

Where Are They Now?

Metalogix Software Inc. BMO Bank of Montreal First Prize Winner 2002

Metalogix turned a profit in 2003, just one year after placing first in the 2002 TELUS New Ventures BC competition.

A software company that has created an efficient way for companies to migrate website content from legacy systems to newer content management systems, Metalogix is almost ready to launch version 2.0 and expects to double sales this year. In 2003, says Metalogix marketing manager Rasool Rayani, company revenues were in the six figures. In 2004, he's expecting revenues near seven figures.

A referral relationship with Microsoft has been enormously helpful to the company. Their product, Migration Assistant works well with Microsoft's content management server. "They've been a very strategic partner for us," says Rayani. Recently, Metalogix completed a 70,000 page migration project for Microsoft.com, a website touting the most business traffic in the world. "We were able to complete that in less than two months," he says. "It would have been impractical to do it any other way since it would probably have taken a decade to complete using a manual, copy-and-paste approach."

Metalogix sells its product as a download over the Internet and boasts customers in Denmark, Switzerland, Britain, the U.S. and Canada, including the Canadian Department of National Defense, the Corporation of London, England, Park Place Entertainment, and Conoco Phillips in Oklahoma. This year, Metalogix will also introduce a new service offering for larger customers, which will allow organizations to completely outsource their migration projects.

Metalogix moved into Gastown offices last year and has recently engaged a number of contractors to help handle the volume of work. Rayani also plans to hire several students through the SFU and UBC co-op education programs.