

# bitHeads grows 106% developing outsourced mobile, telecom and gaming software

*Companies select bitHeads as a development partner to get great products to market faster*

## Fast facts

### Corporate profile

Founded during the Ottawa high-tech boom of the late 90s, bitHeads inc. is an internationally recognized one-stop shop for outsourced software product development, specializing in the telecommunications, mobile, medtech, enterprise/Internet, retail and games industries. bitHeads has 100 clients in Canada, the United States, and Europe and has developed over 400 software projects for both start-ups and large companies, including Canada Post, IBM and RIM.

### Why Ottawa

bitHeads' Ottawa location allows the company to tap into local business resources such as OCRI – Ottawa Centre for Research and Innovation, Ottawa's lead economic development corporation. In fact, in 2007 bitHeads was the recipient of the OCRI Service of Year award in acknowledgement of HeadGames' (the games division of bitHeads) in the games industry.

### Business advantage

Increasing competitiveness in the software industry coupled with global economic concerns places bitHeads in an ideal position to provide leading-edge product development quickly and cost-efficiently to both start-ups and large corporations. Unlike off-shore alternatives, bitHeads team members work as an extension of a client's R&D and professional services team, allowing for close working relationships.

bitHeads inc. is an internationally recognized one-stop shop for outsourced software product development, specializing in the telecommunications, mobile, medtech, enterprise/Internet, retail, and games industries. bitHeads has 100 clients in Canada, the United States, and Europe and has developed over 400 software projects for both start-ups and large companies, including Canada Post, IBM, RIM, BelAir Networks, Bridgewater Systems, Brix Networks, and Vaultus Mobile Technologies.



**Canada's Innovation Capital**

Often new software products fail because of high start-up costs, timing lags between conception and production, or an overall lack of quality or usability. bitHeads, with its 13 years of industry experience, removes those obstacles. bitHeads accelerates software development with a fine-tuned methodology and its permanent team of dedicated software professionals. bitHeads engineers are highly adaptable and able to work with all major operating systems — including Unix, Windows, Macintosh, and mobile platforms such as BlackBerry, iPhone, Windows Mobile, and PalmOS.

Building on its success, bitHeads founder and CEO Scott Simpson has expanded his company's expertise in the games industry with HeadGames — the games division of bitHeads. HeadGames has developed game technology for companies like Cryptologic and Adscape Media (now Google).

### Why Ottawa

bitHeads has called Ottawa home since it was founded in 1995 and brings the fun vibes of the city into the office — a renovated cinema multiplex that includes a fully-functional movie theatre where staff can play video games. Employees also have access to a 40-foot bar, complete with beer taps.

more...

*Despite intense competition from software outsourcers based in Russia, India and other lower-cost areas, bitHeads revenue for 2007 totaled \$13.1 million — up 106% compared to the previous year.*

bitHeads employees are highly desirable engineers who have made bitHeads one of the most talked about software development companies in Ottawa. In April 2008 the Ottawa Business Journal, a must-read for Ottawa-area entrepreneurs, ranked bitHeads fourth on its annual Fastest Growing Companies list. Mediacorp Canada named bitHeads a Top 100 Employer in Canada for 2007, recognizing its extraordinary commitments to employees and the local community.

“We attribute our competitiveness mainly to the quality of our people and processes,” says Scott Simpson. “We invest heavily in our employees and their work environment and we’ve been rewarded by a highly skilled team with incredible dedication to the cause of building great products for our customers.”

bitHeads' Ottawa location also allows the company to tap into local business resources such as OCRI — Ottawa Centre for Research and Innovation, Ottawa's lead economic development corporation. In fact, in 2007 bitHeads was the recipient of the OCRI Service of Year award in acknowledgement of HeadGames' success in the games industry.

## **Business advantage**

Increasing competitiveness in the software industry coupled with global economic concerns places bitHeads in an ideal position to provide leading-edge product development quickly and cost-efficiently to both start-ups and large corporations. Unlike off-shore alternatives, bitHeads team members work as an extension of a client's R&D and professional services team, allowing for close working relationships.

Despite intense competition from software outsourcers based in Russia, India and other lower-cost areas, bitHeads revenue for 2007 totaled \$13.1 million — up 106% compared to the previous year. This growth was driven by new and expanded product development partnerships with companies in the communications, mobile, and games industries who needed to quickly get new products to market.

## **Future growth plans**

Building on the success of 2007, bitHeads is expanding its games division and working with a leading publisher to bring a series of popular video game titles to PC and Console platforms.

bitHeads is also expanding its communications portfolio and has recently created partnerships with major companies to bring BlackBerry and iPhone mobile products to market.

## **Contact information**

bitHeads inc  
+1-977-BITHEAD (248-4323)  
[www.bitheads.com](http://www.bitheads.com)



To learn more about business in Ottawa,  
visit us at [ottawaregion.com](http://ottawaregion.com)

Go to [www.ottawaregion.com](http://www.ottawaregion.com) for more  
Ottawa tech success stories and videos