

Business @ Bishop Ranch

Northern California's Most Dynamic Business Community

October/November 2009

BishopRanch.com

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NewsFeed

- [Bank Up Corporation](#), a payment processing solutions provider to financial institutions and state and local governments, has been selected by the City of Sacramento to process payments for its Revenue Division and Police Department. Bank Up will also provide on-site training for city staff and work to reduce the financial and resource costs of the city's daily accounting practices.
- [Mirion Technologies](#), a 700-person company that sells radiation-detection devices, is planning to launch an IPO to raise up to \$100 million. The company filed its official documents with the Securities and Exchange Commission in mid-August, and it's expected to use the proceeds from the IPO to repay a loan from American Capital Ltd., a private-equity firm.
- [Brocade](#) has partnered with Dell to offer customers end-to-end computing, networking and storage solutions through the Dell global sales organization. The two companies [will also collaborate](#) around the management and virtualization of next-generation, efficient data centers, which will help Brocade and Dell customers better utilize IT and gain significant savings in staff, time and money.
- [IBM](#) has topped the server market for the second quarter of 2009. IBM held a 34.5 percent factory revenue share as [the number-one server vendor](#). Highlights includes a 1.4-point increase in factory revenue for x86-based systems compared to the same time last year, as well as 3.8 points of share gain in the Blades market.
- [NetApp](#) has introduced [new products and enhancements](#) that complement VMware vSphere 4 and VMware View to help customers optimize their desktop and cloud computing environments. Among these include a new Virtual Storage Console, an automated data protection management tool and a rapid cloning tool for replicating VMware virtual machines and datastores.
- [Prodiance Corporation](#), a leading provider of Governance, Risk and Compliance software, [announced that it has successfully deployed](#) the Prodiance Enterprise Spreadsheet Manager system to leading organizations in 15 different countries and territories across 5 continents. The company plans to increase this number in the coming months, with several global deployments already underway.
- [Sabrix](#), a provider of transaction tax management, found that 95 percent of companies involved in a recent Sabrix survey underestimate their nexus footprint, or the business activities that create sales tax liability in a state. [The Sabrix studies](#) were conducted in Q3 2009 and involved companies in a wide range of industries with revenue from \$3 million to \$170 million.



EXECUTIVE PROFILE

Dennis Garrison

Title: President

Company: [ClubSport of San Ramon, LLC](#)

Location: BR2

Number of Employees: 175

Year Founded: 1989

Years at Bishop Ranch: 5
Business: Health and fitness services

Business philosophy: My approach is to focus on balancing the commitments we make to our customers, our employees, our partners and the local communities. Our long-term success requires that all of these groups be served.

Definition of success: Finding an evolving set of challenges that create opportunities to improve our business and make contributions to people and communities. Success should be defined by the contributions you make.

Suggestions for up-and-coming executives: Focus

- [Manex](#), a consultant for the manufacturing industry, [has partnered](#) with the UCLA Anderson School of Management to offer executive courses through the Easton Technology Leadership Program. UCLA professors and Manex's subject matter experts will teach the courses, and Manex will cover the cost of tuition for select individuals.
- [First Allied Securities](#), an independent broker/dealer, [has launched Guided Portfolio Solutions](#), a wealth management platform for financial advisers. The platform will provide a streamlined approach to conducting all phases of fee-based investment management, from the client proposal through account implementation, trading, performance reporting and ongoing support.
- [JPMorgan Chase](#) gave a boost to businesses in the second quarter of 2009 by distributing approximately \$15.1 billion in loans and credit to 21,000 small and midsize companies. Based on the company's preliminary data, [JPMorgan Chase's lending](#) to small- and midsize firms increased by more than 50 percent from the first quarter.
- [Chevron](#), through its Australian subsidiaries, has signed three binding, long-term sales and purchase agreements for shares of liquefied natural gas from the Gorgon project. [The agreements](#) cover a total supply of nearly 3 million tons per annum of liquefied natural gas to Osaka Gas, Tokyo Gas and GS Caltex.
- [RR Donnelley & Sons](#) is collaborating with HP to develop digital printing solutions for inkjet-based digital presses. Under [the proposed arrangement](#), RR Donnelley's Research and Development Center will work with the Inkjet High-speed Production Solutions unit of HP to develop these new technologies, which will be sold under the HP brand.
- [Nortel](#) has successfully trailed 40G optical technology across an ultra-long-distance submarine cable to prove that bandwidth can be doubled on Reliance Globalcom's Atlantic cable FA-1. Not only could this mean faster service for domestic and commercial users, but [Nortel's trial](#) is believed to be the longest 40G result yet achieved.
- [Peterbilt Motors Company](#) is now producing vocational and aerodynamic vehicles powered by compressed and liquefied natural gas. The [Model 365 and Model 384](#) will be offered with the Cummins Westport ISL G natural gas engine and built at Peterbilt's truck manufacturing facility in Denton, Texas.

BISHOP RANCH NEWS



Bishop Ranch welcomes [Colbalt Group](#) to Bishop Ranch 8. Cobalt helps automobile dealers and manufacturers increase their retailing effectiveness and profits with its comprehensive assortment of digital marketing solutions.



