

ATLANTA BUSINESS CHRONICLE



BEST PLACES TO WORK - SMALL COMPANIES

RANKED BY OVERALL SURVEY SCORES

	Business name Website	Address Phone	Brief description of company or services offered	Type of company	Chief Atlanta officer(s)	Year est. in Atlanta
1	Catalyst Fitness catalystfitness.com	2233 Peachtree Rd. N.E., Ste. M Atlanta, GA 30309 404-856-0513	offers fitness services to the general public and to fitness industry professionals	private	Bill Sonnemaker Valorie Sonnemaker	2004
2	NPI LLC npifinancial.com	271 17th St. N.W., #550 Atlanta, GA 30327 404-591-7500	IT sourcing consulting company that helps businesses identify and eliminate overspending on IT and telecom purchases	private	Jon Winsett Kim Addington Don Addington Jeff Muscarella	2003
3	Summit Funding Advisors summitfundingadvisors.com	5871 Glenridge Dr., #350 Atlanta, GA 30328 404-835-6501	residential mortgage lender	private	Paul Cargal Bart Patterson	2012
4	eHire LLC ehire.com	3565 Piedmont Rd. N.E., Bldg. 4, #300 Atlanta, GA 30305 404-477-2680	technical and sales staffing firm	private	Kyle Tothill	2009
5	InnoVergent innovergent.com	2500 Northwinds Pkwy., #280 Alpharetta, GA 30009 866-287-8643	cloud-based accounting and financial software systems integrator	private	Paul Cammisa	2006
6	Intrepid intrepid7.com	400 Interstate N. Pkwy., #300 Atlanta, GA 30339 770-612-4644	employee benefits consulting	private	Liz Frayer	1984
7	ARJPR arpr.com	675 Ponce de Leon Ave., #9800 Atlanta, GA 30308 855-300-8209	public relations and integrated communications agency	private	Anna Ruth Williams	2012
8	Alston Construction Co. alstonco.com	3500 Lenox Rd., #501 Atlanta, GA 30326 404-921-2020	general contracting, construction management and design-build services for industrial, commercial, healthcare, education, retail and government projects	private	Shane Benefield	1986
9	LAN Systems lansystems.com	4711 Peachtree Industrial Blvd., Berkeley Lake, GA 30092 770-662-0312	IT services and support	private	Mary Hester	1993
10	Brautigan Brothers Management	2578 Old Rockbridge Rd., Norcross, GA 30071 678-948-2527	management company for several smaller companies owned by the same partners; restaurant small wares and maintenance	private	Dave Brautigan Brian Wagner Nicole Spedding	2001
11	Steele Consulting LLC steeleconsultingllc.com	3525 Piedmont Rd., 7 Piedmont Center, #300 Atlanta, GA 30305 404-975-5055	tax consulting firm serving Fortune 500 and mid-sized clients	private	Jay Steele Jill Wood	2005
12	Across Healthcare acrosshealthcare.com	306-B Rome St., Carrollton, GA 30117 678-664-0434	research and development of electronic health records, patient engagement, patient portal, revenue cycle management and clinical analytics platforms for the healthcare provider market	private	Johnathan Samples	2014
13	Arista Consulting Group aristacg.com	4550 N. Point Pkwy., #250 Alpharetta, GA 30022 678-533-6040	benefit programs and retirement plans provider	private	David Hatter	2005
14	FieldEdge fieldedge.com	550 Pharr Rd., #560 Atlanta, GA 30305 888-614-0184	technology company providing field service management services to the mechanical contractor market	private	Dean Schreiner	2015
15	Elite SEM elitesem.com	550 Pharr Rd. N.E., #300 Atlanta, GA 30305 404-410-5598	digital marketing agency	private	Abby Stone	2007
16	Proficient Engineering Inc. proficientengineering.com	6991 Peachtree Industrial Blvd., Bldg. 700 Peachtree Corners, GA 30092 404-330-9798	provides mechanical, electrical, and plumbing consulting engineering services	private	Paul Kennedy	2008
17	Marbury Creative Group LLC marburycreativegroup.com	3160 Main St., Ste. 100-A Duluth, GA 30096 678-735-5220	full-service advertising agency that focuses on creative content for both traditional and digital media	private	Robert Marbury Shelly Emanuel Hoffman	2010
18	Izenda LLC izenda.com	5775 Peachtree-Dunwoody Rd., Bldg. C, #300 Atlanta, GA 30342 678-619-5889	embedded self-service business intelligence and analytics platform purpose-built for software companies	private	Bill Curran	2007
19	The Hansen Group thehansengroup.net	1770 Breckinridge Pkwy., #400 Duluth, GA 30096 770-667-1544	representation for manufacturers of food service equipment and supplies	private	Wayne Jones Dave Schweffler	1957
20	Elevate Live Events elevateliveevents.com	3030 Business Park Dr., Ste. D Norcross, GA 30071 678-820-8113	brand experience and event consulting services	private	Billy Boughey	2012

