



Wake County  
Economic Development

Smarter all around.™

[www.raleigh-wake.org](http://www.raleigh-wake.org)

# New and Expanding Report

---

November 30, 2017

## Summary Information from 10/1/2017 to 11/30/2017

<b>18</b>	<b>807</b>	<b>\$0</b>	<b>6</b>	<b>12</b>
Total Companies	Total Jobs	Total Investment	New Companies	Expanding Companies

### Smartlink Health Solutions

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Software/Information Technology	Expanding	90	\$0	10/02/2017

**Notes**

Cary's Smartlink Health Solutions – which focuses on providing value-based care solutions – is staying in growth mode as it's raised \$20 million since 2014, according to CEO Siu Tong. The company remains on track to add 90 or more jobs by the end of next year, he says. At the beginning of summer, Smartlink formally changed its name from Smartlink Mobile Solutions to Smartlink Health Solutions. While the mobile platform is still an important part of Smartlink's business, the new name reflects the company's broader value proposition, says vice president Ginny Mahaney. The company's headquarters in Cary houses research and development as well as corporate functions, finance, human resources, sales and marketing, according to Mahaney.

### Humacyte

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Biotechnology/Pharmaceuticals	Expanding	25	\$0	10/02/2017

**Notes**

Research Triangle Park-based Humacyte has landed \$17.5 million more from the California Institute for Regenerative Medicine (CIRM) and the U.S. Department of Defense (DOD). While Humacyte currently employs around 100 people, it plans to add about 25 – largely in terms of bioprocessing expertise – over the next year or two, notes Cox.

## CIMTEC Automation

<b>Industry</b>	<b>New/Expanding</b>	<b>New Jobs</b>	<b>Investment</b>	<b>Date Submitted</b>
Advanced Transportation/Electric Vehicles	New	0	\$0	10/04/2017

### **Notes**

CIMTEC Automation, LLC experts in high performance industrial technology and automation, announced today the opening of its new Raleigh, NC office. Headquartered in Charlotte, NC, CIMTEC's expansion into the Piedmont/Triad area supports the company's accelerated growth plans. The new location will enlarge the company's footprint in the Mid-Atlantic region and support the growing customer base in this area. Raleigh is the company's fifth office, adding to the Charlotte, NC, Greenville, NC, Charleston, SC, and Richmond, VA locations. We have recently added new members to our Sales Engineering team to support the increased requests for our services and products in vision, sensing, controls and robotic systems.

## Hoganas

<b>Industry</b>	<b>New/Expanding</b>	<b>New Jobs</b>	<b>Investment</b>	<b>Date Submitted</b>
Biotechnology/Pharmaceuticals , Smart Grid	New	100	\$0	10/04/2017

### **Notes**

Swedish research and manufacturing company Höganas – which has 65 offices and 1,800 employees globally – has opened its new office and laboratory in Cary, where it expects to add 100 new employees over the next two years. While about 15 of the company's employees will be relocating to its new space at 3000 Weston Parkway from an existing U.S. base in Johnstown, Pennsylvania, the 100 new employees it expects to add in the coming years are necessary in terms of growing business from its new hub. Eight new employees have already been added locally.

## Issuer Direct

<b>Industry</b>	<b>New/Expanding</b>	<b>New Jobs</b>	<b>Investment</b>	<b>Date Submitted</b>
Software/Information Technology	Expanding	11	\$0	10/06/2017

### **Notes**

Morrisville-based communications and compliance firm Issuer Direct Corporation (NYSE: ISDR) is acquiring a 56-year-old Salt Lake City company, a move that instantly expands its customer base by more than 300 clients. While five of its six employees are being retained in Salt Lake City, Issuer Direct CEO Brian Balbirnie says further buildout of the unit will happen in the Triangle. But even without the buy, Issuer Direct is growing. Without Interwest, the team was already up to 64 employees. Balbirnie says there are 11 open positions, and he's soliciting those displaced in recent layoff rounds, such as at Citrix, to apply.