Bishop Ranch also welcomes [Meridian Associates](#) to Bishop Ranch 2. The company designs and hosts Web sites, and can supplement their creation with a suite of Web marketing services.

HONORS AND AWARDS

[AurionPro](#), a company specializing in offshore product development and outsourcing services, [has been selected](#) by *Forbes* magazine to appear on its "200 Best Under a

your business objectives on long-term goals. Control your costs in the good times, build reserves for the bad times and avoid needless debt. That sounds obvious now, but it didn't just a few years ago.

Greatest business challenge: All businesses, especially in California, must deal with the consequences of exploding government debt and legislators who stay in office by exchanging entitlements for votes. With little understanding of the consequences, legislators will try to impose additional taxes on businesses.

Business goals: We just celebrated our 20th anniversary at ClubSport of San Ramon. We have made substantial investments in preparing for the future. Our goal is to be recognized as a leader in the community for the next 20 years.

Definition of good leadership: I try to lead by setting an example for our team in terms of effort, attitude, ethics and community involvement.

Best way to motivate staff: I am much better with self-motivated people, as it works best for us to place self-motivated people on a team and give them the freedom to create a great customer service. Consequently, we'll recognize team members for their accomplishments.

Best decision ever made: Deciding to forego a job offer as a bank teller at the Roodhouse National Bank to pursue a college education. In five years, I earned a master's degree and passed the CPA exam. My life has developed from that decision.

Like best about job: I appreciate the opportunities to be involved in the community, such as assisting schools, supporting the Chamber of Commerce, being a member of the San Ramon Rotary and being on Boards for the San Ramon Regional Medical Center and the American

Billion" rankings of Asian small- to medium-sized companies throughout Asia-Pacific. AurionPro was one of only 20 India-based companies to make the 2009 list.

[CompuCom Systems](#) has won Microsoft's Operational Excellence Award for 2009. It's the sixth straight year the company [has received the award](#), which recognizes Microsoft partners that deliver market-leading operational excellence supporting Microsoft technology. Winners were chosen from a pool of more than 31 entrants in the United States and Canada.

[Accela](#) has been recognized as one of the 100 leading private companies in the U.S. software industry by JMP Securities, a San Francisco-based investment bank. This is Accela's [first inclusion](#) on "The Hot 100: The Best Privately Held Software Companies" listing, which is selected by JMP's software research team.

[Enterprise Rent-A-Car](#) has been named for the fourth consecutive year to *BusinessWeek's* annual ranking of the best companies for new college graduates to launch their careers. Enterprise is [the only car rental company](#) to earn a spot since *BusinessWeek* began producing the list in 2006. Since last year's ranking, Enterprise moved up 11 spots to 15th place.

[Aerotek](#) was recently selected as [the top staffing firm of 2008](#) by the *Central Penn Business Journal*. Each year, local recruiting firms submit company information to the publication for consideration as one of the top staffing firms in the Central Pennsylvania region. Aerotek's Lancaster location beat out 13 other recruiting firms to take top honors.

[New York Life Insurance Company](#) has dominated the Million Dollar Round Table (MDRT) in the United States for the 55th consecutive year, with 2,013 agents serving as members [in the association](#). Inclusion in the MDRT is a career milestone attained by fewer than 1 percent of the world's financial services professionals.

B2B SEMINAR

[Time Management Tricks](#)

With all the claims on your time these days, it's a wonder anyone gets anything done. Elaine Betts, a management consultant and contributing author of the *New York Times* bestseller "Master of Sales," will help you solve the time management challenge by showing you how to create and implement an action plan that's tailored to your needs.

Thursday, November 19, noon—1 p.m.
Bishop Ranch Conference Center
2623 Camino Ramon, Ste. 175 (BR3)
FREE, including light lunch

Call Tenant Services at 925.543.0100 to RSVP.



Submit news about your company to business@bishopranch.com. For more information about Bishop Ranch tenants located here, visit www.bishopranch.com.

Bishop Ranch is managed by Sunset Development:
One Annabel Lane, Suite 201 San Ramon, CA 94583

Heart Association.

Like least about job: No one likes to deal with employee discipline issues.

Greatest strength: I try to see opportunities where other people see problems. As a student, I had a lot of jobs that are now classified as "jobs Americans won't do." Each of those jobs was an opportunity to help pay for my education.

Dealing with disappointment: I try to keep life in perspective. Disappointment and tragedy are not the same. If you have ever seen a friend lose a child, you understand tragedy. If my family and close friends are healthy and safe, I should be able to handle any business setbacks.

Most admired characteristic: Character. If you have it, other traits such as enthusiasm, dedication and perseverance will develop. If you don't have it, you likely will fail in some important aspect of your life.

Personal interests: In 2005 I was appointed the Honorary Consul in San Francisco for the Republic of Lithuania. It has led me to many rewarding experiences, including working with disadvantaged children in rural Lithuania, where the ravages of Communism still linger.

Favorite vacation spot: All of my free travel time is spent in Lithuania. I'm often visiting children, schools or summer camps in small towns.