

# FASTEST-GROWING PRIVATE COMPANIES

IN THE BAY AREA, RANKED BY PERCENT NET REVENUE GROWTH FY2010 - FY2012\*

**JULIA COOPER**

juliacooper@bizjournals.com

(415) 288-4958

@SFBIZJuliaC

Published October 18, 2013

Rank	Prior	Company Address Phone   website	Percent growth	Revenue: 2012 2011 2010	Profit margin	Staff: 2012 2011 2010	Startup funding/ Year est.	Business description	Top Bay Area executive
<b>26</b>	6	<b>Marketo Inc.**</b> 901 Mariners Island Blvd., Ste. 200, San Mateo 94404 650-376-2300   www.marketo.com	<b>316.3%</b>	\$58,413,000 \$32,392,000 \$14,032,000	Loss	339 235 134	NR 2007	Cloud-based marketing software	Phil Fernandez Co-founder, president and CEO
<b>27</b>	16	<b>National Office Solutions Inc.</b> 383 Diablo Road, Ste. 200, Danville 94526 800-573-6674   www.nosi.biz	<b>314.1%</b>	\$10,532,351 \$9,930,237 \$2,543,602	Loss	11 10 5	\$300,000 2004	Office products e-commerce	David Keegan President davidk@nosi.biz
<b>28</b>	12	<b>SpringAhead</b> 525 Second St., San Francisco 94107 888-874-1118   www.springahead.com	<b>298.3%</b>	\$3,675,785 \$2,139,376 \$922,840	Loss	24 19 7	NR 1999	Time tracking and expense reporting software	Chris Farrell CEO chris@springahead.com
<b>29</b>	NL	<b>Six Dimensions</b> 2678 Bishop Drive, Ste. 225, San Ramon 94583 925-365-1803   www.sixdimensions.com	<b>283.8%</b>	\$6,330,895 \$3,378,912 \$1,649,337	NR	42 20 3	\$3,000 2004	IT professional services	Tejune Kang President tejune.kang@sixdimensions.com
<b>30</b>	NL	<b>Grammarly Inc.</b> 548 Market St., Ste. 35410, San Francisco 94104 415-857-1560   www.grammarly.com	<b>277.5%</b>	\$8,005,564 \$4,054,353 \$2,120,840	11 to 15%	50 20 12	\$200,000 2008	Writing enhancement app	Brad Hoover CEO
<b>31</b>	NL	<b>Media Vision USA</b> 1078 60th St., Oakland 94608 415-391-9090   www.mediaivisionusa.com	<b>267.3%</b>	\$6,360,343 \$1,959,737 \$1,731,461	6 to 10%	12 7 4	\$10,000 2002	Conferencing microphone systems	Fardad Zabetian Founder and CEO
<b>32</b>	NL	<b>SapperOne Consulting Inc.</b> 4000 Pimlico Drive, Ste. 114, Pleasanton 94588 888-666-8220   www.sapperone.com	<b>256.6%</b>	\$2,116,813 \$1,869,603 \$593,610	NR	NR NR NR	NR 2007	Management consulting firm	Rahul Mehta Principal rahul.mehta@sapperone.com
<b>33</b>	NL	<b>Spigit*</b> 4750 Willow Road, Pleasanton 94588 925-297-2600   www.spigit.com	<b>248.4%</b>	\$17,420,420 \$9,000,000 \$5,000,000	Loss	125 120 75	NR 2007	Employee/customer engagement management platform	Paul Pluschkell Founder and CEO
<b>34</b>	NL	<b>Bows-N-Ties.com</b> 434 Page St., Ste. A, San Francisco 94102 415-800-8322   www.bows-n-ties.com	<b>242.9%</b>	\$1,911,243 \$1,267,122 \$557,416	16 to 25%	4 3 2	\$100,000 2008	Online retail of men's neckwear	Hendrik Pohl President and CEO pohlhendrik@gmail.com
<b>35</b>	13	<b>Bizo Inc.</b> 225 Bush St., Ste. 1150, San Francisco 94104 866-497-5505   www.bizo.com	<b>236.7%</b>	\$22,103,529 \$12,278,696 \$6,565,607	Loss	81 48 33	\$1,500,000 2008	Business audience marketing technology	Russell Glass CEO glass@bizo.com
<b>36</b>	NL	<b>Koshland Pharm: Custom Compounding Pharmacy</b> 301 Folsom St., Ste. B, San Francisco 94105 415-344-0600   www.koshlandpharm.com	<b>231.7%</b>	\$1,199,904 \$749,443 \$361,691	11 to 15%	11 5 2	\$150,000 2009	Customized prescription medications	Peter Koshland President and CEO peter@koshlandpharm.com
<b>37</b>	15	<b>Marin Software**</b> 123 Mission St., 25th Floor, San Francisco 94105 415-399-2580   www.marinsoftware.com	<b>213.4%</b>	\$59,558,000 \$36,121,000 \$19,005,000	Loss	386 285 160	NR 2006	Online advertising management	Christopher Lien Co-founder and CEO
