

Our 24th Annual Ranking

# InformationWeek

THE BUSINESS VALUE OF TECHNOLOGY

SEPT. 17, 2012

# 5000

## The Innovators And Rule Breakers

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InformationWeek

TOP  
250

Innovators

INFORMATIONWEEK'S 24TH ANNUAL RANKING  
OF THE LEADING U.S. USERS OF BUSINESS TECHNOLOGY



RANK	COMPANY	REVENUE IN MILLIONS	HIGHEST-RANKING IT EXECUTIVE	INDUSTRY
1	<b>Beth Israel Deaconess Medical Center</b> www.bidmc.org, Boston, Mass.	\$1,200	John D. Halemka, MD CIO	Healthcare & Medical
2	<b>Deere &amp; Co.</b> www.deere.com, Moline, Ill.	\$32,000	Patrick W. Webber VP of IT	Manufacturing
3	<b>Zynga Inc.</b> www.zynga.com, San Francisco, Calif.	\$1,140	Cadir Lee CTO	Media & Entertainment
4	<b>Vail Resorts Inc.</b> www.vailresorts.com, Breckenridge, Colo.	\$1,167	Robert N. Urwiler Exec. VP & COO	Hospitality & Travel
5	<b>E. &amp; J. Gallo Winery</b> www.gallo.com, Modesto, Calif.	—	Kent Kyrhar VP & COO	Consumer Goods
6	<b>Quintiles</b> www.quintiles.com, Durham, N.C.	—	Richard Thomas CIO	Biotechnology & Pharmaceuticals
7	<b>Cigna Corp.</b> www.cigna.com, Bloomfield, Conn.	\$21,998	Mark Boxer Exec. VP & Global CIO	Insurance
8	<b>UPS Inc.</b> www.ups.com, Atlanta, Ga.	\$53,105	David Barnes Sr. VP & COO	Logistics & Transportation
9	<b>Dow Chemical Co.</b> www.dow.com, Midland, Mich.	\$60,000	David Kepner Exec. VP & COO	Chemicals
10	<b>Lowe's Companies Inc.</b> www.lowes.com, Mooresville, N.C.	\$50,208	Kevin Summers COO	Retail: Specialty Merchandising
11	<b>Allstate Insurance Co.</b> www.allstate.com, Northbrook, Ill.	\$32,654	Suren Gupta Exec. VP of Allstate Tech. & Ops.	Insurance
12	<b>UniGroup Inc.</b> www.unigroupinc.com, Fenton, Mo.	\$1,580	Anthony M. DeCanti Sr. VP & COO	Logistics & Transportation
13	<b>Movado Group Inc.</b> www.movadogroup.com, Paramus, N.J.	\$468	Frank A. Morelli Sr. VP of Global Business Processes & CIO	Consumer Goods
14	<b>First Horizon National Corp.</b> www.fhnc.com, Memphis, Tenn.	\$1,487	Bruce Livesey Exec. VP & COO	Banking & Financial Services
15	<b>The Procter &amp; Gamble Co.</b> www.pg.com, Cincinnati, Ohio	\$82,559	Filippo Passerini Group President, Global Business Svcs. & COO	Consumer Goods
16	<b>Sparrow Health System</b> www.sparrow.org, Lansing, Mich.	\$1,004	Thomas Bres VP & COO	Healthcare & Medical
17	<b>Toyota Motor Sales U.S.A. Inc.</b> www.tmsa.com, Torrance, Calif.	\$220,900	Zeck Hicks Group VP of North America COO	Automotive
18	<b>Royal Caribbean Cruises Ltd.</b> www.royalcaribbean.com, Miami, Fla.	\$7,537	Bill Martin VP & COO	Hospitality & Travel
19	<b>Skanska USA Inc.</b> www.skanska.com, New York, N.Y.	\$4,900	Robert Kraft COO	Construction & Engineering
20	<b>PACCAR Inc.</b> www.paccar.com, Bellevue, Wash.	\$16,355	Kyle Quinn VP & COO	Automotive
21	<b>AG Interactive</b> www.americanaginteractive.com, Cleveland, Ohio	\$1,700	Joseph Yanoska VP of Technology	Media & Entertainment
22	<b>Worx Audio Visuals</b> www.worx.com, St. Louis, Mo.	—	Mark White CIO	Consulting & Business Services
23	<b>Dunham &amp; Smith Agencies</b> www.dunhamandsmith.com, Norwalk, Conn.	—	Mike Skinner COO of Brokerage Ops. & COO, Export Svcs. Inc.	Consulting & Business Services
24	<b>CenterPoint Properties</b> www.centerpoint.com, Oak Brook, Ill.	—	Scott Zimmerman COO	Consulting & Business Services
