

DataTech Enterprises

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Though it took nearly two decades, DataTech Enterprises is now seeing the kind of growth many rivals dream about.



RANKING: 2

Elahe Nazemoff, president and CEO
Fredericksburg, Va.
Revenue: \$1M

DataTech broke out in the wake of Sept. 11, as its government clients redirected attention to security technology. President and CEO Elahe Nazemoff moved quickly to add related solutions to DataTech's roster of services, strengthening existing relationships with Sony and Computer Associates International along the way.

It was Nazemoff's quick thinking that led to a No. 2 ranking in the Fast Growth 100 with growth of nearly 300 percent to \$1 million for the 12 months ended June 30, 2004.

Nazemoff started the company in 1985, struck by her clients' need for better project management and process engineering. Today, the Fredericksburg, Va.-based firm is part of the GSA Mobis schedule and holds contracts with the Federal Aviation Agency and the U.S. Navy.

DataTech's current priorities include security surveillance technologies such as its Security Physical Access Control, which is integrated with CA's eTrust security management software.

DataTech is set to market the offering at the end of the first quarter. Moreover, the company is building an application normalization practice to help customers run diverse software applications across multiple platforms.

Despite the smart business moves, Nazemoff and her 15-person team are more likely to attribute DataTech's growth to a passionate dedication to customer service.

"Our customers are our No. 1 priority, and the way we treat them is different than many other companies. We go to the client site and listen to their needs," said Valeh Nazemoff, vice president and director of business development and Elahe Nazemoff's daughter.

DataTech's avid dedication to customer service has won its clients' loyalty. "They are quick to respond and have an incredible understanding of government," said a spokesperson for McLean, Va.-based Daston, a DataTech client that also provides consulting and project management to government agencies. "Their level of customer service is impressive. The good ones are few and far between, and DataTech is a great one."