<b>38</b>	23	<b>Kovarus Inc.</b> 2000 Crow Canyon Place, Ste. 250, San Ramon 94583 650-392-7848   www.kovarus.com	<b>207.2%</b>	\$64,779,970 \$54,790,465 \$21,089,988	0 to 5%	57 55 33	\$90,000 2004	IT infrastructure management	Peter Castaldi Patrick Cronin Principals
<b>39</b>	NL	<b>Fathom</b> 329 Jefferson St., Oakland 94607 510-281-9000   www.studiofathom.com	<b>205.2%</b>	\$2,933,189 \$1,483,772 \$961,221	NR	19 9 2	\$50,000 2008	Product development, prototyping, design and 3-D printer sales	Richard Stump Michelle Mihevc Principals
<b>40</b>	21	<b>Sundia Corp.</b> 3 Altarinda Road, Ste. 308, Orinda 94563 415-762-0600   www.sundiafruit.com	<b>200.0%</b>	\$30,823,784 \$23,317,372 \$10,275,929	NR	8 8 7	NR 2004	Fruit cups manufacturer	Dan Hoskins President and CEO
<b>41</b>	NL	<b>Rickshaw Bagworks Inc.</b> 904 22nd St., San Francisco 94110 877-503-9542   www.rickshawbags.com	<b>192.9%</b>	\$2,014,436 \$1,249,440 \$687,791	Loss	20 15 10	\$3,000,000 2007	Manufacturer of custom messenger bags, backpacks	Mark Dwight Founder and CEO mark@rickshawbags.com
<b>42</b>	39	<b>Balsam Brands</b> 50 Woodside Plaza, Ste. 111, Redwood City 94061 888-552-2572   www.balsambrands.com	<b>186.0%</b>	\$34,640,119 \$22,250,851 \$12,110,919	NR	32 28 24	\$150,000 2006	E-commerce brands that sell specialty products	Thomas Harman CEO
<b>43</b>	35	<b>Patxi's Pizza</b> 30 Liberty Ship Way, Ste. 3225, Sausalito 94965 info@patxispizza.com   www.patxispizza.com	<b>176.5%</b>	\$14,191,148 \$8,975,025 \$5,131,648	NR	418 325 120	NR 2004	Chicago-style pizzeria	William Freeman CEO
<b>44</b>	NL	<b>Alcance Media Group</b> 1005 Sansome St., Ste. 336, San Francisco 94111 415-625-5130   www.alcancemg.com	<b>169.8%</b>	\$2,416,897 \$1,229,468 \$895,674	16 to 25%	10 5 3	\$3,000 2007	Hispanic and Latin American-focused digital ad network	Christopher Stanley CEO chris@alcancemg.com
<b>45</b>	76	<b>Kinetix Technology Services</b> 1350 Bayshore Hwy., Ste. 805, Burlingame 94010 650-454-8840   www.kinetix.com	<b>166.2%</b>	\$2,055,373 \$1,041,863 \$772,166	NR	10 6 3	\$30,000 2004	Managed IT services	Pratap Mukherjee CEO pratap@kinetix.com
<b>46</b>	10	<b>Marakana<sup>5</sup></b> 301 Howard St., Ste. 550, San Francisco 94105 415-647-7000   marakana.com	<b>162.7%</b>	\$4,122,501 \$3,263,128 \$1,569,079	NR	15 7 3	NR 2001	Software training courses	Marko Gargenta Founder and CEO
<b>47</b>	NL	<b>Zero Waste Solutions Inc.</b> 39899 Balentine Drive, Ste. 200, Newark 94560 510-461-1433   www.zerowastesolutions.com	<b>159.6%</b>	\$6,630,119 \$5,976,445 \$2,553,692	16 to 25%	110 84 62	\$180,000 2002	Green cleaning services	Shavila Singh President shavila@zerowastesolutions.com
<b>48</b>	NL	<b>Smule Inc.</b> 139 Townsend St., Ste. 200, San Francisco 94107 415-371-1206   www.smule.com	<b>158.2%</b>	\$10,880,000 \$5,622,000 \$4,214,000	NR	67 45 20	NR 2008	Social music-making apps	Jeff Smith CEO
<b>49</b>	NL	<b>Nutiva</b> 213 W. Cutting Blvd., Richmond 94804 800-993-4367   www.nutiva.com	<b>152.7%</b>	\$26,041,825 \$14,576,357 \$10,305,370	NR	52 29 17	NR 1999	Manufacturer of organic hemp foods, oil and seeds	John Roulac CEO
<b>50</b>	54	<b>Five9 Inc.</b> 4000 Executive Pkwy., Ste. 400, San Ramon 94583 925-201-2000   www.five9.com	<b>149.7%</b>	\$64,025,457 \$43,188,219 \$25,636,786	NR	444 300 203	NR 2001	Cloud-based software	Mike Burkland President and CEO

