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Defibtech tops 'Fast 50' list

By Cara Baruzzi

GUILFORD - Defibtech LLC, which makes automated external defibrillators, tops this year's "Connecticut Technology Fast 50" having about 16,000 percent revenue growth over five years.

The Fast 50 is an annual ranking of companies on revenue growth over a five-year period - in this case, from 2002 to 2006.

It is presented by Deloitte & Touche USA LLP and the Connecticut Technology Council, and is sponsored in part by Connecticut Innovations.

Defibtech experienced revenue growth of 16,286 percent between 2002 and

2006, earning it the No. 1 spot.

The privately held company makes automated external defibrillators for use by people who are not medical professionals. Fire and police departments, gymnasiums, schools, businesses and dental offices are among its customers.

A defibrillator is an electronic device that applies an electric shock to restore the rhythm of a fibrillating heart, and is used on a person who goes into cardiac arrest.

"A company is going to live or die by the product it has," said Gintaras Vaisnys, president and co-founder of Defibtech, at 741 Boston Post Road.

He co-founded the company with

Glenn Laub in 1999.

"We start with a really, really well-designed product designed by really extraordinary engineers," Vaisnys said.

The company has about 50 employees, split between its Guilford headquarters and a Seymour manufacturing facility.

Many of the companies ranking among Connecticut's Fast 50 make scientific or technical instruments, said Kevin Buckley, senior relationship manager at Deloitte & Touche USA in New York City.

"It's really good to see this many companies with this high (percentage) of growth," said Buckley. "We're seeing

more companies start up in Connecticut."

Overall, the Fast 50 companies had an average five-year revenue growth of 738 percent.

Deloitte & Touche compiles Fast 50 rankings in various states throughout the country, and will subsequently compile a nationwide Fast 500.

Aside from Defibtech, 14 other Greater New Haven companies made the Fast 50 list, including Orange's Tangoe Inc. and Wallingford's Distributed Energy Systems Corp., which are among the Top 10.

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