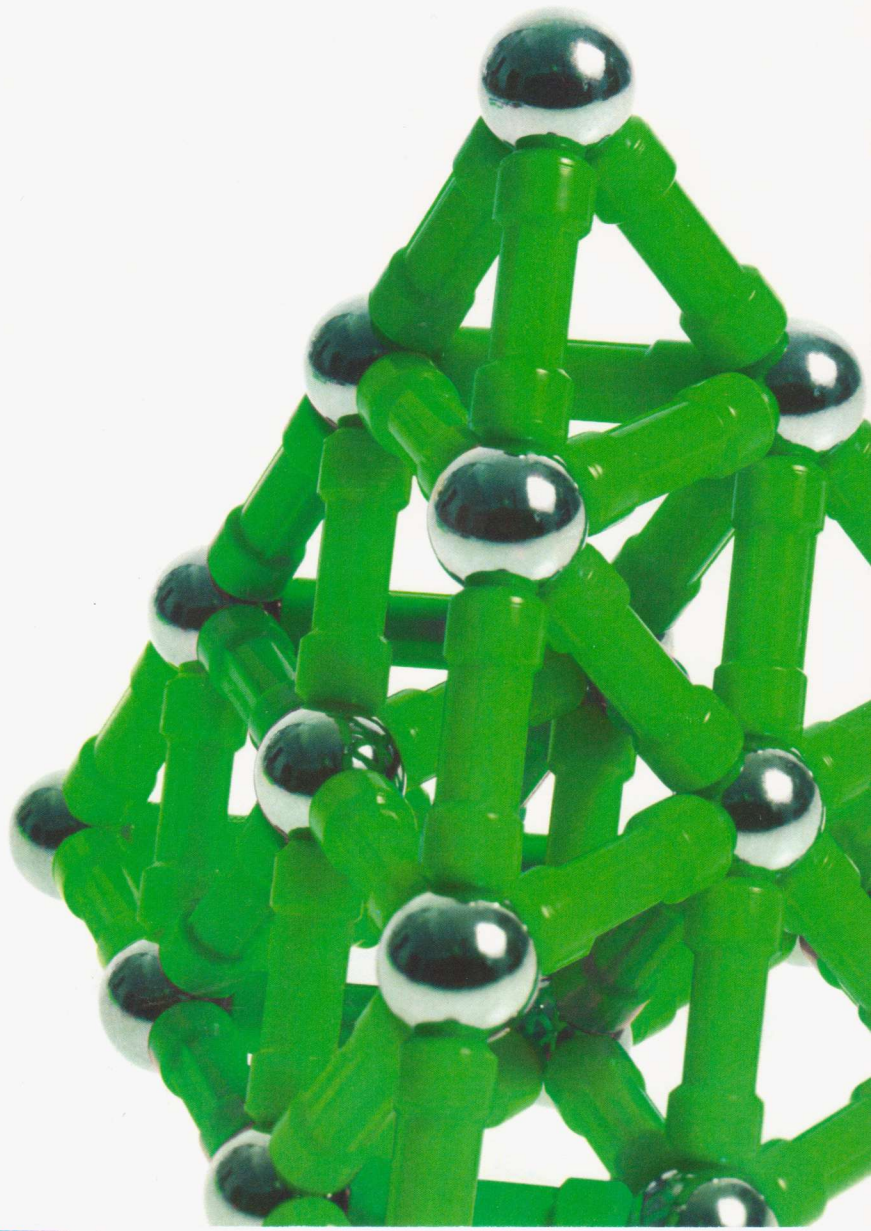


2011 Los Angeles Technology  
Fast 500 and Rising Stars  
Winners Guide  
Connect. Grow. Inspire.



# 2011 Technology Fast 500 winners

Rank	Company	Headquarters	CEO/President	Ownership	Industry	Percentage Revenue Growth
13	FastSpring	Santa Barbara	Dan Engel	Private	Software	17,468%
15	TeleSign	Marina del Rey	Steve Jillings	Private	Communications/Networking	15,558%
63	TrueCar, Inc.	Santa Monica	Scott Painter	Private	Internet	1,966%
98	CyberDefender Corporation	Los Angeles	Gary Guseinov	Public	Software	1,068%
101	ReachLocal, Inc.	Woodland Hills	Zorik Gordon	Public	Internet	1,038%
110	Walz Group	Temecula	Mohan Tavorath	Private	Software	959%
111	BlackLine Systems	Los Angeles	Therese Tucker	Private	Software	939%
146	IGNIFY	Cerritos	Sandeep Walia	Private	Software	720%
161	MINDBODY, Inc.	San Luis Obispo	Rick Stollmeyer	Private	Software	625%
188	Awareness Technologies, Inc.	Los Angeles	Brad Miller	Private	Software	504%
190	Cornerstone OnDemand	Santa Monica	Adam Miller	Public	Software	501%
220	Enova Systems, Inc.	Torrance	Mike Staran	Public	Scientific/Technical Instrumentation	415%
235	NEOGOV	El Segundo	Damir Davidovic	Private	Software	386%
244	Media Temple, Inc.	Culver City	Demian Sellfors	Private	Internet	362%
262	Activision Blizzard, Inc.	Santa Monica	Robert A. Kotick	Public	Software	337%
278	Boingo Wireless, Inc.	Los Angeles	David Hagan	Public	Communications/Networking	311%
287	Leads360	El Segundo	Nick Hedges	Private	Software	296%
294	The Search Agency	Santa Monica	David Hughes	Private	Internet	290%
310	Blue Microphones	Westlake Village	John Maier	Private	Media and Entertainment	276%
329	Response Genetics, Inc.	Los Angeles	Denise McNairn	Public	Biotechnology/Pharmaceutical	254%
338	Moseley Associates, Inc.	Goleta	Jamal Hamdani	Private	Communications/Networking	241%
378	Power-One Inc.	Camarillo	Richard J. Thompson	Public	Clean Technologies	210%
379	eBridge Interactive	Encino	Mark Cave	Private	Internet	210%
422	Pelican Products, Inc.	Torrance	Lyndon J. Faulkner	Private	Computers/Peripherals	178%
451	Evolve Media Corp.	Los Angeles	Aaron Broder	Private	Media and Entertainment	162%
463	Capstone Turbine Corporation	Chatsworth	Darren Jamison	Public	Clean Technologies	155%

# About our Technology Fast 500 winners



**Percentage Revenue Growth:** 17,468%  
**Headquarters:** Santa Barbara  
**Industry:** Software  
**Ownership:** Private  
[www.fastspring.com](http://www.fastspring.com)

