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ClearAccess tops Inc. 500 list

Portland Business Journal - by [Suzanne Stevens](#) Web editor

ClearAccess has been named the fastest growing private telecommunications firm in the country by **Inc. 500**. The Vancouver, Wash., firm also landed No. 66 on the fastest growing private company list across all industries.

According to Inc. 500, the broadband services provider **grew revenue** by 3,460 percent to \$5.7 million over the past three years.

ClearAccess' lead product is the ClearVision management platform, which allows Internet, phone and cable service providers to remotely access a customer's system. More than 50 broadband service providers in the U.S., Latin America and Europe deploy the platform.

The company also licenses its software directly to major device manufacturers. In early August, it signed a key partnership with **Broadcom** that has ClearAccess' remote management software running on Broadcom's cable modem gateway platforms.

"This is a big deal for us," said ClearAccess marketing and business development chief Ken Hood, who co-founded the company with Joel Pennington in 2005. "More than 50 percent of broadband subscribers in North America get broadband through cable. We now have coverage of the cable market, and with BroadCom as a partner, we now have coverage of the majority of that market."

ClearAccess, which employs 30, has raised in excess of \$10 million in venture and angel funding, according to Hood, from Montlake Capital, DFJ Frontier, Blade Ventures and the **Oregon Angel Fund**.

In February, telecom industry veteran Fred Lawrence joined ClearAccess as chairman. He has since taken over as CEO. Lawrence is best known for his lead role in building Sprint Corp.'s \$3.5 billion global fiber network, the first network of its kind in the world.

Two Oregon companies are on the Inc. 500 list. Portland's **Virtualosity Solutions**, an information technology services company, ranked No. 160 with three-year revenue growth of 1,746 percent. Its 2009 revenue was \$2.8 million. It has 40 employees.

The other company is **G5 Search Marketing**, based in Bend, at No. 248. Its three-year revenue growth was 1,236 percent, and its 2009 revenue was \$6.9 million. It has 67 employees.

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