25	<b>Hyatt Hotels Corp.</b> www.hyatt.com, Chicago, Ill.	\$3,698	Mike Blake COO	Hospitality & Travel
26	<b>Sabre Holdings Corp.</b> www.sabre.com, Southlake, Texas	—	Barry Vandevier COO	Hospitality & Travel
27	<b>Cincinnati Financial Corp.</b> www.cfn.com, Fairfield, Ohio	\$3,803	John Kellington Sr. VP & COO	Insurance
28	<b>Broadview Networks Inc.</b> www.broadviewnet.com, Rye Brook, N.Y.	\$378	Kenneth A. Shulman CTO & COO	Telecommunications
29	<b>Active Network</b> www.activework.com, San Diego, Calif.	\$337	Dariko Dejanovic Chief Technology, Product, & Innovation Officer	Information Technology
30	<b>Premier Inc.</b> www.premierinc.com, Charlotte, N.C.	\$900	Keith J. Figlioli Sr. VP of Healthcare Informatics	Healthcare & Medical
31	<b>Miami Children's Hospital</b> www.mch.com, Miami, Fla.	—	Edward Martinez Sr. VP & COO	Healthcare & Medical
32	<b>RadNet Inc.</b> www.radnet.com, Los Angeles, Calif.	\$620	Ranjan Jayanathan CIO	Healthcare & Medical
33	<b>Accenture</b> www.accenture.com, New York, N.Y.	\$25,000	Frank B. Modruson CIO	Consulting & Business Services
34	<b>McKesson Corp.</b> www.mckesson.com, San Francisco, Calif.	\$123,734	Randall N. Spratt Exec. VP, COO & CTO	Distribution
35	<b>FedEx Corp.</b> www.fedex.com, Memphis, Tenn.	\$43,000	Robert B. Carter Exec. VP of Information Services & CIO	Logistics & Transportation
36	<b>The Progressive Group of Insurance Cos.</b> www.progressive.com, Mayfield Village, Ohio	\$15,508	Raymond Voelker COO	Insurance
37	<b>USAA</b> www.usaa.com, San Antonio, Texas	\$19,036	Greg Schwartz Sr. VP of IT & COO	Insurance
38	<b>Rackspace Hosting Inc.</b> www.rackspace.com, San Antonio, Texas	\$1,025	Steve Mills CIO	Information Technology
39	<b>Boeing Co.</b> www.boeing.com, Chicago, Ill.	\$68,735	Kim Hammonds VP of IT & COO	Manufacturing
40	<b>Tech Data Corp.</b> www.techdata.com, Clearwater, Fla.	\$26,500	John Tomlinson Exec. VP & Worldwide CIO	Distribution
41	<b>Priceline.com Inc.</b> www.priceline.com, Norwalk, Conn.	\$4,356	Michael Diliberto COO	Hospitality & Travel
42	<b>International Business Machines Corp.</b> www.ibm.com, Armonk, N.Y.	\$106,916	Jeanette Horan COO	Information Technology
43	<b>WinWholesale Inc.</b> www.winwholesale.com, Dayton, Ohio	\$1,760	Steve Hangan COO	Distribution
44	<b>Echo Global Logistics Inc.</b> www.echo.com, Chicago, Ill.	\$603	David Rowe CTO	Logistics & Transportation
45	<b>Equinix Inc.</b> www.equinix.com, Redwood City, Calif.	\$1,407	Brian Lillie COO	Information Technology
46	<b>Baker Hughes Inc.</b> www.bakerhughes.com, Houston, Texas	\$19,831	Cliff Triplett VP & COO	Manufacturing
47	<b>Intermountain Healthcare</b> www.intermountainhealthcare.org, Salt Lake City, Utah	\$4,714	Marc Probst CIO	Healthcare & Medical
48	<b>Kindred Healthcare Inc.</b> www.kindredhealthcare.com, Louisville, Ky.	—	Rick Chapman Exec. VP, COO & CNO	Healthcare & Medical
49	<b>C Spire Wireless</b> www.cspre.com, Ridgeland, Miss.	—	Carla Lewis Sr. VP of IT	Telecommunications
50	<b>Sharp Healthcare</b> www.sharp.com, San Diego, Calif.	\$2,494	William A. Spooner Sr. VP & COO	Healthcare & Medical

Financial data is from public sources and company supplied. Revenue is for latest fiscal year. Dashes indicate companies requesting financial data not be disclosed.