This List includes privately-held companies headquartered in Alameda, Contra Costa, Marin, San Francisco and San Mateo counties, and the city of Palo Alto. Companies considered for this list must meet the following criteria: 1) Headquartered in the Bay Area; 2) Net revenue of greater than \$200,000 in fiscal year 2010; 3) Independent, privately-held corporation, proprietorship or partnership (not a subsidiary or division) through fiscal year 2012. Grant Thornton LLP was provided financial documentation by each of the companies in order to verify revenue figures. NR = Not reported. NL = Not listed. \*Net revenue = revenue less deductions for returns and allowances or credit, when applicable. \*\*These companies were privately held through fiscal year 2012, and filed to go public in 2013. <sup>4</sup>Acquired by Mindjet in September 2013. <sup>5</sup>Acquired by Twitter Inc. in August 2013. For information on obtaining commemorative plaques, reprints or web permissions, please contact Michael Fernald at 415-288-4942, or at mfernal@bizjournals.com. No other companies offering similar services are affiliated in any way with the Business Times.

Ranking based on percent net revenue growth from fiscal year 2010 - fiscal year 2012.

# FASTEST-GROWING PRIVATE COMPANIES

IN THE EAST BAY, RANKED BY PERCENT NET REVENUE GROWTH FY2010 - FY2012\*

**JULIA COOPER**

juliacooper@bizjournals.com

(415) 288-4958

@SFBIZJuliaC

Published October 18, 2013

Rank	Prior	Company Address Phone   website	Percent growth	Revenue: 2012 2011 2010	Profit margin	Staff: 2012 2011 2010	Startup funding/ Year est.	Business description	Top Bay Area executive
1	NL	<b>Waypoint Homes</b> 1999 Harrison St., 24th Floor, Oakland 94612 510-250-5641   www.waypointhomes.com	931.3%	\$26,331,818 \$7,543,381 \$2,553,349	Over 25%	400 175 40	\$175,000 2008	Purchase and renovation of single-family homes	Doug Brien, Colin Wiel Founders and managing directors <sup>1</sup>
2	NL	<b>Back to the Roots</b> 424 Second St., Oakland 94607 510-922-9758   www.backtotheroots.com	845.8%	\$2,288,607 \$1,352,729 \$241,977	0 to 5%	11 5 2	\$5,000 2009	Grow-at-home mushroom kits	Nikhil Arora Alejandro Velez Co-founders <sup>2</sup>
3	2	<b>TubeMogul Inc.</b> 1250 53rd St., Ste. 1, Emeryville 94608 510-653-0126   www.tubemogul.com	517.7%	\$53,390,750 \$17,801,842 \$8,643,389	NR	119 56 31	\$50,000 2006	Media buying platform for online video advertising	Brett Wilson Co-founder and CEO
4	1	<b>Plum Organics<sup>3</sup></b> 1485 Park Ave., Ste. 200, Emeryville 94608 510-225-4018   www.plumorganics.com	396.1%	\$64,421,429 \$32,010,854 \$12,985,052	NR	62 37 21	NR 2007	Organic baby foods	Neil Grimmer Co-founder and CEO
5	4	<b>National Office Solutions Inc.</b> 383 Diablo Road, Ste. 200, Danville 94526 800-573-6674   www.nosi.biz	314.1%	\$10,532,351 \$9,930,237 \$2,543,602	Loss	11 10 5	\$300,000 2004	Office products e-commerce	David Keegan President davidk@nosi.biz
6	NL	<b>Six Dimensions</b> 2678 Bishop Drive, Ste. 225, San Ramon 94583 925-365-1803   www.sixdimensions.com	283.8%	\$6,330,895 \$3,378,912 \$1,649,337	NR	42 20 3	\$3,000 2004	IT professional services	Tejune Kang President tejune.kang@sixdimensions.com
7	NL	<b>Media Vision USA</b> 1078 60th St., Oakland 94608 415-391-9090   www.mediavisionusa.com	267.3%	\$6,360,343 \$1,959,737 \$1,731,461	6 to 10%	12 7 4	\$10,000 2002	Conferencing microphone systems	Fardad Zabetian Founder and CEO
8	NL	<b>SapperOne Consulting Inc.</b> 4000 Pimlico Drive, Ste. 114, Pleasanton 94588 888-666-8220   www.sapperone.com	256.6%	\$2,116,813 \$1,869,603 \$593,610	NR	NR NR NR	NR 2007	Management consulting firm	Rahul Mehta Principal rahul.mehta@sapperone.com
9	NL	<b>Spigit<sup>4</sup></b> 4750 Willow Road, Pleasanton 94588 925-297-2600   www.spigit.com	248.4%	\$17,420,420 \$9,000,000 \$5,000,000	Loss	125 120 75	NR 2007	Employee/customer engagement management platform	Paul Pluschkell Founder and CEO
