

The Best of the Best

Who made the cut after competitors in our Asia, Europe, and Americas contests were whittled down for our first Red Herring Global 100.

This is our first stab at drawing up a Red Herring Global 100 list. It's the product of editors and reporters taking a fresh look at all the winners and finalists of Red Herring's Americas, Europe, and Asia Top 100s since we re-launched the magazine in 2004 to see how everyone stacks up in the wider global context.

Competitors in this contest had to meet essentially two criteria: They had to be either a winner or runner-up in one of the Red Herring regional Top 100 competitions, and they had to demonstrate that they are as lively, innovative, and well-managed today as they were when they were first selected.

Traditional communications, computing, and software categories aside, the list produced 13 Internet/services companies, 12 entertainment/media companies, 10 in the security/defense category, and seven each in biosciences and cleantech.

In a fairer world, the first Red Herring Global 100 might feature 33 companies from each of the three regions. But life isn't fair, and innovation and resources remain unevenly spread. In this first global exercise, the United States dominates with 54 winners; it's followed by the United Kingdom with nine, India with seven, China with five (or six, if you're one of the communist party stalwarts who count Taiwan as a province of China), and France with four.

Israel scored three times—payoff for reinventing its economy and successfully using its battle-proven military research

establishment as a springboard to tech innovation (and commercialization) in everything from cleantech to medical devices.

Obviously, Red Herring is better known in some countries than in others, and applications pile up accordingly. Last year's Red Herring Canada conference, a first, was an attempt to raise awareness and get applications flooding in for future competitions.

Tiny Hong Kong, on the other hand, is an established conference venue because it sits at the geographic center of East Asia. And it produced two winners—mobile social network platform developer Green Tomato and LED display maker and designer Lighthouse Technologies—even though the former colony is best known in tech for its misguided "Cyberport" initiative to become an instant global software development hub.

Singapore, for its part, produced a solitary Global 100 winner (Veredus Laboratories, which makes a "lab on a chip" and other diagnostic tools for spotting and containing diseases). The difference with Hong Kong is that Singapore should start producing winners in volume in years to come.

Inveterate planners, Singaporeans had long wondered how to grow their economy beyond electronics, petrochemicals, and services, and the 1997-98 Asian financial crisis was a reminder to get going. And given where the world seemed to be heading, water and biomedical areas looked promising. But it would mean going deep into R&D in ways they'd never contemplated before—and starting from scratch, essentially.

But commit the government did, dispatching planners to the four corners to understand the field and the gaps that Singapore could fill; it offered incentive schemes to top scientists, big pharma, and bio players, and created vast new campuses and linked them with the city's universities and hospitals. The government also funded startups and massive scholarship programs—and reshaped curricular menus right back through high school.

While Singapore's space-age science parks blossomed with more research ventures, startups, and multinationals, Hong Kong's Cyberport sat like a bad idea on a remote hillside. Hardly a hive of software development, it remains just another real



GLOBAL 100

estate development waiting to be filled. In the battle between substance and hype, hype won. But it makes the efforts of Hong Kong's winners all the more impressive.

In a sense, these listings are exercises in making best bets on the future. They get filed for later, when they're reviewed to see how calls turned out. Red Herring has called some big ones right in the past: Mosaic (later Netscape), Yahoo, and eBay all appeared on a Red Herring list before they achieved fame and fortune. And, in the spirit of full disclosure, we've saluted some duds, like Microstrategy, whose spectacular rise turned out to be accounting flim-flam.

One company worth watching on this

first Global 100 list is Beijing-based VancelInfo Technologies, which was a Red Herring 100 winner in the last Asia round. VancelInfo is interesting because it and scores of similar companies are taking China into an area where India is the undisputed leader—software services outsourcing. They're pursuing everything from R&D and application development contract work to BPO services (like running a bank's data center). In December, VancelInfo had its IPO on the NYSE (see p. 64).

We haven't said much about U.S. companies because they appear with their innovations in biotech, cleantech, and other

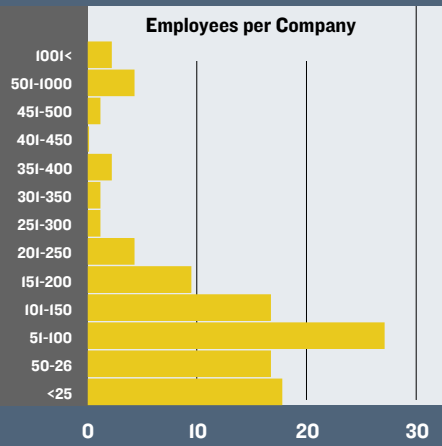
areas in print and on the web so frequently. That said, two companies are profiled in this section: Simply Hired, which generates job opportunities like you've never seen; and DayJet, which offers a more personal option to conventional business-class travel.

Perhaps the most interesting feature of the U.S. story concerns venture and private equity firms. As the data boxes in this section illustrate, many of them are investing more and more offshore—validation enough for launching the Red Herring Global 100. **RH**

Global 100 Snapshot

Small is Beautiful

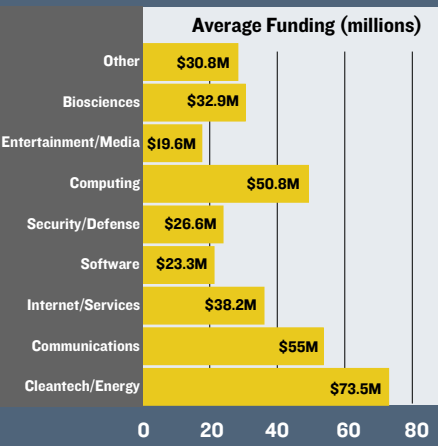
One-third of the companies have 50 or fewer employees.