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NO. 2 SMALL EMPLOYER

NPI LLC

BY ALLISON SHIRREFFS
Contributing Writer

In the early years, the culture at NPI happened organically. A management advisory firm dedicated to helping buyers get the best deal possible when purchasing telecom and IT, NPI was a start up in 2003. With just a handful of people, it was easier to maintain a culture. Fast-forward 14 years, 50 employees and 450 clients later and leadership finds itself having to be more intentional about culture. “We’d all worked for companies that failed to nurture their culture as they grew and we didn’t want to make the same mistakes,” explained Jon Winsett, CEO of NPI.

As the firm grew, Winsett and his fellow executives sat down and mapped out, he said, “How we would create a culture where people worked hard, valued integrity and accountability, were rewarded for their accomplishments, and had fun.”

What they came up with has resonated with employees. NPI has made multiple appearances as an Atlanta Business Chronicle Best Places to Work in the small employer category. This year, it finished No. 2 in that category.

Winsett recognizes that the work isn’t the whole story. It’s about the environment where people work, who they work with, how they work together, their well being, and about having some laughs along the way. Teamwork is essential to what NPI does, “so collaboration is in our DNA,” said Winsett.

For example, NPI’s marketing team is “totally wired” to support the sales team. “There’s just no question that helping our sales team reach 100 percent of quota is something that marketing is deeply committed to,” said Winsett. “The work we do for clients is the rallying point—a happy client makes us equally happy.”

Ever since its first year in business, NPI has grown at a steady, profitable clip. Revenue growth is expected to be 25 percent this year.

As the company grows, its workforce – and the company’s need for office space – grows too. To make room for more employees, NPI is currently expanding its space in the BB&T building at Atlantic Station. Yet the firm is still small enough that after a banner 2016, the entire NPI crew flew to Key West to celebrate. “Most small firms have growing pains that ripple through the employee community that result in high stress and people churn. We have none of that here at NPI,” stated an NPI employee in the Best Places To Work survey. “Growth is contemplated and managed in a way that is both meaningful to the firm and employees without breakage of human capital.”

Leadership is intentional about communication and feedback. The company holds quarterly employee reviews to assess whether NPI and its employees are accomplishing the goals they set for themselves. Management is transparent about business performance, collecting data along a “robust set of metrics” and sharing it with NPI’s workforce. “We’re really honest about how we’re doing,” said Winsett.

How associates work is up to them. As far as Winsett is concerned, they’re all grown ups committed to the work, and leadership recognizes that they have lives outside of NPI. The company is “super flexible” when it comes to work/life balance. And because NPI is a small business, employees often pitch in to help in areas outside of the role printed on their business cards. “In order to make business collaboration easier and more meaningful, we create a ‘family’ vibe,” explains Winsett. “From the way our space is laid out, to the ribbing we give each other, to having each other’s backs professionally and personally, those are the kinds of things we proactively nurture at NPI.”

There are remote, “half day” Fridays in the summer. The office sponsors Chick-fil-A “Moo Monday” and Spa Thursdays once a month,



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and Fruity Tuesdays every week. This year, the company bought season tickets to the Atlanta Braves and the Atlanta Falcons so employees could experience Atlanta’s two new stadiums. Employees have spent the summer hitting the Delta Sky360 Club area at SunTrust Park and they’re lining up to cheer on the Falcons at Mercedes-Benz Stadium this fall. In July, NPI’s second quarter review was delivered in the Culinary Center at the Big Green Egg Headquarters.

The company also works on a charity project every quarter.

“That’s very intentional,” explained Winsett. “We do it for three reasons. To remind us how fortunate we are, to strengthen the emotional bonds across the team, and to give back to the community that supports us and our families.”