10	NL	<b>Kovarus Inc.</b> 2000 Crow Canyon Place, Ste. 250, San Ramon 94583 650-392-7848   www.kovarus.com	207.2%	\$64,779,970 \$54,790,465 \$21,089,988	0 to 5%	57 55 33	\$90,000 2004	IT infrastructure management	Peter Castaldi Patrick Cronin Principals
11	NL	<b>Fathom</b> 329 Jefferson St., Oakland 94607 510-281-9000   www.studiofathom.com	205.2%	\$2,933,189 \$1,483,772 \$961,221	NR	19 9 2	\$50,000 2008	Product development, prototyping, design and 3-D printer sales	Richard Stump Michelle Mihevc Principals
12	7	<b>Sundia Corp.</b> 3 Altarinda Road, Ste. 308, Orinda 94563 415-762-0600   www.sundiafruit.com	200.0%	\$30,823,784 \$23,317,372 \$10,275,929	NR	8 8 7	NR 2004	Fruit cups manufacturer	Dan Hoskins President and CEO
13	NL	<b>Zero Waste Solutions Inc.</b> 39899 Balentine Drive, Ste. 200, Newark 94560 510-461-1433   www.zerowastesolutions.com	159.6%	\$6,630,119 \$5,976,445 \$2,553,692	16 to 25%	110 84 62	\$180,000 2002	Green cleaning services	Shavila Singh President shavila@zerowastesolutions.com
14	NL	<b>Nutiva</b> 213 W. Cutting Blvd., Richmond 94804 800-993-4367   www.nutiva.com	152.7%	\$26,041,825 \$14,576,357 \$10,305,370	NR	52 29 17	NR 1999	Manufacturer of organic hemp foods, oil and seeds	John Roulac CEO
15	20	<b>Five9 Inc.</b> 4000 Executive Pkwy., Ste. 400, San Ramon 94583 925-201-2000   www.five9.com	149.7%	\$64,025,457 \$43,188,219 \$25,636,786	NR	444 300 203	NR 2001	Cloud-based software	Mike Burkland President and CEO
16	3	<b>Webmarketing123</b> 1485 Park Ave., Ste. 103, Emeryville 94608 800-619-1570   www.webmarketing123.com	141.8%	\$8,145,318 \$8,409,725 \$3,368,931	NR	34 34 23	NR 2004	Search marketing, web design, social media management	Paul Taylor CEO
17	5	<b>Bridgelux Inc.</b> 101 Portola Ave., Livermore 94551 925-583-8400   www.bridgelux.com	141.7%	\$77,208,000 \$60,239,000 \$31,943,948	NR	225 223 228	NR 2002	Lighting technologies	Bradley Bullington CEO
18	NL	<b>Syserco Inc.</b> 215 Fourier Ave., Fremont 94539 510-498-1171   www.syserco.com	135.4%	\$29,912,466 \$17,830,250 \$12,707,644	NR	80 65 52	NR 1973	Building controls and energy efficiency systems	Majd Khleif Derek Eggers Senior executives <sup>5</sup>
19	NL	<b>Lead5 Media</b> 7979 Gateway Blvd., Ste. 110, Newark 94560 415-738-2400   www.lead5media.com	134.4%	\$35,770,803 \$27,165,097 \$15,259,938	NR	33 27 13	\$150,000 2009	Marketing services for education, health, other industries	Brian Hom Zubin Nagarvala Founders <sup>6</sup>
20	NL	<b>Stea Realty Group</b> 2987 College Ave., Berkeley 94705 510-843-6400   www.stearealtygroup.com	121.4%	\$1,176,436 \$468,519 \$531,411	Over 25%	8 11 14	\$50,000 1997	Residential real estate sales	Daniel Stea Owner and broker daniel@stearealtygroup.com
21	NL	<b>Percona</b> 4125 Mohr Ave., Ste. H, Pleasanton 94566 888-401-3401   www.percona.com	118.2%	\$9,250,000 \$5,522,000 \$4,240,000	NR	73 43 27	NR 2006	MySQL services and open source software	Terry Erisman Chief marketing officer
22	35	<b>Kutir Corp.</b> 37600 Central Court, Ste. 280, Newark 94560 510-402-4526   www.kutirtech.com	117.5%	\$5,922,400 \$5,001,191 \$2,722,427	0 to 5%	60 55 40	\$20,000 2003	Mobile application development, IT staffing	Gerry Ignatius President gerald@kutirtech.com
23	NL	<b>Sigmaways Inc.</b> 39737 Paseo Padre Pkwy., 1st Floor, Fremont 94538 510-713-7800   www.sigmaways.com	98.0%	\$5,203,952 \$3,552,326 \$2,628,108	11 to 15%	54 25 15	\$10,000 2006	IT consulting, staffing and business process outsourcing	Prakash Sadasivam CEO prakash@sigmaways.com
24	8	<b>GameChanger Products LLC</b> 2207 Harbor Bay Pkwy., Alameda 94502 510-521-7985   www.gamechanger.net	88.2%	\$4,670,591 \$3,226,420 \$2,482,061	0 to 5%	31 24 18	\$250,000 2007	Innovation consulting and store testing for consumer products	Larry Popelka CEO larry@gamechanger.net
25	NL	<b>Kinetic Search Inc.</b> 1847 Berkeley Way, Berkeley 94703 510-649-2000   www.kineticsearch.com	81.4%	\$6,246,280 \$4,946,511 \$3,442,616	11 to 15%	11 10 8	\$1,000 1997	Staffing for temporary and full-time employees	Gina Rivera Spagnoli President and CEO gina@kineticsearch.com

