

THE LIST

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BAY AREA FASTEST-GROWING PRIVATE COMPANIES (1-25)

RANKED BY PERCENT GROWTH IN NET REVENUE FISCAL YEARS 2011-2013

Company/Prior rank Website	Address Phone	Percent growth	2011 revenue	2012 revenue	2013 revenue	2011 staff	2012 staff	2013 staff	Year founded	Business description	Top Bay Area executive
1 Dolls Kill [Ⓜ] www.dollskill.com	2525 16th St. Ste. 410 San Francisco 94103 800-354-7625	3,342.3%	\$220,347	\$3,713,131	\$7,585,000	3	11	24	2010	E-commerce fashion brand	Bobby Farahi, CEO
2 Intersect ENT ¹ [Ⓜ] www.propelopens.com	1555 Adams Drive Menlo Park 94025 650-641-2100	3,103.3%	\$559,780	\$5,862,653	\$17,931,261	40	90	150	2003	Steroid-releasing implants for chronic sinusitis	Lisa Earnhardt, President and CEO
3 AppDirect [Ⓜ] www.appdirect.com	650 California St. 25th Floor San Francisco 94108 877-404-2777	2,064.1%	\$434,352	\$4,113,594	\$9,399,998	17	66	103	2009	Platform for cloud software distribution	Daniel Saks Nicolas Desmarais, Co-CEOs
4 Superfish [Ⓜ] www.superfish.com	2595 E. Bayshore Road Ste. 150 Palo Alto 94303 650-752-6564	1,651.5%	\$2,015,000	\$7,591,000	\$35,293,000	27	34	60	2008	Visual search technology	Adi Pinhas, CEO
5 Crescendo Bioscience ² [Ⓜ] www.crescendobio.com	341 Oyster Point Blvd. South San Francisco 94080 650-351-1354	1,244.7%	\$2,030,718	\$5,410,792	\$27,308,000	87	103	129	2002	Molecular diagnostics focused on rheumatology	William Hagstrom, President
6 Audio Visual Design Group [Ⓜ] www.avdg.com	2143 E. Francisco Blvd. San Rafael 94901 877-554-2834	1,088.2%	\$1,053,769	\$8,371,511	\$12,520,991	12	31	42	1996	Audio visual system integrator	Robert Schaffer, CEO
7 Delphix [Ⓜ] www.delphix.com	275 Middlefield Road Ste. 50 Menlo Park 94025 650-494-1645	908.5%	\$1,404,722	\$6,622,834	\$14,166,428	39	82	143	2008	Data virtualization software to speed up app development	Jedidiah Yueh, President and CEO
8 Amick Brown [Ⓜ] www.amickbrown.com	2500 Old Crow Canyon Road Ste. 425 San Ramon 94583 925-820-2000	857.4%	\$351,407	\$2,340,387	\$3,364,475	11	13	46	2010	IT solutions and consulting company	Karen Gildea, Managing partner
9 PresenceLearning [Ⓜ] www.presencelearning.com	580 Market St. 6th Floor San Francisco 94104 415-512-9000	794.4%	\$537,393	\$1,956,248	\$4,806,558	10	27	31	2009	Online special education-related services for children	Clay Whitehead Jack Lynch, Co-CEOs
10 Waypoint Homes ¹ [Ⓜ] www.waypointhomes.com	1999 Harrison St. 24th Floor Oakland 94612 800-858-5618	787.5%	\$7,182,000	\$23,658,000	\$63,739,000	93	288	554	2009	Buys, renovates and leases single-family homes	Doug Brien, Co-CEO
11 Cater2.me [Ⓜ] www.cater2.me	212 Sutter St. 4th Floor San Francisco 94108 415-343-5160	694.4%	\$2,634,575	\$10,165,786	\$20,928,744	5	22	35	2010	Connects local chefs, food trucks and restaurants with offices	Zach Yungst, Co-founder
12 Lending Club ³ [Ⓜ] www.lendingclub.com	71 Stevenson St. Ste. 300 San Francisco 94105 888-650-5530	668.5%	\$12,752,000	\$33,807,000	\$98,002,000	54	138	380	2006	Peer-to-peer lender and online credit marketplace	Renaud Laplanche, CEO