Source: Red Herring research; company info

Cleaning Up

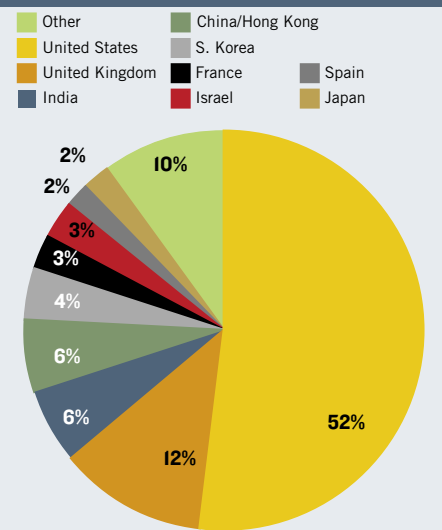
Cleantech companies raised the highest average amount of money.



Source: Red Herring research

Anglophone Enterprises Rule

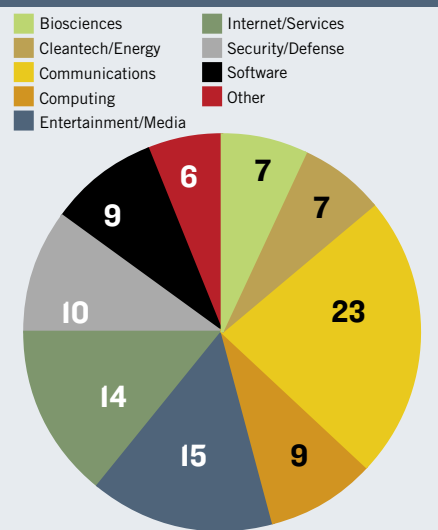
China and India are gaining ground.



Source: Red Herring research

Sector Snapshot

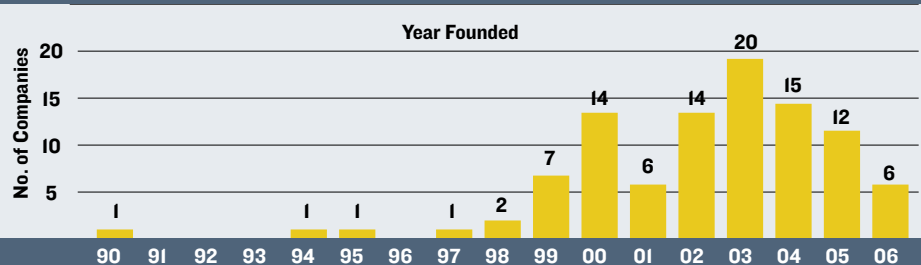
The Global 100 by industry sector.



Source: Red Herring research; company info

Magical Year

One-fifth of Global 100 companies were founded in 2003.



Source: Red Herring research

RED HERRING'S TOP 100 PRIVATE COMPANIES WORLDWIDE

- | | |
|------------------------|-------------------------|
| A123Systems | ip.access |
| ACANETTV | IPLocks |
| Actimagine | iVolta |
| AeroScout | Jaduka |
| AGNITIO | Joost |
| Alfresco Software | Kaspersky Lab |
| Alien Technology | LifeLock |
| Apexone | Lighthouse Technologies |
| Microelectronics | LimeLife |
| Artificial Muscle | Matisse Networks |
| Asset4 | Maxscend Technologies |
| Atlantium | Meru Networks |
| Babblegum | Mobile Healthcare |
| Bay Microsystems | Move Networks |
| Bazaarvoice | Mozilla |
| Beijing Kaitone | NANOIDENT Technologies |
| Information Technology | NetAlter Software |
| Big Fish Games | Oak Pacific Interactive |
| bigtec | Oddcast |
| Bill Me Later | Omnifone |
| BitRock | Pandora TV |
| Bivio Networks | Persistent Systems |
| BLADE Network | picoChip Designs |
| Technologies | Picisel Technologies |
| BrainsGate | Polar Rose |
| Cambridge Broadband | Qualys |
| Networks | Red Oxygen |
| ClairMail | Revision3 |
| CoalTek | Ring2 |
| CollabNet | Roamware |
| CoreValve | Saora Kabushiki Kaisha |
| Covergence | ScanSafe |
| Dailymotion | Sequans |
| Dash Navigation | Communications |
| DayJet | Simply Hired |
| DiBcom | Small Bone Innovations |
| Digital Chocolate | SolFocus |
| Dust Networks | Spot Runner |
| Ellacoya Networks | Sylvan Source |
| ENT Quest | Tejas Networks India |
| Experticity | TELiBrahma Convergent |
| Frontier Silicon | Communications |
| Gameshastra Solutions | Teruten |
| Green Tomato | TransPharma Medical |
| Greenplum | Truphone |
| Greystripe | Ultra Motor Company |
| GridPoint | VanceInfo Technologies |
| HelioVolt | Veredus Laboratories |
| Icera | VideoEgg |
| Imperva | Vuze |
| Ingenia Technology | Wikia |
| InnerWireless | Xcome Technology |
| Innovalight | ZoomInfo |

A123Systems

LOCATION Watertown, MA
URL a123systems.com
SECTOR Cleantech/Energy
FOUNDED 2001
CEO David Vieau
EMPLOYEES 800
FUNDING \$132 million, 5 rounds

KEY INVESTORS North Bridge Venture Partners, Sequoia Capital, Qualcomm, General Electric, Desh Deshpande

Developing a new generation of lithium-ion batteries for hybrid vehicles and other high-power products.

ACANETTV

LOCATION Seoul, South Korea
URL www.acanettv.com
SECTOR Communications
FOUNDED 2000
CEO Han Young Suh
EMPLOYEES 65

FUNDING \$5.57 million, 4 rounds
KEY INVESTORS Jikwang Ili, Japan Spread Partners II & III Investment LPS, Komeran, GIF Limited Partnership

Supplies platform and software to manage and transmit digital broadcasts and IPTV.

Actimagine

LOCATION San Diego, CA
URL www.actimagine.com
SECTOR Entertainment/Media
FOUNDED 2003
CEO André Pagnac

EMPLOYEES 45
FUNDING \$6.2 million, 1 round
KEY INVESTORS GRP Partners

Makes Mobicode, highly efficient and low-power video playback technology for mobile game consoles, mobile phones, and DVD players.

