



WTIA – What Our Members Are Saying About Us!

Membership:

“We find real value with the WTIA. From their health care plan and government lobbying, to the opportunities we’ve had to speak at their events – they really try to do whatever they can to help us succeed.”

- Kevin Klustner, *President & CEO, Verdiem Corporation*

“The level of dedication you have given to us and the industry is astounding; the services that are offered in addition to the people we get to work with – whether it’s through the health plan, networking functions or business services – are exemplary.”

- Ricci Rukavina, *President & CEO, Loose Cannon Studios*

“The WTIA has given our company a competitive advantage in recruiting key talent with offering an extremely comprehensive health plan.”

- Allison Harris, *HR Director, SynapticMash*

“As a growing green technology company it is important for us to provide great benefits at an affordable rate to our employees and families, no matter what size we were a few years ago and are today. Three years in a row we have been able to do this by being a member of the WTIA. Thank you Washington Technology Industry Association.”

- Emma Olsson, *Operations Manger, Powerit Solutions LLC*

“Xcarab joined the WTIA early in our corporate life for the tangible benefits of the services they offer. But it was when we got involved with the networking events and got to know the great staff there that we found the true benefits of being a member. We saw 30% of our web traffic come from the WTIA when we were selected for a member spotlight article. They are still a top ten referring source for all traffic to our site, and the networking events continue to be a fun way to talk shop.”

- Glenn Middleton, *CEO, Xcarab, Inc*

“Great events, great health benefit plans and great people... We highly recommend the WTIA.”

- Aaron Loehr, *CEO, Bandwidth Advisors*

“Konnects has been active in attending and participating in events put on the WTIA. This has not only allowed us to get local exposure but has resulted in new members to Konnects as a result. We take advantage of our WTIA membership by learning more about other members and local technology companies. We recently participated in a “Technology In Focus” event where we had a table/booth and met some really fascinating techies. We showcased the Konnects platform to other WTIA members and were able to explain the vision and value that Konnects offers. In addition we have decided to actively participate as a volunteer when we are available to contribute more to the WTIA success.”

- Kevin McLallen, *Marketing Manager, Konnects, Inc.*

Government Affairs:

“The WTIA’s advocacy is very important for our state’s technology companies and for our long term ability to compete effectively with other states and countries for desirable jobs. The WTIA represents us on the key issues that affect the industry such as the need for a more competitive education system, R&D tax incentives and promoting entrepreneurship. WTIA influences government decision making in a way that each of us individually cannot do alone.”

- *Steve Wood, Chairman, Single Point*

“Corbis has directly benefitted from WTIA’s lobbying and advocacy. Their efforts with Olympia lawmakers gave us increased flexibility and saved us money. We are thrilled with the support they provide and encourage other media licensing businesses to sign up for WTIA membership.”

- *Jim Mitchell, Senior Vice President and General Counsel, Corbis*

“WTIA’s lobbying and advocacy has prevented legislation that would have hurt our company’s bottom line and kept our industry’s issues in front of policymakers.”

- *Rick Jorgensen, Vice President and Chief Operating Officer, Excell Data Corporation*

Sponsorship:

"My sponsorship has given the marketing for my new business a huge jumpstart - I feel very good about that check I wrote to sponsor the event."

- *Chris Dishman, President & Founder, Denali Financial Consulting*

“The WTIA plays an important role in our state and is an invaluable resource for Kibble & Prentice. WTIA’s annual events, networking functions and special interest groups provide Kibble & Prentice with a venue to understand technology industry developments, stay on top of important issues facing our clients, develop existing relationships and make new connections. We look forward to playing an active sponsorship role in WTIA events and continuing our partnership with the WTIA.”

- *Barbara Larimer, Vice President of Marketing, Kibble & Prentice*

“The WTIA provides us with an invaluable opportunity to network and build relationships with people from across the technology industry in Washington. Our sponsorship has produced real dividends in terms of visibility and new business opportunities.”

- *Kevin M. Pedraja, Vice President, Sterling Communications, Inc.*

“Blink is proud to be an on-going sponsor of the WTIA. The organization does a great deal to support the local software and technology industry, which is the main audience our firm serves. Our presence at WTIA events, in WTIA materials, and on the WTIA website has definitely helped increase awareness of our firm with prospective clients. In addition, the very helpful WTIA staff have gone out of their way to make sure we are maximizing our opportunities with the organization.”

