

Emerging Growth

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**PATTISON
SPORTS GROUP/
HEALTHY KIDS
RUNNING SERIES**
JEFF LONG

President and CEO

Location: Thornton, PA

Founded: 2008; 2009

Industry: Sports marketing

Quick Tip: "Every year, there are a few tough decisions to be made that help shape your company."

HEALTHY COMPETITION

Having worked tirelessly in the sports world his whole career, Jeff Long thought to himself, "As hard as I work, I should be doing this for myself." So in 2008, he founded Pattison Sports Group, which focuses on corporate consulting, property representation and event management. It also owns and operates some of the largest youth lacrosse tournaments in the country. A year later, Long launched Healthy Kids Running Series, a five-week spring and fall nonprofit kids running program, with the goal of helping kids develop healthy and active lifestyles.

Growth has resulted from Pattison Sports Group's attention to customer satisfaction. "Anyone can roll out a lacrosse ball and two nets and start a tournament, but we focus on every aspect, from our first communication with coaches to our last," Long says. In five years, Long sees Pattison Sports Group as the leader in youth sports, with camps, clinics, training, leagues and tournaments. He sees Healthy Kids Running Series developing into the largest youth

**SWAIN TECHS****MANUEL TRUJILLO**

President

Location: Horsham, PA

Founded: 1999

Industry: IT services

PASSION AND PROCESS

Swain Techs is an enterprise systems integrator with over a decade of experience providing strategic technology solutions in cybersecurity, engineering and managed services. The firm is an award-winning ISO 9001:2008 and 8(a) certified small disadvantaged business, and it has \$20 million in awarded contracts with the U.S. Navy, Department of Health and Human Services, Defense Logistics Agency, Department of Commerce, and the U.S. Patent and Trade Office.

Combined with its core values, passion and high-quality processes, Swain Techs' commitment to client services and quality delivery has led to impressive growth. Swain Techs president Manuel Trujillo says that what sets his firm apart from the competition is the trust it has built with its clients, based on successful and repeatable performance. Together, the team has over 200 years of experience working closely with the federal government. Swain Techs strives to offer creative and flexible solutions to increase productivity and decrease cost. Its goal is to continue growing to provide technology solutions to government and private-sector clients. Trujillo says one of the firm's biggest challenges is managing its growth without sacrificing quality.

Quick Tip: "[A great leader is] a person that inspires and helps others achieve their human potential."

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TECHWISE GROUP**LAUREN S. SCHWARTZ**

CEO

Location: Conshohocken, PA

Founded: 2011

Industry: Technology

LEVELING THE PLAYING FIELD

In an era of rapidly changing technology, where the shift to the cloud and diversity of devices have changed how and where people work, and leveled the playing field for smaller organizations to compete, TechWise Group provides comprehensive IT services with a philosophy that technology is only useful when you can use it. TechWise Group made a major commitment to cloud technologies, specifically Microsoft Office 365, in 2011, which allowed it to gain the lead in both educating customers on the cloud and developing expertise on the technologies. "We want to empower small and medium-sized businesses, and help them grow and prosper by giving them world-class technology solutions," says CEO Lauren S. Schwartz.

Quick Tip: "Successful technology is really more dependent on people than anything else."

Schwartz says a big challenge TechWise has faced in growing the company is developing trust — a small business is placing a big bet on its technology choices and its technology provider. In the past, Schwartz says that many companies did not see their technology provider as a strategic member of their extended team. "Customers and potential customers needed to see our actions always had their best interest at heart, and we could be trusted in helping them achieve their goals," Schwartz says.

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**TEMBO, INC.****DAVID STEWART**

Founder and CEO

Location: Philadelphia, PA

Founded: 2010

Industry: IT services

MEANINGFUL

Tembo, Inc. is a consulting firm that employs scientists, designers, and engineers to create custom, data tools to help businesses make decisions; it extracts data and tells stories to clients and employees. Major drivers in its growth are founder and CEO David Stewart won 10 RFPs in a year to the support and clients. "We're often the time we take on a project do so if we have the ability to provide excellent service to our existing clients. Likewise, Tembo has dismissed employees."

Stewart says the trip he took to Tarangire National Park was standing on the shoulders of 100 elephants and his team. "I can't quit had that day, but true connectedness keep that feeling that trip and make a team and client."

Quick Tip: "It's comfortable fast as we're and hire high employees"