AeroScout

LOCATION Redwood City, CA
URL www.aeroscout.com
SECTOR Communications
FOUNDED 2000
CEO Yuval Bar-Gil
EMPLOYEES 125

FUNDING \$41 million, 3 rounds
KEY INVESTORS Menlo Ventures, Greylock Partners, Cisco, Intel, Pitango Venture Capital, Star Ventures

Offers sophisticated asset tracking combining Wi-Fi networks, active RFID tags, and software.

AGNITIO

LOCATION Madrid, Spain
URL www.agnitio.es
SECTOR Security/Defense
FOUNDED 2004
CEO Emilio Martinez

EMPLOYEES 28
FUNDING \$4.6 million, 2 rounds
KEY INVESTORS Nauta Capital

Addresses identity fraud by enabling voice authentication using biometrics.

Alfresco Software

LOCATION Maidenhead, U.K.
URL www.alfresco.com
SECTOR Software
FOUNDED 2005
CEO John Powell

EMPLOYEES 66
FUNDING \$10 million, 2 rounds
KEY INVESTORS Mayfield Fund, Accel Partners

Delivers open-source Enterprise Content Management system including document management and web content management.

Alien Technology

LOCATION Morgan Hill, CA
URL .alientechnology.com
SECTOR Computing
FOUNDED 1994
CEO George Everhart
EMPLOYEES 200

FUNDING \$200 million, 7 rounds
KEY INVESTORS Advanced Equities, CMEA Ventures, RHO Ventures, SunBridge Partners, New Enterprise Associates

Makes high-volume, low-cost RFID tags and readers for tracking inventory across a supply chain. Also provides training and installation services.

Apexone Microelectronics

LOCATION San Diego, CA
URL apexonemicro.com
SECTOR Computing
FOUNDED 2002
CEO James Gao
EMPLOYEES 120

FUNDING \$12 million, 2 rounds
KEY INVESTORS DCM, Walden International, Yangtze Ventures

Makes semiconductors to manage mixed-signal processing in interactive multimedia applications.

Artificial Muscle

LOCATION Sunnyvale, CA
URL artificialmuscle.com
SECTOR Cleantech/Energy
FOUNDED 2003
CEO Scott Metcalf
EMPLOYEES 50

FUNDING \$29.4 million, 2 rounds
KEY INVESTORS Alliance Bernstein, Vanguard Ventures, ARCH Venture Partners, NGEN Partners

Uses electro-active polymer to create lighter, smaller, and energy-efficient actuators, pumps, and sensors.

Asset4

LOCATION Zug, Switzerland
URL www.asset4.com
SECTOR Other
FOUNDED 2003
CEO Peter Ohnemus
EMPLOYEES 220

FUNDING \$25 million, 3 rounds
KEY INVESTORS Network Capital Holding, Alan Parker, Merrill Lynch, Goldman Sachs

Building a database to help investors evaluate companies on non-financial factors such as environmental, social, and corporate governance.

Atlantium

LOCATION Beit Shemesh, Israel
URL www.atlantium.com
SECTOR Other
FOUNDED 2003
CEO Ilan Wilf

EMPLOYEES 50
FUNDING \$30 million, 2 rounds
KEY INVESTORS Aurum Ventures, Elron Electronic Industries

Developing an ultraviolet light-based water disinfection technology using advanced hydraulic and optic principles.

Bay Microsystems

LOCATION San Jose, CA
URL baymicrosystems.com
SECTOR Communications
FOUNDED 2000
CEO Charles Gershman
EMPLOYEES 75

FUNDING \$48 million, 4 rounds
KEY INVESTORS Selby Venture Partners, Needham Capital Partners, Quick-silver Ventures, W Capital, In-Q-Tel

Provides semiconductors and network processing systems to enable delivery of converged voice, video, data, and multimedia content over broadband systems.

Bazaarvoice



LOCATION Austin, TX
URL bazaarvoice.com
SECTOR Internet/Services
FOUNDED 2005
CEO Brett Hurt
EMPLOYEES 130

FUNDING \$12.6 million, 3 rounds
KEY INVESTORS Austin Ventures, Battery Ventures, angels

Makes social commerce applications to harness word of mouth, customer reviews, and ratings to promote product sales.

Beijing Kaitone Information Technology



LOCATION Beijing, China
URL www.kaitone.cn
SECTOR Entertainment/Media
FOUNDED 2004
CEO Xu Kening

EMPLOYEES 397
FUNDING \$13 million, 2 rounds
KEY INVESTORS Legend Capital, Chengwei Ventures, DFJ ePlanet Ventures

Provides location-based mobile marketing and information services for businesses and government.

Big Fish Games



LOCATION Seattle, WA
URL www.bigfishgames.com
SECTOR Entertainment/Media
FOUNDED 2002

CEO Jeremy Lewis
EMPLOYEES 214
FUNDING \$8.7 million, 2 rounds
KEY INVESTORS Undisclosed

Developer, publisher, and online retailer of games for computers, consoles, and mobile devices.

bigtec



LOCATION Bangalore, India
URL www.bigtec.co.in
SECTOR Biosciences
FOUNDED 2000

CEO G.M. Kini
EMPLOYEES 205
FUNDING \$2.4 million
KEY INVESTORS Founders, government loans

Develops life sciences products, including handheld medical diagnostic devices, clinical trials automation software, and recombinant insulin.

Bill Me Later



LOCATION Timonium, MD
URL www.billmelater.com
SECTOR Internet/Services
FOUNDED 2000
CEO Gary Marino
EMPLOYEES 200

FUNDING \$200 million, 4 rounds
KEY INVESTORS Azure, CrossPoint, ChasePaymentech

Provides an alternative to online credit card payments for those reluctant to send sensitive information.

BitRock



LOCATION Seville, Spain
URL www.bitrock.com
SECTOR Software
FOUNDED 2004

CEO Erica Brescia
EMPLOYEES 18
FUNDING <\$1 million
KEY INVESTORS Angels

Offers easy installation tools for open-source applications.