- *Kelly Franznick, Principal, Blink Interactive*

“Our membership in the WTIA has opened doors for us, helped us gain name recognition, and provided us with valuable services. Having an organization focused on representing Washington State high-tech industry and providing a focal point for community activities is one of the reasons we chose to put our U.S. headquarters here. The WTIA provides the kind of leadership needed to encourage the growth of high-tech, globally competitive industries that make up our customer base.”

- *Naoyuki Baba, President and CEO, GrapeCity, Inc.*

“The WTIA plays an important role in facilitating the exchange of ideas among innovators. Vertafore’s support of the WTIA reflects our commitment to the advancement of Washington’s technology initiatives and we look forward to collaborating with them.”

- Euan Menzies, *president and CEO, Vertafore*

“I wanted to personally thank you for allowing Pacific Real Estate Partners to participate in the Achievement Awards last week. It was a great way to start off our relationship with WTIA – we all had a great time. My partners and I are looking forward to a long and successful relationship with you, your organization and its’ members.”

- Jeff Durrell, *Principal, Pacific Real Estate Partners, Inc.*

“Our group from Conover had a great time last night at the event. We will be back next year!”

- Patricia Sims *Benefits Producer at Conover Insurance*

Events:

“The WTIA tournament was a very well run event that fostered many opportunities to network with other locals in the tech industry!”

- Renee Bishman, *Marketing – Product Manager, Medtronic*

“The event was very nicely done and there was a great turnout. Everybody was friendly and fun and I enjoyed myself.”

- Annie Cheng, *Director of Marketing, Netstar, Inc.*

“I wanted to thank you for a great time at the WTIA Golf...The Around The World Theme was an awesome idea...although I would have rather started on the "Champagne and OJ" hole instead of the Jamison Hole!!”

- Ron Schmid, *Vice President - Employee Benefits, Wells Fargo Insurance Services*

“Great Day -- tons of fun, nice people, a good networking event.”

- David Shaw, *Senior Executive, Accenture*

“As usual it was one of the best industry tournaments I have attended from the quality of participants and sponsors through the excellent execution by the team running the event. “

- David Anastasi, *President & CEO, Captaris*

"I was impressed. The check-in went very well, there was lots of networking at the holes. Both the sponsors and participants had a fun day."

- Kathleen Owens, *Regional Sales Director, Attachmate*

“Great event - well run and organized. Can't wait for next year!”

- Darin Hilliker, *Senior Executive, Accenture*

“A very pleasant day at a wonderful facility.”

- Anton Gielen, *Director, Business Operations, All Star Directories*

“1st time for me and my company...will be doing more for sure. Hopefully next time we will sponsor a hole.”

- Tony Pacheco, *Sales Manager, XO Communications*

“Your team did a fantastic job of putting together a first class event. Again! “
- *Glenn Walcott, CFO, Big Fish Games*

“Convenient location, challenging course, well organized and fun event.”
- *Mark Nygren, CEO, Construx Software*

“Great event - day, venue, prizes, all good and appropriate - cost was fair - our foursome had a great time.”
- *Jeff DeCillia, CFO, Pivot Link*

“I had a great time and it was a very well run tournament.”
- *Dean Olmstead, Vice President, Avanade*

“The WTIA golf tournament is by far the best tournament I play in all year. AH&T will be there!”
- *Deborah Levy, Benefits Consultant at Armfield, Harrison & Thomas*

“Thanks a million to the WTIA for a great day of golfing and networking...this was one of the highlights of my summer.”
- *Mike Garza, Managing Partner, Proactive Staffing Resources, LLC*

“It was a great honor to be awarded an Industry Achievement Award for Technology Innovator of the Year. It recognized years of hard work and acknowledged our achievements in the technology field. The Award has acted as a catalyst for our company and helped spur us on to achieve more.”
- *Bryan Mistele, Co-founder & CEO, Inrix Corporation*

"Overall I am very impressed with the organization and the process of the Industry Achievement Awards. I think the morale boost for staff is one of the single most important benefits. In 2006 we were recognized for our promising new company and technology. Last year we were awarded with Business Product of the Year. We won these awards because of the commitment and confidence of our staff. The honor has helped us celebrate that and has given us all a sense of being recognized and valued 'in the trade'."
- *Christian Chabot, CEO, Tableau Software*

“Congratulations on the execution of a truly engaging event which I enjoyed thoroughly. I can’t even imagine the amount of work that you and your staff went through to make this event such a tremendous success but it sure did pay off. Nicely Done!”
- *Scott H. Russell, Vice President Client Services, Worktank*

