HOT 50, the definitive ranking of Canada's Emerging Growth Companies. Published in the October issue of PROFIT magazine and online at PROFITguide.com, the PROFIT HOT 50 ranks young firms by two-year revenue growth.

"The PROFIT HOT 50 have achieved phenomenal growth rates despite a battered economy. Their success is a testament to their innovative approaches to satisfying the demands of the marketplace and managing their own companies," says Editor, Ian Portsmouth.

Springboard's early decision to focus on the utilities sector was key to its rapid growth. Proving due diligence and demonstrating compliance is an expanding need within this industry. Utilities tasked with managing vigorous oversight while pushed to do more with less has created a 'perfect storm' for RRAM, Springboard's scaled compliance and communication platform. RRAM provides the proof that a system with appropriate controls is in place and that relevant information has been communicated to the appropriate people.

Springboard acquired its first contract in 2006 when it was hired by EnWin Utilities Ltd. to provide process improvement services and implement a health and safety management system using its proprietary RRAM Software Suite. Since then, Springboard has provided services to more than 15 customers within Ontario's utility and public sector. A recent distribution partnership with Vancouver-based Cayenta has also opened a North American channel. Through this relationship, Springboard has secured its first American customer and forecasts another 3 to 5 more American clients in 2010.

"Springboard targeted a spot on the PROFIT HOT 50 as a goal in our initial business plan," says Joseph Heraldo, COO. "We are thrilled to have achieved this goal and, based on our partnerships and current position in the market, we continue to forecast rapid growth over the next couple years."

For more information, contact Springboard at [info@springboardmgmt.com](mailto:info@springboardmgmt.com) or 1-800-507-0158 ext. 706.

### **About PROFIT Magazine:**

*PROFIT: Your Guide to Business Success*, is Canada's preeminent publication dedicated to the management issues and opportunities facing small and mid-sized businesses. For more than 25 years, Canadian entrepreneurs across a vast array of economic sectors have remained loyal to PROFIT because it's a timely and reliable source of actionable information that helps them increase their revenues, boost their profitability and get the recognition they deserve for generating positive economic and social change. Published six times a year by Rogers Publishing Ltd., PROFIT is distributed almost exclusively to the chief executives of companies with 5 – 250 employees and annual revenue of \$1 million to \$25 million, reaching more than 300,000 readers across Canada. Visit PROFIT online at [www.PROFITmagazine.ca](http://www.PROFITmagazine.ca).