Bivio Networks



LOCATION Pleasanton, CA
URL www.bivio.net
SECTOR Security/Defense
FOUNDED 2000
CEO Elan Amir
EMPLOYEES 60

FUNDING \$60 million, 5 rounds
KEY INVESTORS Goldman Sachs, InterWest Partners, Silver Creek Ventures, Storm Ventures, Venrock Associates

Provides an appliance platform for developers of next-generation packet-processing applications.

BLADE Network Technologies



LOCATION Santa Clara, CA
URL www.bladenetwork.net
SECTOR Computing
FOUNDED 2006
CEO Vikram Mehta

EMPLOYEES 120
FUNDING Undisclosed
KEY INVESTORS Garnett & Helrich Capital, Nortel

A Nortel spin-off that produces switches that connect blade servers and enable server virtualization.

BrainsGate



LOCATION Caesarea, Israel
URL www.brainsgate.com
SECTOR Biosciences
FOUNDED 2001
CEO Avinoam Dayan
EMPLOYEES 25

FUNDING \$23 million, 2 rounds
KEY INVESTORS Pitango Venture Capital, Elron Electronic Industries, Boston Scientific, Alice Ventures, Infinity

Makes a medical device that uses electronic pulses to widen blood vessels in the brain and reduce damage from strokes.

Cambridge Broadband Networks



LOCATION Cambridge, U.K.
URL www.cambridgebroadband.com
SECTOR Communications
FOUNDED 2000
CEO Graham Peel (interim)
EMPLOYEES 80

FUNDING \$68 million, 5 rounds
KEY INVESTORS Amadeus Capital Partners, Accel Partners, TVM Capital, Adara, Latin Rim

Makes microwave transmission equipment for cellular network operators that it claims enables better speed, capacity, and range.

ClairMail



LOCATION Novato, CA
URL www.clairmail.com
SECTOR Communications
FOUNDED 2004
CEO Joseph Salesky
EMPLOYEES 64

FUNDING \$20.2 million, 2 rounds
KEY INVESTORS JAFCO Ventures, Norwest Venture Partners, Outlook Ventures

Uses messaging, mobile web, and client applications to handle banking transactions via mobile phones.

CoalTek



LOCATION Tucker, GA
URL www.coaltek.com
SECTOR Cleantech/Energy
FOUNDED 2003
CEO Christopher Poirier
EMPLOYEES 30
FUNDING \$52 million, 3 rounds

KEY INVESTORS Braemar Energy Ventures, Draper Fisher Jurvetson, Element Ventures, Lightspeed Venture Partners, Technology Partners, Warburg Pincus

Uses electromagnetic technology to create cleaner coal by reducing moisture, sulfur, ash, and mercury.

The Babelgum Skinny



In a blockbuster-obsessed media world in search of the next Spiderman or Star Wars, Babelgum blithely marches to the beat of its own drummer. While online video startups Joost and Veoh feature reruns of *The Simpsons*, *24*, and *Late Night with David Letterman*, Dublin-based Babelgum plays a Spike Lee short, *The Beverly Hillbillies*, and predator shark videos.

The strategy: Build a big audience by beaming narrowcasts to hundreds of niche audiences.

“Where Babelgum differs is that it has no wish to replicate mainstream broadcast television—the company believes that the traditional platforms currently have inherent advantages in the delivery of mainstream content,” Chief Executive Valerio Zingarelli said in a prepared statement.

Babelgum was launched in 2005 by Silvio Scaglia, who founded FastWeb, a Milan-based provider of broadband services acquired last March by Swisscom for \$4.6

P2P video startup pins future on Narrowcasting.

By Ken Schachter

billion. Mr. Scaglia remains Babelgum’s chairman, owner, and financier.

Funding to date sits at \$13.5 million, but Mr. Scaglia expects to open his checkbook as the company emerges from beta testing and ventures into North America. Between 2007 and 2009, investment is forecast to run as high as \$89 million per year as the 120-person company adds a New York City office to outposts in London, Milan, and Nice.

The company hopes to recoup that money—and more—through advertising after the commercial launch this year. The hope: Talented producers of niche videos will upload their content through Babelgum, creating a viable advertising venue. In turn, Babelgum will offer these indie producers a cut of the advertising revenue or a minimum revenue guarantee.

The competition in online video promises to be fierce, but the Babelgum team is seasoned. Mr. Scaglia snatched Mr. Zingarelli, who took over as Babelgum’s CEO in July, from FastWeb’s board. Mr. Zingarelli had been an executive at wireless carriers Vodafone Group and Omnitel when Mr. Scaglia served as CEO.

Babelgum already has agreements with cartoon producer Going Anime, documentary maker Off the Fence, and others. The company says it is in talks with “major studios,” but how far it strays from its narrowcasting strategy remains unclear.

Mr. Zingarelli, however, sees Babelgum’s model tipping away from the big studios like Paramount, Sony, and Fox and decidedly toward indie producers of various stripes.

“We expect 80 percent of content to be sourced from the independent sector, with the remainder coming from mainstream providers with a certain degree of mass appeal,” he said in a statement.

By cleaving to its strategy, Babelgum hopes to carve itself an uncontested piece of the fast-expanding pie of web video.

“At the moment,” Mr. Zingarelli said, “there is no competition in this market at all.” **RH**

Babelgum



LOCATION Dublin, Ireland
URL www.babelgum.com
FOUNDED 2005
SECTOR Entertainment/Media
CEO Valerio Zingarelli
EMPLOYEES 120
FUNDING \$13.2 million, 1 round
KEY INVESTORS FastWeb founder Silvio Scaglia

CollabNet



LOCATION Brisbane, CA
URL www.collabnet.com
SECTOR Software
FOUNDED 1999
CEO Bill Portelli
EMPLOYEES 225

FUNDING Undisclosed
KEY INVESTORS Benchmark Capital, Norwest Venture Partners, HP, Sun, Oracle, Intel Capital

Provides a platform for software developers to collaborate on projects across time zones and distances.