## FastSpring

FastSpring® provides an all-in-one e-commerce payment processing, merchandising, and fulfillment solution. Sell your software, games, e-books, or other digital products online. Enable your customers to pay globally using Visa®, Mastercard®, American Express®, Discover®, PayPal™, check, purchase order, or money order. FastSpring builds you a highly customizable, hosted order page that seamlessly integrates with your existing website and its design. FastSpring's SpringBoard platform allows you to manage every aspect of your e-commerce business. The company's customer service—known for its responsiveness and attention to detail—is one of FastSpring's founding principles.



**Percentage Revenue Growth:** 15,558%  
**Headquarters:** Marina del Rey  
**Industry:** Communications/Networking  
**Ownership:** Private  
[www.telesign.com](http://www.telesign.com)

## TeleSign

With coverage in more than 200 countries and 50 languages, TeleSign is the market leader in phone-based verification and authentication services. TeleSign has processed more than one billion transactions in a broad range of categories such as social media, lead generation, online classifieds, financial services, eCommerce and widely distributed cloud-based services. TeleSign provides verification services for the world's largest and most prominent web companies, transacting more volume than any other service provider, while maintaining industry-leading global deliverability rates with a guaranteed enterprise-level uptime.



**Percentage Revenue Growth:** 1,966%  
**Headquarters:** Santa Monica  
**Industry:** Internet  
**Ownership:** Private  
[www.truecar.com](http://www.truecar.com)

## TrueCar, Inc.

TrueCar, Inc. is a transparent, visual publisher of new car transaction data. TrueCar.com price reports help both dealers and consumers to agree on the parameters of a fair deal by providing an accurate, comprehensive and simple understanding of what others actually paid for the identically equipped new car over the last 30 days both locally and nationally. TrueCar, Inc. works with a nationwide network of Certified Dealers that provide up-front, no-haggle, competitive pricing to assist membership and service organizations meet the auto buying needs of their members and customers. TrueCar, Inc. is headquartered in Santa Monica, CA and has offices in San Francisco. The company was founded in 2005 and has been profitable since 2009.