

**VENKAT KOTA POWERS UP  
JAVEN TECHNOLOGIES' SALES BY 43%**



## JAVEN TECHNOLOGIES INC.

**Growth rate:** 43.04%  
**2006 revenue:** \$1,739,318  
**2007 revenue:** \$1,925,741  
**2008 revenue:** \$2,487,918  
**CEO:** Venkat Kota  
**Business:** IT consulting firm  
**Headquarters:** Bloomington  
**Year founded:** 2003  
**Employees:** 30  
**Web:** javentechnologies.com

**BY MITCH ANDERSON**  
STAFF WRITER

Venkat Kota had always dreamed of owning and running his own business. So it's no surprise that within five years of departing his native India, his pet project, IT consulting company Javen Technologies Inc., was up and running — and growing at a rapid clip.

"I always saw America as the land of opportunities," Kota said. "It has always been my passion, [to run my own business]."

Kota moved to America in 1998 after finishing his MBA degree in his homeland. He gained experience at various companies as a programmer, architect and consultant. It didn't take long for him to realize IT consulting was the perfect platform on which to launch his dream business.

Using the equity on his house to take out a small-business loan, Kota first opened Javen Technologies in 2003, only employing himself at the time. Within months, he was able to pay off the loan and hire more consultants. The company has continued to grow since then.

In the past three years, Javen Technologies has increased revenue 43 percent, from \$1.7 million in 2006 to \$2.5 million in 2008. Javen also has 20 full-time employees, in addition to about 15 independent contractors at any given time. That's good enough for No. 50 on the *Business Journal's* list of fastest-growing private companies.

The IT consulting business is complex, but Kota attributes his company's success to two relatively simple principles: make the customer your top priority and let the quality of your work speak for itself.

It's an approach Hunt Russell, co-founder of St. Louis Park-based based 7 Medical Systems and client of Javen Technologies, appreciates. For the past four years, Russell has used Javen to help with the interface of multiple computer data systems.

"They've been phenomenal," Russell said of Javen staff. "There are a lot of groups that do something similar, but what makes the difference is the dedication, the focus and delivery on time and on budget."

Despite an overall weakened economy, Kota said his company's ability to tap into many different market sectors, including government, health care, manufacturing and finance, has helped soften the blow.

"We have a diverse set of clients," he said. "One sector goes down and another sector helps us."

The diverse client base combined with the company's recent increase in government work has allowed Javen to add some workers in the past year, a time when many companies have been laying off employees just to survive.

Looking forward, Kota sees business picking up as companies that were holding back begin to spend again. He also would like to expand the business with local and international clients.

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