CoreValve



LOCATION Irvine, CA
URL www.corevalve.com
SECTOR Biosciences
FOUNDED 2001
CEO Jacques Séguin
EMPLOYEES 50

FUNDING \$66 million, 3 rounds
KEY INVESTORS Apax Partners, HealthCap, Maverick Capital, Sofinnova Partners

Uses a less-invasive technique to replace aortic heart valve while the heart is still beating on its own.

Covergence



LOCATION Maynard, MA
URL covergence.com
SECTOR Communications
FOUNDED 2003
CEO Bob O'Neil
EMPLOYEES 85

FUNDING \$54 million, 4 rounds
KEY INVESTORS Globespan Capital Partners, Highland Capital Partners, North Bridge Venture Partners, Comerica Bank

Markets a device that assists in managing and securing VoIP calls via handsets and PCs.

Dailymotion



LOCATION Paris, France
URL dailymotion.com
SECTOR Entertainment/Media
FOUNDED 2005
CEO Mark Zaleski
EMPLOYEES 90
FUNDING Approx. \$43.6

million (€32 million), 2 rounds
KEY INVESTORS Partech International, Atlas Ventures, Advent Venture Partners, AGF Private Equity

Video-sharing site with an international perspective offers channels in a dozen languages.

Dash Navigation



LOCATION Sunnyvale, CA
URL www.dash.net
SECTOR Internet/Services
FOUNDED 2003
CEO Paul Lego
EMPLOYEES 85

FUNDING \$42 million, 2 rounds
KEY INVESTORS Skymoon Ventures, Kleiner Perkins Caufield & Byers, Sequoia Capital, Crescendo Ventures

Provides real-time traffic information to help drivers using GPS to avoid jams and accidents.

DiBcom



LOCATION Palaiseau, France
URL www.dibcom.com
SECTOR Computing
FOUNDED 2000
CEO Yannick Levy
EMPLOYEES 144
FUNDING \$85 million, 5 rounds

KEY INVESTORS 3i, Natixis, Partech International, Convergent Capital, Credit Agricole Private Equity, Intel Capital, SGAM Alternative Investments, UMC Capital, Freescale Semiconductor, Vertex Venture Capital, SMBC Ventures, NTT Finance

Makes chipsets that enable low-power mobile and portable TV reception.

Digital Chocolate



LOCATION San Mateo, CA
URL digitalchocolate.com
SECTOR Software
FOUNDED 2003
CEO Trip Hawkins
EMPLOYEES 300

FUNDING \$44.8 million, 3 rounds
KEY INVESTORS Sutter Hill Ventures, Sequoia Capital, Kleiner Perkins Caufield & Byers, Bridgescale Partners

Develops games and applications for mobile phones that are distributed by telecom operators.

Dust Networks



LOCATION Hayward, CA
URL dustnetworks.com
SECTOR Communications
FOUNDED 2002
CEO Joy Weiss
EMPLOYEES 50

FUNDING \$47 million, 3 rounds
KEY INVESTORS Cargill Ventures, Crescendo Ventures, Foundation Capital, In-Q-Tel, Institutional Venture Partners

Creates sensors that work together in a mesh network to monitor all kinds of systems.

Ellacoya Networks



LOCATION Merrimack, NH
URL www.ellacoya.com
SECTOR Communications
FOUNDED 1999
CEO Gerald Wesel
EMPLOYEES 105

FUNDING \$151 million, 6 rounds
KEY INVESTORS Atlas Venture, Bell Canada Enterprises Capital, Canaan Partners, Flagship Ventures, Lightspeed Venture Partners

Manages the plethora of services offered over broadband networks to assure best quality, priority, and pricing.

ENT Quest



LOCATION Kuala Lumpur, Malaysia
URL www.fifthmedia.biz
SECTOR Computing
FOUNDED 2002

CEO Kiale Phua
EMPLOYEES 22
FUNDING \$1.3 million
KEY INVESTORS Amanah Ventures

Builds a multifunction box that provides wireless connectivity, multiple phone lines, PBX, and fax functions to the SOHO market.

Experticity



LOCATION Seattle, WA
URL www.experticity.com
SECTOR Software
FOUNDED 2005
CEO D.L. Baron
EMPLOYEES 14

FUNDING \$4.8 million, 1 round
KEY INVESTORS Portland Trust, Jammbid Partners, private individuals

Enables employees at call centers and retailers to service customers in remote locations via streaming video.

Frontier Silicon



LOCATION Watford, U.K.
URL frontier-silicon.com
SECTOR Computing
FOUNDED 2001
CEO Anthony Sethill
EMPLOYEES 140

FUNDING \$80 million, 4 rounds
KEY INVESTORS Apax Partners, Alta Berkeley, ACT Venture Capital, BlueRun Ventures, Mitsui Private Equity, Imagination Technologies

Provides semiconductor solutions for mobile digital television and radio.

Airborne for Now



DayJet



LOCATION Delray Beach, FL
URL www.dayjet.com
FOUNDED 2002
SECTOR Other
CEO Ed Iacobucci
EMPLOYEES 200
FUNDING \$228 million, 3 rounds (includes private equity funding)
KEY INVESTORS Undisclosed

DayJet takes flight, but can it stay aloft?

By Sean Wolfe

customers and how they value their time. He now knows that 40 percent of people asking for a DayJet quote buy tickets, and a third of purchasers buy them again. He also knows that 97 percent of customers end up recommending the service to others.

“To me, that’s a grand slam,” he says. “This phase was to prove that people would travel, get into the aircraft, value their time as we predicted, and once they got hooked, come back and do it again.”

Now he’s mulling where to expand to first: the Pacific Northwest, the Midwest, or the Northeast.

DayJet’s main competition on 300- to 500-mile hops, Mr. Iacobucci reckons, is still the car. But he won’t be short of competitors in the air. Boston-based Linear Air plans to offer on-demand seats just like DayJet. Chicopee, Massachusetts-based Pogo Jet also plans to offer flights aboard Eclipse 500s. But Pogo wants customers to book not single seats, but entire planes. DayJet must also contend with companies like NetJets, FlexJet, and others offering fractional ownership of VLJs, though these tend to be for larger planes.

