

# Fast-growing WOW Global expects to double employees in next year

## Expanding operations in India, Europe

By CANDY GOLA

A Robinson technology firm with a history of doubling its sales now expects to double its number of employees in the next year.

WOW Global Corp. LLC is expanding its operations in India and Europe to better serve its international customers, according to company president James Stokes.

In the next two weeks he expects to add five support staff members in India and

plans to hire 30 consultants soon after. And within three months, he expects to hire 20 people in Europe.

But Subhash Chander, executive vice president at WOW, said India is at the top of the list for growth potential.

"We're looking to acquire a bigger place there and add 200 people in the next year," he said. "We're also trying to capture the domestic market in India and establish a separate division."

WOW is an information technology firm that provides a range of services including consulting, software development, staffing, outsourcing and off-site/offshore development. The company has 250 employees and

consultants working at its local offices, in Robinson and Southpointe, and international offices in Austria, India, Oman and

## INDIA TOPS WOW GLOBAL CORP.'S LIST FOR GROWTH POTENTIAL.

United Arab Emirates.

Stokes said WOW more than doubled its revenue last year from \$8 million in 2003 to \$18 million in 2004. The company expects

\$30 million in 2005.

It's those numbers that landed WOW a No. 1 spot on a list of the region's 100 fastest-growing companies, as ranked by the Business Times. The same growth led them to be a finalist in the rising star category of the Pittsburgh Technology Council's Tech 50 awards, according to council spokesman Kevin Lane.

WOW doesn't plan to stop growing anytime soon, according to Chander.

In 2006, the company could add millions to its bottom line because of the planned expansions.

"We're projecting \$10 million in the first year for India and \$15 million in Europe," Chander said.

The executives will be attending a conference in Europe the week of Sept. 19 to recruit clients and discuss having a joint effort in the United Kingdom.

"Our customers that do a lot of international business require our presence in Europe," Chander said.

Two examples of WOW's largest international customers are Deloitte and Independent Publishers Group, a Chicago-based book distributor for independent publishers worldwide.

Deloitte is based in New York and serves customers throughout the world by providing services in auditing, consulting and financial advising.

Chander said expanding in areas where those kinds of customers do business is a key opportunity for WOW's growth.

"We see these places as business hubs," he said. "We see good opportunity to do good business and growth."

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## UPMC taps local firm's wireless setup

The University of Pittsburgh Medical Center said it will use a local firm's wireless configuration system to support its new pharmacy application for bedside medication.

UPMC will use North Side-based Helium Network's proprietary engineering technology that reveals the best way to configure a wireless network.

Called Wireless Recon, the system uses several technologies to locate and identify networks within a facility. One of those technologies, SiteScout, has a radio receiver to find wireless networks that may be within reach.

UPMC was also worried about the safety of opening up a wireless network, but Helium said its SiteScout can find rogue transmitters — those that are within the network and those that penetrate the walls from the outside.

UPMC's pharmacy application produces medication fill lists, intravenous fill lists and medication administration records automatically or on demand. The system enhances patient safety by checking a patient's medical history against a list of thousands of possible adverse reactions.

Bob Hedglen, manager of technical services for UPMC, said, "SiteScout hardware enables us to conduct hands-free surveys — we no longer have to physically carry our laptops to conduct site surveys. Wireless Recon also takes samples every couple of seconds, providing a much more consistent data set, which is important to our getting the best range possible for our network."