

# Inc.

The Handbook of the American Entrepreneur



# 5000

**Fastest-Growing  
Private Companies**

*Congratulations to*

**Morcom International, Inc.**

as featured on **Inc.com**

## Morcom International, Inc.

241% THREE-YEAR GROWTH

EMPLOYEES: 12 FOUNDED: 1984

Chantilly, VA [www.morcom.com](http://www.morcom.com)

*What it does:* Morcom International designs, sells, installs, and supports airport and radio communication and weather systems for public safety, defense, and navigation. *Why it's growing:* Morcom International has increased its marketing efforts and expanded its client base within government agencies and civil aviation.

*What's noteworthy:* In 2007 the firm worked with the National Oceanic and Atmospheric Administration to supply tsunami warning systems for Sri Lanka and the Maldives.

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### In the company's own words

Morcom International, Inc. has established a high level of quality in all aspects of their business from design, sale, installation and technical support.

Morcom International possesses several areas of expertise including: design and implementation of complete 2-way radio systems for public safety and other critical applications, in-building wireless systems, ATC radio communications equipment for use in ground-to-air communications, and systems to receive and disseminate critical weather data and imagery. Morcom has become a company that is highly trusted by the most demanding of government agencies.

Over the years, Morcom has been chosen by several high profile clients like the National Oceanic and Atmospheric Administration (N.O.A.A.), the Metropolitan Washington Airport Authority, the U.S. Army, the U.S. Air Force, the U.S. Capitol, the International Civil Aviation Organization (ICAO), BAE Systems, Lockheed Martin Corporation, General Dynamics, IBM Corporation, and others.

The company is also active in the international arena having installed and commissioned systems in almost every continent. This presents an additional incentive to our customers that deploy overseas or to multinational organizations because they can get service abroad for products or systems purchased from Morcom.

Starting in 2006 the company has undertaken a "managed growth" strategy which consists in expanding its marketing activities, leveraging current partnerships, and actively pursuing new opportunities without jeopardizing the quality service that has been its trademark since inception. As a result of these actions Morcom's revenues grew about 150% from 2006 to 2007 and is poised to grow an additional 25% to \$5 Million in 2008.