13 Prosper Marketplace [Ⓜ] www.prosper.com	101 Second St. 15th Floor San Francisco 94105 415-593-5400	652.3%	\$2,581,545	\$8,147,229	\$19,422,000	58	74	88	2006	Online marketplace for consumer credit	Aaron Vermut, CEO
14 Loqate [Ⓜ] www.loqate.com	999 Baker Way Ste. 320 San Mateo 94404 650-273-5603	536.1%	\$701,835	\$1,344,178	\$4,464,093	10	18	25	2010	Global address verification technology	Martin Turvey, CEO
15 GuideSpark [Ⓜ] www.guidespark.com	1350 Willow Road Ste. 201 Menlo Park 94025 800-519-0755	504.8%	\$671,000	\$1,456,000	\$4,058,000	7	19	69	2008	Employee communications, video and mobile	Keith Kitani, CEO
16 Fluxx Labs [Ⓜ] fluxx.io	575 Sutter St. Ste. 304 San Francisco 94108 855-358-9946	434.6%	\$577,405	\$963,114	\$3,086,978	6	12	30	2010	Cloud software for issuing and tracking grants	Jason Ricci, CEO
17 ABD Insurance and Financial Services [Ⓜ] www.theadteam.com	3 Waters Park Drive Ste. 100 San Mateo 94403 650-488-8565	431.8%	\$5,358,000	\$10,620,000	\$28,496,078	31	112	133	2009	Insurance brokerage and consultancy	Brian Hetherington, CEO Kurt de Grosz, President
18 Six Spoke Media [Ⓜ] www.sixspokemedia.com	243 Front St. 2nd Floor San Francisco 94111 415-710-6182	415.6%	\$1,836,631	\$2,668,734	\$9,469,647	14	26	33	2009	Digital ad agency and marketing consultancy	Edward Kim, CEO
19 Media Vision USA [Ⓜ] www.media-vision.com	1078 60th St. Oakland 94608 415-391-9090	412.5%	\$1,959,737	\$6,360,343	\$10,044,622	7	12	16	2002	Conferencing microphone systems	Fardad Zabetian, CEO
20 SmartZip Analytics [Ⓜ] www.smartzip.com	6210 Stoneridge Mall Road Ste. 100 Pleasanton 94588 855-661-1064	410.2%	\$2,233,656	\$5,533,112	\$11,396,150	45	57	97	2009	Predictive marketing platform for real estate	Avi Gupta, President and CEO
21 Sauce Labs [Ⓜ] www.saucelabs.com	539 Bryant St. Ste. 303 San Francisco 94107 855-677-0011	378.4%	\$662,030	\$1,355,855	\$3,167,194	16	45	67	2008	Automation cloud for testing Web and mobile apps	Jim Cerna, President and CFO
22 Zendesk ¹ [Ⓜ] www.zendesk.com	1019 Market St. Ste. 300 San Francisco 94103 415-418-7506	361.9%	\$15,598,000	\$38,228,000	\$72,045,000	146	285	472	2007	Cloud-based customer service software	Mikkel Svane, CEO
23 ProctorU [Ⓜ] www.proctoru.com	3083 Independence Drive Ste. A Livermore 94551 855-772-8678	355.2%	\$1,162,837	\$2,735,840	\$5,293,603	80	131	247	2008	Supervises online exams for colleges and certifying bodies	Don Kassner, President
24 Tasman Consulting [Ⓜ] www.tasmanconsulting.com	60 E. 29th St. Ste. 502 San Francisco 94110 800-476-2152	351.3%	\$323,369	\$432,017	\$1,459,319	3	4	9	2010	Consultancy firm specializing in HR M&A services	Shari Yocum Niki Lee, Managing partners
25 Propel Fuels [Ⓜ] propelfuels.com	690 Broadway St. Redwood City 94063 650-241-7800	348.7%	\$11,857,224	\$21,939,345	\$53,200,000	25	31	26	2004	Renewable fuel infrastructure developer and retailer	Rob Elam, CEO

¹ Company privately held through FY 2013, and became public in FY 2014.
² Company privately held through FY 2013, acquired by Myriad Genetics in 2014.

