

SILICON VALLEY / SAN JOSE
**Business
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***Fastest-Growing
Private Companies***

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100 Fastest-Growing Private Companies, Part 1

In Silicon Valley* – ranked by percent revenue growth from 1998-2000

Rank 2000 Rank	Company Address Phone, fax Web address	Percent revenue growth from 1998-2000	1998 revenue 1999 revenue 2000 revenue	1998 employees 1999 employees 2000 employees	Profit range	Amount and source of startup capital	Business description	Year established	Top local executive
1 NR	Indian Motorcycle Co. 200 E. 10th St., Gilroy 95020 408-847-2221, 408-847-5621 www.indianmotorcycle.com	2512.44%	\$3.6 million \$46.5 million \$92.8 million	87 576 485	Loss	\$100 million Venture capitalists	Formed to relaunch an American icon in the design, manufacture and marketing of premium heavyweight motorcycles and a broad range of related products	1998	Frank O'Connell
2 NR	Silicon Genetics 2601 Spring St., Redwood City 94063 650-367-9000, 650-365-1735 www.siggenetics.com	2074.38%	\$158,710 \$868,241 \$3.5 million	3 12 30	‡	‡	Makes and sells bio-informatic software	1998	Andrew Conway
3 NR	Preferred Energy Services Inc. 151 Bernal Road, Suite 1, San Jose 95119 408-224-5717, 408-224-5787 www.prefenergy.com	1443%	\$294,328 \$620,325 \$4.5 million	6 11 6	0 to 5% loss	\$7,500 Personal savings	Energy consulting and distributed on-site power generation	1988	Richard Kohl
4 7	American Consumer Financial Network 2033 Gateway Place, No. 600, San Jose 95110 888-794-2236, 888-708-8600	1402.19%	\$1.1 million \$8.9 million \$16.9 million	10 12 12	0 to 5%	‡ Profits from previous business	Provides ATM service to hotels and other travel- or entertainment-based businesses	1989	Jeffrey Kerr
5 NR	CoWare Inc. 2845 Bowers Ave., Santa Clara 95051 408-748-2929, 408-748-2939 www.coware.com	991.58%	\$978,091 \$4.4 million \$10.7 million	42 87 128	Loss	\$5 million Greylock, GIM/Inv	Software solutions for accelerating semiconductor design	1997	Guido Arnout
6 28	Solid Data Systems Inc. 2945 Oakmead Village Court, Santa Clara 95051 408-845-5700, 408-727-5496 www.soliddata.com	920.15%	\$2.4 million \$8.2 million \$24.3 million	27 57 94	0 to 5%	‡ Founder	Solid state file-caching systems for turbocharging E-business and mobile communication applications	1993	Gene Bowles
7 8	Sic 'Em Advertising Inc. 652 Bair Island Road, Suite 102, Redwood City 94063 650-569-3940, 650-569-3943 www.sic-em.com	758.02%	\$1.1 million \$2.2 million \$9.1 million	6 9 12	‡	\$0 NA	Advertising agency	1996	James Mercado
8 NR	All Bases Covered 101 Marshall St., Second Floor, Redwood City 94063 650-298-0800, 650-298-0803 www.allcovered.com	724.53%	\$3.4 million \$7 million \$28.4 million	100 500 650	Loss	‡ Venture capitalists	On-site outsourced IT services for small businesses	1997	Stephen Lewis
9 NR	Landmark Protection Inc. 1150 N. First St., Suite 217, San Jose 95112 408-293-6300, 408-293-6366 www.landmarkprotection.com	663.15%	\$276,770 \$774,935 \$2.1 million	56 132 250	‡	\$80,000 Personal savings	Full-service corporate security personnel, receptionists and 24-hour management support and response	1997	Dan Miranda
10 12	Connect Direct 61 Renato Court, Suite 23, Redwood City 94061 650-306-9060, 650-306-9013 www.connectthe.com	457.49%	\$654,780 \$2.1 million \$3.7 million	11 10 17	11 to 15%	\$1,000 Founder	Direct marketing for high-technology companies	1990	Howard Sewell
11 NR	Acta Technology Inc. 1667 Plymouth St., Mountain View 94043 650-230-4200, 650-230-4201 www.acta.com	444.79%	\$3.5 million \$11.4 million \$19.1 million	70 120 212	Loss	\$2 million US Venture Partners, Greylock, Norwest	Provides data integration software solutions	1996	Carol Mills-Baldwin
