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**Wichita lands high-tech firm**  
Virginia-based Spin Systems opens office  
in SC Telcom building downtown, 3C

## Software firm opens Wichita office

■ Spin Systems, based in Virginia, is leasing space downtown and plans to have 12 employees in two years.

BY **JERRY SIEBENMARK**  
The Wichita Eagle

A high-tech East Coast firm has set up its first Midwest office in Wichita.

Sterling, Va.-based Spin Systems has begun leasing 2,000 square feet of office space in the SC Telcom building downtown.

The office currently has three employees, but a Spin Systems spokesman said employment there is expected to grow to 12 in the next two years.

The privately held software engineering firm counts as its customers Fortune 500 companies and the federal government, for which it develops surveillance systems.

Spin Systems' expansion to Wichita is significant because it adds depth to Wichita's technology industry.

"Their experience and the



products that they are designing will add capacity to our software development resources here," said Irene Hart, Sedgwick County's director of the division of community development.

Spin Systems was founded in 1998. It employs 50 and had about \$7 million in sales last year.

Many of its commercial customers are located in California, and Spin Systems spokesman Shourya Ray said the company needed a Midwest office to support them.

Wichita became a candidate for expansion after one of Spin Systems' clients, which is originally from Kansas, suggested the company look at Wichita, he said.

"That networking ability and the ability to connect with the GWEDC (Greater Wichita Economic Development Coalition) was very helpful," Ray said.

There were no financial

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Irene Hart, Sedgwick County's director of the division of community development

incentives provided to the company, but Ray said GWEDC helped his company in other ways, such as finding affordable office space and helping with tax paperwork.

"They rolled out the red carpet for us," he said.

Wichita was also attractive because of the aviation industry, which could lead to busi-

ness opportunities for Spin Systems, he said.

The company looked at other Midwest cities for expansion, including Chicago.

In Wichita's case, a low cost of living helped, he said.

Reach Jerry Siebenmark at 316-268-6576 or [jsiebenmark@wichitaeagle.com](mailto:jsiebenmark@wichitaeagle.com).