³ Company filed for an IPO in 2014.

NOTES: * - Did not rank. NR - Not reported. This List includes privately held companies headquartered in the Bay Area, which is defined as Alameda, Contra Costa, Marin, San Francisco and San Mateo counties, and the city of Palo Alto. Companies considered for the List must meet the following criteria: 1) Headquartered in the Bay Area; 2) Net revenue of greater than \$200,000 in fiscal year 2011; 3) Independent, privately held corporation, proprietorship or partnership (not a subsidiary or division) through fiscal year 2013. Grant Thornton LLP was provided financial documentation by each of the companies in order to verify revenue figures. Net revenue = revenue less deductions for returns and allowances or credit, when applicable.

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EAST BAY FASTEST-GROWING PRIVATE COMPANIES (1-25)

RANKED BY PERCENT GROWTH IN NET REVENUE FISCAL YEARS 2011-2013

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2 Waypoint Homes ¹ ^① www.waypointhomes.com	1999 Harrison St. 24th Floor Oakland 94612 800-858-5618	787.5%	\$7,182,000	\$23,658,000	\$63,739,000	93	288	554	2009	Buys, renovates and leases single-family homes	Doug Brien, Co- CEO
3 Media Vision USA ^⑦ www.media-vision.com	1078 60th St. Oakland 94608 415-391-9090	412.5%	\$1,959,737	\$6,360,343	\$10,044,622	7	12	16	2002	Conferencing microphone systems	Fardad Zabetian, CEO
4 SmartZip Analytics [Ⓢ] www.smartzip.com	6210 Stoneridge Mall Road Ste. 100 Pleasanton 94588 855-661-1064	410.2%	\$2,233,656	\$5,533,112	\$11,396,150	45	57	97	2009	Predictive marketing platform for real estate	Avi Gupta, President and CEO
5 ProctorU [Ⓢ] www.proctoru.com	3083 Independence Drive Ste. A Livermore 94551 855-772-8678	355.2%	\$1,162,837	\$2,735,840	\$5,293,603	80	131	247	2008	Supervises online exams for colleges and certifying bodies	Don Kassner, President
6 Core Foods [Ⓢ] www.corefoods.com	1296 18th St. Oakland 94607 510-463-4145	298.5%	\$370,123	\$876,080	\$1,474,762	2	8	7	2010	Healthy foods manufacturer	Corey Rennell, CEO
7 Fathom ^⑪ www.studiofathom.com	315 Jefferson St. Oakland 94607 510-281-9000	279.9%	\$1,483,772	\$2,933,189	\$5,636,525	8	19	25	2008	3D printing and additive manufacturing	Rich Stump, Principal
8 Nutiva ^⑭ nutiva.com	213 W. Cutting Blvd. Richmond 94804 800-993-4367	272.6%	\$14,576,357	\$26,041,825	\$54,314,075	29	52	70	1999	Manufacturer of all- organic hemp foods, coconut oil, chia seeds	John Roulac, CEO
9 TubeMogul ¹ ^③ www.tubemogul.com	1250 53rd St. Ste. 1 Emeryville 94608 510-653-0126	265.4%	\$15,659,000	\$34,159,000	\$57,214,000	58	125	229	2007	Enterprise software company for digital branding	Brett Wilson, CEO
10 Corefact [Ⓢ] www.corefact.com	20936 Cabot Blvd. Hayward 94545 866-777-3986	241.4%	\$1,494,514	\$2,684,398	\$5,101,762	6	24	35	2005	Marketing services for real estate professionals	Christopher Burnley, CEO
11 Advanced Rx Management [Ⓢ] www.advancedrxmgt.com	4683 Chabot Drive Ste. 200 Pleasanton 94588 888-772-7250	217.6%	\$3,154,565	\$6,167,375	\$10,018,326	10	16	23	2009	Point of care management company	Jeffrey Azevedo, CEO