## Xellia Pharmaceuticals

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Biotechnology/Pharmaceuticals	Expanding	10	\$0	10/11/2017

### **Notes**

Xellia Pharmaceuticals – based in Copenhagen, Denmark – is growing abroad and in Raleigh, where the company houses its North American headquarters, according to president and CEO Carl-Åke Carlsson. Currently, Xellia employs about 125 people in Raleigh – positions that range from corporate functions to manufacturing, quality assurance, commercial operations, engineering and technical support. The company anticipates growing its headcount both in Raleigh and companywide in the coming months, to about 135 and 1,600, respectively, says Carlsson. In Raleigh that growth will be aimed at “driving more volume out of the plant” and transferring a number of the company’s products to the facility.

## MaxPoint Interactive

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Other: Advertising	Expanding	12	\$0	10/11/2017

### **Notes**

Valassis Digital, the San Francisco-based media delivery firm that bought Morrisville-based MaxPoint Interactive, is pledging to keep growing its new subsidiary in North Carolina. The deal closed Tuesday, taking MaxPoint – a publicly traded company for the last two years – private. As of Tuesday, MaxPoint had more than a dozen open positions for Morrisville on its website.

## PlantResponse

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Biotechnology/Pharmaceuticals	Expanding	20	\$0	10/13/2017

### **Notes**

Spain-based biotechnology company PlantResponse – which was founded in 2008 as a spinout of the Technical University of Madrid – has landed locally. The company – focused in crop management – has selected the Triangle to serve as its new North American headquarters as it plots a commercial push in the U.S. market, according to CEO Tom Snipes. The company is currently housed at the North Carolina Biotechnology Center’s Landing Pad, but is already in the process of securing a larger and more permanent space by the first quarter of next year, he says.

## Rho, Inc.

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Biotechnology/Pharmaceuticals	Expanding	40	\$0	10/31/2017

### **Notes**

Chapel Hill-based contract research organization Rho – which is planning to add more than 40 employees over the next few months – is moving to a new, larger headquarters in Research Triangle Park at the corner TW Alexander Drive and Highway 54. Rho said Tuesday that the new headquarters will be 159,000 square feet – 50 percent larger than its existing space, allowing for the company’s continued growth. Construction of its new headquarters is slated to start before the end of this year, with its move expected to begin in early 2019, according to the company.

## Lighthouse Networks

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Financial Services, Software/Information Technology	Expanding	50	\$0	10/31/2017

### **Notes**

Allentown, Pennsylvania-based financial technology firm Lighthouse Networks is expanding in the Triangle, with plans to add more than 50 jobs as it relocates its local office to Morrisville’s Perimeter Park. The company is moving from Aviation Parkway to 2600 Perimeter Park Drive, the Perimeter’s Edge building. Its first local office, on Davis Drive, had just 13 employees. A year ago, it was 50 at Aviation Parkway. Today, it’s 85. And the plan is to expand to 140-150 employees, driven both by acquisitions and new hires. “We’ll pack them in here until we move,” he notes, adding that much of the growth at the new space (at 25,700 square feet) will be driven by support operations.

## Fahrenheit Group

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Financial Services, Software/Information Technology	New	60	\$0	10/31/2017

### **Notes**

A Richmond-based firm with a new office in the Triangle hopes to fill the need with its 60 experts in fields as varied as marketing, sales, strategic planning, venture capital, private equity, finance, HR and executive recruiting. Called The Fahrenheit Group, the firm provides both seed and growth stage startups with fractional services like a CFO one day a week, or an operations consultant to put internal systems and infrastructure in place to support rapid growth. So far, they’re pleased with the decision. The customer count is more than a dozen and six people now work out of an RTP office.

## Chiesi USA

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Advanced Manufacturing, Biotechnology/Pharmaceuticals	Expanding	0	\$0	11/03/2017

### **Notes**

Chiesi USA's moving to a new HQ in Cary. Roughly 55,000 square feet on two floors in the new 150,000-square-foot building. Not only will Chiesi USA's new space accomplish the feat of routing all of its Cary-based employees back under one roof, it will also "provide room for future growth," says Franklin, adding that the company has "aggressive growth plans for our business ..."