12 35	Intercon Technology Inc. 18255 Sutter Blvd., Morgan Hill 95037 408-778-5992, 408-778-9557	418.88%	\$9.7 million \$19.2 million \$50.2 million	50 65 ‡	0 to 5%	\$50,000 Private	Manufacturing of chip processing equipment	1983	Kim Tan
13 48	JC Precision Sheetmetal Inc. 32920 Alvarado-Niles Road, No. 200, Union City 94587 510-471-7697, 510-471-3469 www.jcprecision.com	411.76%	\$909,645 \$1.7 million \$4.7 million	12 19 33	6 to 10%	\$10,000 Savings	Computer racks, precision metal products	1979	John Henry
14 23	Flash Electronics Inc. 4050 Starboard Drive, Fremont 94022 510-440-2840, 510-440-2844 www.flashelec.com	387.02%	\$25.8 million \$37.1 million \$125.6 million	261 300 531	0 to 5%	\$2.5 million Founders and friends	Contract electronics manufacturing services	1994	Chin Fan
15 6	Icon Professional Services 1065 E. Hillsdale, Suite 108, Foster City 94404 650-378-4150, 650-378-4157 www.iconcontract.com	385.76%	\$5.1 million \$9.8 million \$24.9 million	5 8 11	0 to 5%	\$500,000 Private investors	Human resources consulting specializing in independent contractor compliance	1997	Patricia Griffin
16 NR	Execustaff Inc. 1871 The Alameda, Suite 475, San Jose 95126 408-243-7897, 408-243-7899 www.execustaff.net	383.19%	\$28.1 million \$55.9 million \$135.9 million	35 38 52	0 to 5%	\$100,000 Personal savings, family and friends	Professional employer organization providing services to high-tech startups	1993	Susan Jochheim
17 NR	Westl Inc. 1090 O'Brien Drive, Menlo Park 94025 650-321-9378, 650-321-9339 www.westl.com	319.54%	\$7.1 million \$15.1 million \$29.7 million	35 50 65	0 to 5%	\$300,000 Friends and family	Electro-mechanical contract manufacturer	1991	Brian Westcott
18 20	Kelmore Investments Co. Inc. 2471 E. Bayshore Road, Suite 501, Palo Alto 94303 650-354-8170, 650-493-3624 www.kelmore.com	314.97%	\$3 million \$6 million \$12.4 million	10 22 40	Loss	\$100,000 Personal assets	Asset management company specializing in cover options writing	1992	Ralph Kelmon
19 NR	Electronix Staffing Services Inc. 1782 Clear Lake Ave., Milpitas 95035 408-942-8806, 408-942-8260 www.electronixstaffing.com	296.37%	\$2.7 million \$6.2 million \$10.7 million	6 10 12	‡	\$30,000 Self	Employment services, recruiting of professional/tech employees	1996	Amy Cheng
20 36	Unitek Information Systems Inc. 39465 Paseo Padre Parkway, No. 2900, Fremont 94538 510-249-1060, 510-249-1501 www.unitek.com	281.52%	\$5.6 million \$8.9 million \$21.3 million	70 110 150	More than 15%	‡ ‡	Unitek provides total IT solutions in consulting, contracting and technical training	1992	Shiva Jahan
21 13	Elite Computers & Software 10591 N. De Anza Blvd., Cupertino 95014 408-257-8000, 408-257-8001 www.elitecomputers.com	278.32%	\$3 million \$6 million \$11.2 million	8 10 20	0 to 5%	\$5,000 Credit card	Apple authorized reseller	1987	Thomas Armes
22 NR	Maita-Saviano Public Relations 39210 State St., Suite 109, Fremont 94538 510-739-0620, 510-739-0624 www.maita-saviano.com	246.06%	\$216,288 \$365,943 \$748,491	2 2 6	More than 15%	\$30,000 Personal savings	Full-service public relations agency	1997	Stephen Maita
23 10	Maus Haus 201 Baldwin Ave., San Mateo 94401 650-343-2996, 650-343-2998 www.maushaus.com	225.99%	\$812,045 \$2.2 million \$2.6 million	10 16 30	0 to 5%	\$0 Self-funded	Marketing services agency focused on interactive strategy, design and technology	‡	Mark Comiso

*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, East Palo Alto, Foster City, Menlo Park, Redwood City, Redwood Shores, San Carlos and San Mateo 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.
NA - Not available.
NR - Not ranked.
Information was gathered from company representatives. Not all of the 619 companies surveyed responded.

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.

Research by Michael Shockey