

# Fastest-Growing Private Companies

In Silicon Valley\* – ranked by percent revenue growth from 2001-2003

Rank 2003 Rank	Company Address Phone, fax Web address	Percent revenue growth from 2001-2003/ profit range	2001 revenue/ 2002 revenue/ 2003 revenue	2001 employees 2002 employees 2003 employees	Amount of startup capital/ source of startup capital	Business description	CEO/ year established
<b>26</b> NR	<b>Engenio Information Technologies Inc.**</b> 1621 Barber Lane, Milpitas 95035 408-433-8000, 408-433-8323 www.isilogicstorage.com	98% More than 25%	\$215.25 million \$336.53 million \$426.73 million	‡ ‡ 905	‡ ‡	Provides storage systems used in enterprises direct-attached storage and storage-area network implementations	Tom Georgens 1998
<b>27</b> 22	<b>Myers Internet Inc.</b> 2160 Lundy Ave., Suite 128, San Jose 95131 408-428-9960, 408-428-9961 www.myers.com	85% 11% to 15%	\$4.93 million \$6.86 million \$9.15 million	60 56 61	\$5,000 Personal resources	Internet services for mortgage companies	Warren Myer 1995
<b>28</b> NR	<b>Liquid Agency</b> 448 S. Market St., San Jose 95113 408-850-8800, 408-850-8825 www.liquidagency.com	81% 0% to 5%	\$3.37 million \$3.94 million \$6.12 million	26 27 33	\$600,000 Founders	Brand marketing agency	Scott Gardner 2000
<b>29</b> 19	<b>Wagic Inc.</b> 16780 Lark Ave., Los Gatos 95032 408-399-5002, 408-399-5045 www.wagic.com	74% 0% to 5%	\$7.27 million \$12.08 million \$12.64 million	3 7 6	\$26,000 Contributed cash	Manufacturing planning services for high-volume consumer products	Ronald Johnson 1997
<b>30</b> NR	<b>California Long Term Care Insurance Services</b> PO Box 4127, Burlingame 94011 650-692-5202, 650-692-5204 www.clcinsurance.com	68% 11% to 15%	\$1.96 million \$2.45 million \$3.29 million	3 4 6	\$150,000 Self-funded	Long-term care insurance	Louis Brownstone III 1997
<b>31</b> NR	<b>Generate Inc.</b> 1302 Lincoln Ave., Suite 201, San Jose 95125 408-287-1118, 408-287-1119 www.generategroup.com	43% 0% to 5%	\$408,506 \$591,873 \$585,602	4 4 4	\$15,000 Personal funds	Professional marketing and graphic design firm	Michael Goman 1999
<b>32</b> 36	<b>Sessionware Inc.</b> 1901 S. Bascom Ave., Suite 850, Campbell 95008 888-559-7799, 866-626-3921 www.sessionware.com	42% 0% to 5%	\$650,812 \$751,334 \$924,298	2 1 1	\$10,000 Family	Telecom/wireless sales and support	Cheryl Melnick 1987
<b>33</b> 26	<b>Clinimetrics Research Associates Inc.</b> 5285 Hellyer Ave., San Jose 95138 408-452-8215, 408-452-0912 www.clinimetrics.com	41% 0% to 5%	\$31.41 million \$41.02 million \$44.15 million	164 220 306	\$1,000 Personal savings	Full-service contract research organization supporting the pharmaceutical, biotechnology and medical device industries	Brad Zaro 1988
<b>34</b> 34	<b>Stellar Solutions Inc.</b> 250 Cambridge Ave., No. 204, Palo Alto 94306 650-473-9866, 650-473-9867 www.stellarsolutions.com	40% 11% to 15%	\$8.99 million \$9.62 million \$12.56 million	44 46 57	\$5,000 Personal	Aerospace engineering services	Celeste Ford 1995
<b>35</b> 28	<b>ACFN - American Consumer Financial Network</b> 96 N. Third St., Suite 630, San Jose 95112 888-794-2236, 888-708-9600 www.acfn.info	38% 0% to 5%	\$20.51 million \$24.7 million \$28.24 million	12 12 14	\$25,000 Previous business	Owns and operates a network of ATMs in hotels and other travel and entertainment-based businesses	Jeffrey Kerr 1989
<b>36</b> 23	<b>Camico Mutual Insurance Co.</b> 1235 Radio Road, Redwood City 94065 650-802-2500, 650-802-2700 www.camico.com	32% 0% to 5%	\$20.64 million \$27.14 million \$27.3 million	69 72 84	\$9.5 million Policyholders/owners (mutual insurance company)	Professional liability insurance for certified public accountants	John Dodsworth 1986
<b>36</b> NR	<b>DecisionPoint Software</b> 2755 Campus Drive, Suite 130, San Mateo 94403 650-931-8300, 650-931-8319 www.decisionpointsw.com	32% 0% to 5%	\$7.2 million \$6.05 million \$9.5 million	58 45 39	\$1 million Private investors	Financial performance management software to help companies consistently report, monitor and analyze financial performance	Barton Foster ‡
<b>38</b> 35	<b>InstaFotos Inc.</b> 197 Airport Blvd., Burlingame 94010 650-342-0152, 650-342-0162 www.instafotos.com	31% ‡	\$1.04 million \$1.21 million \$1.36 million	‡ ‡ ‡	\$400 Savings	Digital photography and personalization services	Pam Robinson 1975
