

Best Small Business

Pilgrim Technology LLC

Pilgrim Technology LLC, a company specializing in secure wireless technology development and sales, began as a home-based small business in Midland. Owners Jill and Jim Pilgrim were having a difficult time making connections in the local market, along with facing many advertising media challenges. They came to the MI-SBTDC Satellite Office at Midland Tomorrow, hosted by Delta College, in order to define potential customers and tap into their niche in the market.

Scott Walker, Business Consultant, began assisting Pilgrim Technology LLC by first introducing them to Miticon, a local IT association that provides various technology resources to local non-profits. They were also given opportunities to participate in events to generate awareness of their products and services amongst the community. Scott also introduced them to several Department of Defense SBIR recipients.

With the help of the MI-SBTDC, in the past two years Pilgrim Technology LLC has experienced phenomenal growth. They are now staffed with nine employees and have relocated to a larger office in Midland. In 2005, their website exceeded 15,400 hits per month, a fifty fold increase from 2004. Gross sales reached over \$1.3 million, a monthly average that was 27 times that of the previous year. They continue to support projects for the State of Michigan, US Army-TACOM, US Navy-NAVSEA, and the Department of Homeland Security-US Coast Guard. With expanded vendor relations, Pilgrim Technology LLC was Northern Michigan's largest Dell Value Added Reseller in 2005.



Pilgrim Technology - Team