DayJet regulars are mostly professionals like lawyers, engineers, and architects, as well as network correspondents and politicians. That crowd pretty much requires the company to expand nationwide, which means more fundraising. Private equity kicked in \$160 million in 2005 for fleet acquisition. (Current backers include undisclosed private equity players, institutional investors, private individuals, and employees.)

Just how much capital is needed Mr. Iacobucci won’t say, but to raise the money DayJet will again have to look in unusual places. “We’re not high-risk because our technology is proven—nor is it a turn-the-crank, low-risk investment,” Mr. Iacobucci says.

“So we’ve had to build our own investor base. It’s been excruciatingly painful, but it probably turned out to be the right concept.” **RH**

Launched in 2002, DayJet only took delivery of its first 26 very-light jets (VLJs) last year. This year, it has to prove itself as an alternative to conventional business-class air travel across its 28-city network straddling the southeastern United States.

It was only in late 2006 that its six-passenger Eclipse 500 aircraft was fully certified by the U.S. Federal Aviation Administration. Until last year, then, DayJet was largely a computer modeling exercise of trying to come to grips with customer behavior, pricing, and routes.

Still a member of SCO’s board and a founder of Citrix, CEO Ed Iacobucci has computers in the blood. “The question was, would people behave as our model said they would?” he says. “I’m generally pleased with how close it was.”

Since DayJet planned to charge a premium over standard business-class fares, Mr. Iacobucci knew pricing would be tricky, and would depend on understanding

Gameshastra Solutions



LOCATION Hyderabad, India
CEO Prakash Ahuja
EMPLOYEES 160
FUNDING N/A
SECTOR Entertainment/Media
FOUNDED 2005

Performs outsourcing services for all aspects of game development including design, coding, and testing.

Green Tomato



LOCATION Hong Kong, China
FOUNDED 2003
CEO Arthur Chang
EMPLOYEES 60
FUNDING \$800,000
SECTOR Entertainment/Media
KEY INVESTORS Angels

Provides a game and social networking platform for companies to reach customers via their mobile devices.

Greenplum



LOCATION San Mateo, CA
URL www.greenplum.com
SECTOR Software
FOUNDED 2003
CEO Bill Cook
EMPLOYEES 80
FUNDING \$55.7 million, 4 rounds

KEY INVESTORS Dawn-treader Ventures, EDF Ventures, Hudson Ventures, Meritech Ventures, Mission Ventures, SAP, Sierra Ventures, Sun Microsystems

Uses open-source software to provide high-performance databases for business intelligence functions.

Greystripe



LOCATION San Francisco, CA
EMPLOYEES 25
FUNDING \$10.1 million, 2 rounds
URL www.greystripe.com
SECTOR Entertainment/Media
FOUNDED 2004
CEO Michael Chang

KEY INVESTORS Steamboat Ventures, Incubic Venture Capital, Monitor Ventures

Claims to have created the first in-game mobile advertising network.

GridPoint



LOCATION Arlington, VA
URL www.gridpoint.com
SECTOR Cleantech/Energy
FOUNDED 2003
CEO Peter Correll
EMPLOYEES 80
FUNDING \$88 million, 4 rounds

KEY INVESTORS Goldman Sachs Group, Perella Weinberg Partners, Susquehanna Private Equity Investments, New Enterprise Associates, Robeco, Altira Group

Sells a residential appliance that stores electricity from the grid or alternate sources, sells it back, and saves consumers 10 to 15 percent.

HelioVolt



LOCATION Austin, TX
URL www.heliovolt.com
SECTOR Cleantech/Energy
FOUNDED 2001
CEO B.J. Stanbery
EMPLOYEES 64
FUNDING \$111 million, 2 rounds

KEY INVESTORS Sequel Venture Partners, Noventi Ventures, Passport Capital, Paladin Capital Group, Masdar Clean Tech Fund, New Enterprise Associates, Morgan Stanley

Manufactures high-performance thin-film solar cells.

Icera



LOCATION Bristol, U.K.
URL www.icerasemi.com
SECTOR Communications
FOUNDED 2002
CEO Stan Boland
EMPLOYEES 200

FUNDING \$142.5 million, 4 rounds
KEY INVESTORS 3i, Benchmark Capital Europe, Atlas Venture, Accel Partners, Amadeus Capital Partners

Has pioneered in producing wireless platforms for next-generation mobile terminals.

Imperva



LOCATION Foster City, CA
URL www.imperva.com
SECTOR Security/Defense
FOUNDED 2002
CEO Shlomo Kramer
EMPLOYEES 140

FUNDING \$33.7 million, 3 rounds
KEY INVESTORS Greylock Partners, U.S. Venture Partners, Venrock Associates, Accel Partners

Produces software that monitors data in databases and in the web applications they link to.

Ingenia Technology



LOCATION London, U.K.
URL www.ingeniatechnology.com
SECTOR Security/Defense
FOUNDED 2003

CEO Mounir Barakat
EMPLOYEES 12
FUNDING \$10 million
KEY INVESTORS Private equity investors

Uses lasers to identify counterfeit documents, fake parts, and brand knockoffs.

InnerWireless



LOCATION Richardson, TX
URL www.innerwireless.com
SECTOR Communications
FOUNDED 2000
CEO Ed Cantwell
EMPLOYEES 130

FUNDING \$75.9 million, 4 rounds
KEY INVESTORS Sevin Rosen, Rho Ventures, TAMC, IDG, Columbia Capital

Builds equipment to distribute and manage wireless networks inside buildings.

Innovalight



LOCATION Sunnyvale, CA
URL www.innovalight.com
SECTOR Cleantech/Energy
FOUNDED 2002
CEO Conrad Burke
EMPLOYEES 30

FUNDING \$40 million, 3 rounds
KEY INVESTORS Apax Partners, ARCH Venture Partners, Scatec, Convexa Capital, Harris & Harris Group

Uses a proprietary silicon-ink process to manufacture thin-film solar power cells.

ip.access



LOCATION Cambridge, U.K.
URL www.ipaccess.com
SECTOR Communications
FOUNDED 1999
CEO Stephen Mallinson
EMPLOYEES 160

FUNDING Undisclosed
KEY INVESTORS Intel Capital, Amadeus Capital, ADC, Rothschild Gestion, Scottish Equity Partners, Motorola Ventures

Solves coverage problems inside buildings with picocell and femtocell equipment.