## Simplilearn

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Software/Information Technology	New	50	\$0	11/06/2017

### **Notes**

Indian education technology Simplilearn has picked Raleigh for its newest U.S. office, a move that means Triangle jobs, according to its top executive. Krishna Kumar, founder and CEO, says the firm picked the Triangle over competing locations in Austin, Texas, and Salt Lake City. Initially, the office will have a staff of 15. Kumar says the firm hopes to grow that to 50 in the next few years – which is one of the reasons the company picked the region for its new office. Kumar says it came down to talent availability, augmented by local universities.

## FilterEasy

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Other: Start-Up	Expanding	12	\$0	11/08/2017

### **Notes**

Four months after closing on nearly \$7 million in new financing, Thad Tarkington and Kevin Barry, the duo behind on-demand air conditioner filter startup FilterEasy, are in new downtown Raleigh digs – with plans to grow. The company, at about 70 employees – about 20 more than it had in July – has about a dozen job openings. And its new headquarters, which is about 11,000 square feet at the Capital Bank Building on Fayetteville Street, is helping it compete for talent against other brands, CEO Tarkington says.

## CyrusOne

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Software/Information Technology	New	0	\$0	11/15/2017

### **Notes**

CyrusOne (NASDAQ: CONE), a premier global data center REIT, has been selected by NetActuate, Inc, a leading provider of global edge infrastructure and cloud connectivity, to host NetActuate's data center services hub. NetActuate will connect the company's global edge platform that extends to 67 data centers worldwide, as well as host their disaster recovery services for other markets from their data center footprint within the CyrusOne Raleigh-Durham Data Center.

## Sassool Mediterranean Cafe

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Other: Retail, Cafe	Expanding	2	\$0	11/21/2017

### **Notes**

Sassool Mediterranean Cafe has expanded its Cary restaurant to include a grocery and retail section. The expansion adds 2,000 square feet to its footprint at the Shoppes of Kildaire and takes the place of the former Neighborhood Bottle Shop space. He says he'll most likely add about two new people to service the expansion and will also pull from the expertise of his other employees. Sassool employs about 90 people in the two locations.

## CTI Towers

<b><u>Industry</u></b>	<b><u>New/Expanding</u></b>	<b><u>New Jobs</u></b>	<b><u>Investment</u></b>	<b><u>Date Submitted</u></b>
Software/Information Technology	New	25	\$0	11/29/2017

### **Notes**

CTI Towers, which has been based in Boston since its inception in 2011, is moving its headquarters to the Triangle. With just a handful of the 15 employees moving to Cary (all were offered positions, he says), CTI will be building a team from the ground up, with plans to initially hire 25. Its new Cary headquarters will be in Highwoods-owned CentreGreen Way, and the plan is to open in February.

## Varonis

<b>Industry</b>	<b>New/Expanding</b>	<b>New Jobs</b>	<b>Investment</b>	<b>Date Submitted</b>
Software/Information Technology	Expanding	300	\$0	11/29/2017

### **Notes**

A new 100,000-square-foot building is going up at Morrisville's Perimeter Park, and the landlords already have a tenant lined up. Cybersecurity company Varonis will occupy slightly more than half of the new class-A office building, according to Jeff Sheehan, partner with Trinity Capital Advisors. With the new space, Varonis will be able to house up to 300 employees. The new building will be located on 8.12 acres at 2200 Perimeter Park Drive, which has a tax value of \$1.14 million, according to Wake County real estate records.

## Legend

Report generated: 11/30/2017 9:06:04 AM

Generated by: Morgan Ross

Date submitted range: 10/1/2017 to 11/30/2017

New/Expanding: New, Expanding

Industries: Advanced Manufacturing, Advanced Medical Technologies, Advanced Transportation/Electric Vehicles, Biotechnology/Pharmaceuticals, Defense Technologies, Financial Services, Healthcare, Interactive Digital Media/Gaming, Smart Grid, Software/Information Technology, Solar/Renewable Energy, Other, Unclassified

Geographic location(s): Wake County - Apex, Wake County - Cary, Wake County - Fuquay-Varina, Wake County - Garner, Wake County - Holly Springs, Wake County - Knightdale, Wake County - Morrisville, Wake County - Raleigh, Wake County - Raleigh - Downtown, Wake County - Research Triangle Park, Wake County - Rolesville, Wake County - Wake Forest, Wake County - Wendell, Wake County - Zebulon, Prospect - TBD