This List includes privately-held companies headquartered in Alameda and Contra Costa counties.

Companies considered for this list must meet the following criteria: 1) Headquartered in the East Bay; 2) Net revenue of greater than \$200,000 in fiscal year 2010; 3) Independent, privately-held corporation, proprietorship or partnership (not a subsidiary or division) through fiscal year 2012. Grant Thornton LLP was provided financial documentation by each of the companies in order to verify revenue figures.

NR = Not reported. NL = Not listed. \*Net revenue = revenue less deductions for returns and allowances or credit, when applicable. \*\*These companies were privately held through fiscal year 2012, and filed to go public in 2013. <sup>1</sup>Email addresses are doug@waypointhomes.com and colin@waypointhomes.com. <sup>2</sup>Email addresses are nikhil@backtotheroots.com and alex@backtotheroots.com. <sup>3</sup>Acquired by Campbell Soup Co. in June 2013. <sup>4</sup>Acquired by Mindjet in September 2013. <sup>5</sup>Email addresses are m.khleif@syserco.com and d.eggers@syserco.com. <sup>6</sup>Email addresses are bhom@lead5media.com and znagarvala@lead5media.com. For information on obtaining commemorative plaques, reprints or web permissions, please contact Michael Fernald at 415-288-4942, or at mferald@bizjournals.com. No other companies offering similar services are affiliated in any way with the Business Times.

Ranking based on percent net revenue growth from fiscal year 2010 - fiscal year 2012.