12 DayNine Consulting [Ⓢ] www.daynine.com	6200 Stoneridge Mall Road Ste. 250 Pleasanton 94588 925-475-5700	215.7%	\$8,382,857	\$16,940,968	\$26,460,806	58	110	190	2009	Workday deployment and services partner	Tim Ramos, President and CEO
13 US Perishables [Ⓢ] www.usperishables.com	7700 Edgewater Drive Ste. 606 Oakland 94621 866-294-1189	190.1%	\$1,517,033	\$3,310,715	\$4,401,208	8	10	12	2008	Logistic solutions for perishable food manufacturers	David Evans, CEO
14 Six Dimensions ^⑥ www.sixdimensions.com	5674 Stoneridge Drive Ste. 206 Pleasanton 94588 925-365-1803	185.3%	\$3,378,912	\$6,706,601	\$9,640,286	20	42	65	2004	Digital technology consulting	Tejune Kang, CEO
15 New Avenue [Ⓢ] newavenuehomes.com	5515 Doyle St. Ste. 4 Emeryville 94608 855-563-9283	175.5%	\$516,593	\$857,239	\$1,423,404	2	3	5	2009	Online platform for custom home construction	Kevin Casey, CEO
16 JRDV Architects [Ⓢ] www.jrdv.com	1615 Broadway 6th Floor Oakland 94612 510-295-4392	152.6%	\$876,404	\$2,909,686	\$2,213,548	6	12	15	2003	Architecture and planning	Morten Jensen, President
17 Zero Waste Solutions ^⑬ www.zerowastesolutions.com	1850 Gateway Blvd. Ste. 1030 Concord 94520 510-461-1433	145.2%	\$5,976,445	\$6,630,119	\$14,651,280	88	150	400	2002	Provides facilities support services with a focus on zero waste	Shavila Singh, President
18 Back to the Roots ^② www.backtotheroots.com	424 Second St. Oakland 94607 510-922-9758	137.2%	\$1,352,729	\$2,033,648	\$3,208,240	5	11	12	2009	Retailer of Mushroom Farm, Mini-Mushroom Farm and AquaFarm products	Nikhil Arora Alejandro Velez, Co-founders
19 Kovarus ^⑩ www.kovarus.com	2000 Crow Canyon Place Ste. 250 San Ramon 94583 650-392-7848	114.2%	\$54,790,465	\$64,779,970	\$117,377,345	42	47	62	2003	Systems integrator specializing in increasing IT efficiency	Peter Castaldi Patrick Cronin, Principals
20 ATDynamics [Ⓢ] atdynamics.com	3150 Corporate Place Hayward 94545 510-619-8245	112.9%	\$5,049,107	\$8,149,034	\$10,749,918	20	33	47	2006	Fuel-saving aerodynamics technology	Andrew Smith, CEO
21 Five9 ¹ ^⑮ www.five9.com	4000 Executive Pkwy. Ste. 400 San Ramon 94583 925-201-2000	94.8%	\$43,188,000	\$63,822,000	\$84,132,000	332	442	533	2001	Cloud contact center software	Mike Burkland, President and CEO
22 Penguin Computing [Ⓢ] www.penguincomputing.com	45800 Northport Loop W. Fremont 94538 415-954-2800	93.5%	\$44,724,203	\$55,022,075	\$86,520,556	65	75	77	1999	Enterprise and high- performance computing	Tom Coull, President and CEO
23 Alta Vista Solutions [Ⓢ] altavistasolutions.com	3260 Blume Drive Ste. 500 Richmond 94806 510-594-0510	83.8%	\$14,241,913	\$15,218,080	\$26,182,331	75	99	135	2003	Engineering for infrastructure transit systems	Mazen Wahbeh, CEO Patrick Lowry, President
24 Entisys Solutions [Ⓢ] www.entsys.com	1855 Gateway Blvd. Ste. 730 Concord 94520 925-688-8989	79.6%	\$39,280,966	\$58,105,858	\$70,557,829	85	90	105	1988	Server and desktop virtualization	Michael Strohl, CEO
25 KBA Docusys [Ⓢ] www.kbadocusys.com	32900 Alvarado Niles Road Ste. 100 Union City 94587 510-214-4040	77.2%	\$11,709,418	\$16,010,559	\$20,748,183	64	79	85	2006	Sells and services Canon and Kyocera copy/print/ scan/fax systems	Jim Graf, CEO Todd Moody, President and COO

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