<b>38</b> 37	<b>J. Berthold Insurance Services Inc.</b> 635 Campbell Technology Parkway, Suite 150, Campbell 95008 408-626-6000, 408-558-1608 www.allwestinsurance.com	31% ‡	\$1.63 million \$1.63 million \$2.13 million	15 15 16	\$1,000 Personal savings	Commercial insurance brokerage by referral only	Janice Berthold 1991
<b>40</b> 30	<b>SleepQuest Inc.</b> 275 Shoreline Drive, Suite 100, Redwood City 94065 650-412-0123, 650-412-0130 www.sleepquest.com	30% 6% to 10%	\$1.32 million \$1.43 million \$1.73 million	15 15 16	\$100,000 San Jose National Bank	Medical service provider specializing in diagnosing and treating sleep disorders	Robert Koenigsberg 1996
<b>41</b> 32	<b>Service by Medallion</b> 2522 Leghorn St., Mountain View 94043 650-625-1010, 650-625-1043 www.servicebymedallion.com	23% ‡	\$11.75 million \$12.47 million \$14.5 million	610 645 670	\$4,463 Savings	Commercial building maintenance	Roland Strick Sr. 1978
<b>42</b> NR	<b>Flex Interconnect Technologies</b> 1603 Watson Court, Milpitas 95035 408-635-3544, 408-956-2878 www.fit4flex.com	22% ‡	\$1.7 million \$1.39 million \$2.09 million	12 15 16	\$150,000 Private funding	Flex circuit/rigid-flex design, manufacturing and assembly	Chetan Shah 1998
<b>43</b> NR	<b>Hirsch Machine Inc.</b> 164 Commercial St., Sunnyvale 94086 408-738-8844, 408-738-8843 www.hirschmachine.com	11% 16% to 25%	\$3.67 million \$3.98 million \$4.06 million	27 27 27	\$29,000 Retirement fund	Manufactures mechanical parts and assemblies	Robert Hirsch 1981
<b>44</b> NR	<b>Kelmoore Investment Co. Inc.</b> 2471 E. Bayshore Road, Suite 501, Palo Alto 94303 650-354-8170, 650-493-3624 www.kelmoore.com	10% 0% to 5%	\$14.07 million \$13.38 million \$15.41 million	65 50 47	\$100,000 Personal assets	Asset management company utilizing covered option writing strategy	Ralph Kelmon 1992
<b>44</b> 20	<b>Landmark Protection Inc.</b> 1150 N. First St., Suite 202, San Jose 95112 408-293-6300, 408-293-6366 www.landmarkprotection.com	10% ‡	\$3.46 million \$3.72 million \$3.82 million	200 300 300	\$80,000 Private capital	Full-service on-site corporate security personnel, receptionists and 24-hour management response and support	Dan Miranda 1997
<b>46</b> NR	<b>3marketeers Advertising Inc.</b> 785 The Alameda, San Jose 95126 408-293-3233, 408-293-2433 www.3marketeers.com	9% 0% to 5%	\$1.68 million \$1.65 million \$1.83 million	14 14 16	\$10,000 Savings	Full-service advertising agency	Jeffrey Holmes 1986
<b>46</b> NR	<b>Fat Box Films</b> 499 Seaport Court, Second Floor, Redwood City 94063 650-363-8700, 650-363-8860 www.fatbox.com	9% 6% to 10%	\$2.16 million \$1.75 million \$2.37 million	25 10 15	\$50,000 Credit	Video production and post-production	Kent Russell 1995
<b>46</b> 14	<b>Online Design Inc.</b> 16268 Los Gatos Blvd., Suite 102, Los Gatos 95032 408-358-3588, www.odweb.com	9% 6% to 10%	\$1.25 million \$1.32 million \$1.36 million	10 12 13	\$2,500 Personal funding	Corporate identity, professional Web sites, custom programming, hosting	Scott Nelson 1998
<b>49</b> 38	<b>Thoits Insurance Service Inc.</b> 444 Castro St., Suite 200, Mountain View 94041 650-934-0300, 650-934-0399 www.thoits-insurance.com	7% 0% to 5%	\$10.9 million \$11.16 million \$11.61 million	68 68 66	Unknown Unknown	Insurance agency	Donald Way 1891
<b>50</b> NR	<b>Ultra Clean Holdings Inc.</b> 150 Independence Drive, Menlo Park 94025 650-323-4100, 650-326-0929 www.uct.com	1% Loss	\$76.49 million \$84.25 million \$77.52 million	‡ ‡ 288	‡ ‡	Customized gas delivery systems used in semiconductor production	Clarence Granger

\*Silicon Valley includes: Santa Clara County; Scotts Valley and Santa Cruz in Santa Cruz County; Fremont, Newark and Union City in Alameda County; and Atherton, Belmont, Burlingame, East Palo Alto, Foster City, Menlo Park, Portola Valley, Redwood City, Redwood Shores, San Carlos, San Mateo and Woodside in San Mateo County. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur.

NOTES: ‡ - Did not disclose. NR - Not ranked.  
 In case of ties, companies are listed alphabetically.  
 Information was gathered from company representatives.  
 \*\*Several of the companies on this year's list went public during the year or are in the process. They are Atheros, Google, Volterra and Engenio. Claria filed to go public but withdrew the application.

If your company would like to be considered for next year's list, or if there are any corrections or additions, write to: Research, Business Journal, 96 N. Third St., Suite 100, San Jose, CA 95112; fax 408-295-5028; or e-mail shayden@bizjournals.com.

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