Picture of Health



When a Japanese friend of James Nakagawa had a quadruple bypass after a heart attack and was told he had to monitor everything he ate, he stopped eating out of fear and depression. Mr. Nakagawa, a Canadian entrepreneur living in Tokyo, was appalled that his friend, an oil company executive, had to track his food intake with a paper and pencil. "I was incredulous and really angered," says Mr. Nakagawa, who immediately decided to devise a system to automate the process.

Mr. Nakagawa wanted to find a way to simplify the monitoring effort for patients who suffer from chronic diseases like obesity and diabetes. "If you go to the doctor with diabetes, he gives you a pamphlet and asks you to write down what you eat," Mr. Nakagawa says. "Very few doctors have time to read your chicken scratches."

He came up with the idea of using a mobile phone to take pictures of everything the patient eats. He then spent three and a half years developing software that recognizes the food in the photo, calcu-

Mobile Healthcare

LOCATION Tokyo, Japan
URL www.lifewatcher.com
FOUNDED 2003
SECTOR Biosciences
CEO James Nakagawa
EMPLOYEES 11
FUNDING \$1.2 million
KEY INVESTORS Bauer Capital

Mobile Healthcare enlists the cell phone to monitor chronic disease.

By Joel Dreyfuss

lates the amount of calories, and enters it into a patient database that a doctor can easily monitor. The program also sends reminders and warnings, and works with other health-monitoring products that measure sugar levels and blood counts.

The resulting product, called Lifewatcher, is being marketed in Japan and could have 10,000 users there by February. Mr. Nakagawa has found adherents in the United States. Last September, after Mobile Health Care added the capacity to manage weight loss programs, it reached an agreement with The Independent Physicians Association of America to market Lifewatcher through its network of 700 associations representing 330,000 physicians.

"Lifewatcher is the most exciting thing that I have seen in healthcare in the last 15 years," says Al Holloway, CEO of the association.

Mr. Nakagawa, who earlier ran an online community in Japan for cancer patients and their families, funded the initial research himself. When he ran out of money, he found an angel investor in Scott Bauer, a former bond salesman who has put money into technology startups. Mr. Bauer says what started out as a 15-minute conversation with Mr. Nakagawa turned into a five-hour meeting. "I felt that at the intersection of wireless—more specifically, cell phone and disease prevention management—somebody is going to make money," he says.

Mr. Bauer led a round that raised \$900,000, on top of \$300,000 raised from friends and family by Mr. Nakagawa. Now, Mr. Nakagawa is seeking another \$8 million to translate the software from Japanese to English and to do a large test that will prove the efficacy of Lifewatcher to U.S. insurers and medical institutions. "There will be resistance from the medical community," Mr. Holloway says.

Undoubtedly, but the growing cost of healthcare for chronic illnesses is forcing doctors and insurers to pay more attention to preventive measures. Lifewatcher's time may have come. **RH**

IPLocks



LOCATION San Jose, CA
URL www.iplocks.com
SECTOR Security/Defense
FOUNDED 2002
CEO Nobuya Yoshida

EMPLOYEES 65
FUNDING \$27 million, 3 rounds
KEY INVESTORS Angels

Monitors databases and creates audit trail for compliance purposes.

iVolta



LOCATION Seoul, South Korea
URL www.ivolta.com
SECTOR Computing
FOUNDED 2006

CEO Jae Koh
EMPLOYEES 7
FUNDING \$240,000
KEY INVESTORS Self-funded, private individuals

Makes a device that addresses the inconvenience of multiple chargers for portable devices.

Jaduka



LOCATION Dallas, TX
URL www.jaduka.com
SECTOR Communications
FOUNDED 2005
CEO Jack Rynes
EMPLOYEES 12

FUNDING \$2 million, 1 round
KEY INVESTORS Network Enhanced Telecom

Creates voice applications for the web and enables two-way conversations for sales and support.

Joost



LOCATION Luxembourg
URL www.joost.com
SECTOR Internet/Services
FOUNDED 2006
CEO Mike Volpi
EMPLOYEES 175
FUNDING \$45 million, 1 round

KEY INVESTORS Skype co-founders Niklas Zennström and Janus Friis, Sequoia Capital, Index Ventures, CBS, Viacom, Li Ka Shing Foundation

Provides a TV distribution platform for peer-to-peer propagation of programs.

Kaspersky Labs



LOCATION Moscow, Russia
URL www.kaspersky.com
SECTOR Security/Defense
FOUNDED 1997
CEO Eugene Kaspersky

EMPLOYEES 800
FUNDING N/A
KEY INVESTORS Self-funded

Creates innovative antivirus, antispam, and malware protection for both computers and mobile devices.

LifeLock



LOCATION Tempe, AZ
URL www.lifelock.com
SECTOR Security/Defense
FOUNDED 2005
CEO Todd Davis
EMPLOYEES 195

FUNDING \$12.8 million, 2 rounds
KEY INVESTORS Kleiner, Perkins, Caufield & Byers, Bessemer Venture Partners

Delivers identity theft protection via a series of interactions with banks, credit bureaus, and government agencies to lower risks.

Lighthouse Technologies



LOCATION Hong Kong (Shatin), China
URL lighthouse-tech.com
SECTOR Other
FOUNDED 1998
CEO Mark Chan (managing director)

EMPLOYEES 630
FUNDING Undisclosed
KEY INVESTORS Undisclosed

Manufactures state-of-the-art LED panels for use in large outdoor video displays.