“A really spectacular event...lots of energy and enthusiasm...thanks to everyone who pulled it together.” - *John Raffetto, Principal, Raffetto Herman Strategic Communications*

“Kudos to the WTIA team. What a killer event.”
- *Bob Silver, President, MWW Group*

“Just wanted to say thanks from Ontela for the awesome event last night. We were really happy to be honored with the award, but more than that the event was honestly spectacular, you guys did a great job. Thanks again!”
- *Rob Newton, Marketing Manager, Ontela*

“What a great event last night. The venue was perfect, the food was awesome and the games were fun.

And of course the award ceremony gets our entire team dreaming about someday being called up to the stage. You guys hit it out of the park this year! Thanks for a fantastic night.”

- Erik Ryan, General Manager, Benefit Solutions, Inc.

“We are deeply honored to be recognized by the WTIA as the Breakthru Start-up of the Year winner. We’ve taken a radically different approach to the way companies manage their projects and schedules and are grateful that the Seattle community recognizes the value of this innovation.”

- Charles Seybold, President & CEO, LiquidPlanner.

“We are thrilled to be recognized by our peers to receive the Industry Achievement Award for Commercial Product or Service of the Year,”

- Bryan Mistele, President & CEO, INRIX

"It is a great honor to be awarded WTIA's Industry Achievement Award for Technology Innovator of the Year. This award is a wonderful tribute to the unrelenting focus and superior execution of our entire engineering team, as well as the incredible support from our customers, partners, investors and industry influencers. We are committed to pushing the envelope as we continue to innovate VANTOS V-Flex and our other offerings in 2009 and beyond.”

- Don Ledford, CTO, VANTOS

“It’s truly an honor that the Washington Technology Association has chosen to recognize Concur® Travel & Expense as Commercial Service of the Year. Concur has been helping our clients manage their Employee Spend Management processes for over fifteen years. Winning this prestigious award is further validation for Concur’s innovative suite of on-demand services that help companies of all sizes drive costs out of their businesses.”

- Mike Hilton, Executive Vice President, Worldwide Marketing, Concur

“On behalf of our nearly 1.5 million site creators and 8 million users, Wetpaint is honored to receive the WTIA Industry Achievement Award for Consumer Product of the Year. Although we provide the platform, it is the fans’ passion for entertainment, sports, politics, and social activism that inspires us every day to produce the best and most empowering online community service available.”

- Ben Elowitz, CEO, Wetpaint

“I am honored to be recognized by the WTIA as the ‘Technology Innovator of the Year’ and appreciate all my peers who voted for me.”

– Darrin Massena, Co-Founder & CTO, Picnik

“It is a tremendous honor for Visible Technologies to be named Commercial Product or Service of the Year by the Washington Technology Industry Association. Winning this award speaks to the growing need for social media monitoring, analysis and engagement technology and further validates our success in the marketplace.”

- Dan Vetras, Chief Executive Officer, Visible Technologies

“We are honored to be named ‘Service Provider of the Year’ by the Washington Technology Industry Association, and very proud to be among such past winners as Classmates.com and Concur Technologies, two companies to which AdReady has close ties. This recognition highlights AdReady’s commitment to combining great technology with great service.”

- Aaron Finn, President & CEO, AdReady

“Snohomish County’s staff is dedicated to innovative design that saves staff time and benefits our constituents. This project is one example of that dedication. We are pleased to have been selected for this honor.”

- Aaron Reardon, *Snohomish County Executive, Snohomish County Planning & Development Service*

“There's a lot of awards ceremonies in this business, but this one is really special because it comes from the community. It means a lot to us at Ontela to receive this honor from a group to which owe so much. Thank you!”

- Dan Shapiro, *CEO, Ontela*

Discounted Services:

“Thank you for the China Market research that you and your team have completed for Captaris. The quality, speed and amount of work 9Spaces did was far greater than expected”

- Matthew Brine, *VP International, Captaris, Inc.*

"Corbis is happy to support the local creative community by providing special rates for licensing imagery, footage and other resources."

- Gary Shenk, *CEO, Corbis*

“Swift HR Solutions is proud to support WTIA member Technology companies throughout Washington With exclusive discounts on SwiftHR® in-a-box and its surrounding services.”

- Kathi Jones, *President, Products, Swift HR Solutions*