LimeLife



LOCATION Menlo Park, CA
URL www.limelife.com
SECTOR Entertainment/Media
FOUNDED 2004
CEO Kristin McDonnell
EMPLOYEES 50

FUNDING \$20 million, 2 rounds
KEY INVESTORS U.S. Venture Partners, Rustic Canyon Partners, i-Hatch Ventures, Monitor Ventures, Core Capital

Delivers mobile content targeted at women including games, wallpaper, and text messages.

Matisse Networks



LOCATION Mountain View, CA
URL matisse.com
SECTOR Communications
FOUNDED 2002
CEO Sam Mathan
EMPLOYEES 80

FUNDING \$80 million, 3 rounds
KEY INVESTORS Menlo Ventures, Merrill Lynch PCG, Walden International, Woodside Fund

Offers equipment that enables “burst-switching” on optical networks, reducing costs and increasing efficiency.

Maxscend Technologies



LOCATION Shanghai, China
URL www.maxscend.com
SECTOR Computing
FOUNDED 2006
CEO Zhihan Xu

EMPLOYEES 65
FUNDING \$4 million, 1 round
KEY INVESTORS Sequoia Capital, Hotmap

Manufactures a chip that enables mobile digital television (MDTV) on portable devices.

Meru Networks



LOCATION Sunnyvale, CA
URL merunetworks.com
SECTOR Communications
FOUNDED 2002
CEO Ihab Abu-Hakima
EMPLOYEES 200

FUNDING \$95 million, 4 rounds
KEY INVESTORS Lehman Brothers, Clearstone Ventures, BlueStream Ventures, Evercore Ventures, JumpStartUp Venture Fund, D.E. Shaw & Co.

Makes wireless networking equipment that lets workers roam while accessing corporate data, video, and mail.

Move Networks



LOCATION American Fork, UT
URL movenetworks.com
SECTOR Entertainment/Media
FOUNDED 2006
CEO John Edwards
EMPLOYEES 120

FUNDING \$51.4 million, 2 rounds
KEY INVESTORS Steamboat Ventures, Hummer Winblad Venture Partners, Benchmark Capital

Creates an alternative media streaming technology that delivers high-quality video to Internet users.

Mozilla



LOCATION Mountain View, CA
URL www.mozilla.com
SECTOR Software
FOUNDED 2005

CEO Mitchell Baker
EMPLOYEES 125
FUNDING Undisclosed
KEY INVESTORS Mozilla Foundation

Manages the assets of the Mozilla open-source base, including Firefox and Thunderbird.

NANOIDENT Technologies



LOCATION Linz, Austria
URL www.nanoident.com
SECTOR Computing
FOUNDED 2004
CEO Klaus Schroeter
EMPLOYEES 65

FUNDING \$23.5 million, 2 rounds
KEY INVESTORS Private individuals, Austrian government organizations

Makes printed semiconductor-based optoelectronic sensors for high-volume applications.

NetAlter Software



LOCATION Mumbai, India
URL www.netalter.com
SECTOR Internet/Services
FOUNDED 2003
CEO Rajesh Rathod

EMPLOYEES 22
FUNDING \$3 million
KEY INVESTORS Angels, private individuals

Proposes a secure alternative to the Internet using a proprietary peer-to-peer network.

Oak Pacific Interactive



LOCATION Beijing, China
URL www.xiaonei.com, www.MOP.com
SECTOR Internet/Services
FOUNDED 2002
CEO Joseph Chen
EMPLOYEES 600

FUNDING \$60 million, 3 rounds
KEY INVESTORS General Atlantic, Doll Capital Management, Accel Partners, Technology Crossover Ventures

Operates a cutting-edge Internet platform for some of the most popular web sites in China.

Oddcast



LOCATION New York, NY
URL www.oddcast.com
SECTOR Internet/Services
FOUNDED 1999
CEO Adi Sideman
EMPLOYEES 70

FUNDING \$7.7 million, 3 rounds
KEY INVESTORS Union Square Ventures, ITO-CHU Corporation

Creates avatars that can be used for advertising and user-generated content on web sites and mobile devices.

Omnifone



LOCATION London, U.K.
URL www.omnifone.com
SECTOR Entertainment/Media
FOUNDED 2004
CEO Rob Lewis

EMPLOYEES 60
FUNDING \$12.5 million
KEY INVESTORS Co-founders Rob Lewis, Phil Sant, Mark Knight

Provides MusicStation, an unlimited music download service available via mobile operators.

Pandora TV



LOCATION Seoul, South Korea
URL www.pandora.tv
SECTOR Entertainment/Media
FOUNDED 2004

CEO Peter Kim
EMPLOYEES 140
FUNDING \$16.6 million, 3 rounds
KEY INVESTORS Altos Ventures, DCM

Provides a do-it-yourself platform for creating and posting videos and live broadcasts.

Persistent Systems



LOCATION Pune, India
URL persistentsys.com
SECTOR Software
FOUNDED 1990
CEO Anand Deshpande
EMPLOYEES 3,717
FUNDING Undisclosed

KEY INVESTORS Intel Capital (Mauritius), Norwest Venture Partner FVCI (Mauritius), Gabriel Venture Partners (Mauritius), Intel 64 Fund, HP

Provides outsourcing services specializing in the development of software products.

picoChip Designs



LOCATION Bath, U.K.
URL www.picochip.com
SECTOR Communications
FOUNDED 2000
CEO Guillaume d'Eyssautier
EMPLOYEES 135

FUNDING \$71.5 million, 4 rounds
KEY INVESTORS Pond Venture Partners, Atlas Venture, Rothschild, Scottish Equity Partners, Intel, AT&T, Highland Capital Partners, Samsung

Manufactures multi-core processors for wireless communications applications.

Picxel Technologies



LOCATION Glasgow, U.K.
URL www.picxel.com
SECTOR Communications
FOUNDED 1998
CEO Imran Khand
EMPLOYEES 383
FUNDING \$80 million, 3 rounds

KEY INVESTORS Softbank Europe, BancBoston Capital, Capital International Private Equity, CSK Principals

Develops software that allows mobile phone users to access information in any format.

Polar Rose



LOCATION Malmö, Sweden
URL www.polarrose.com
SECTOR Internet/Services
FOUNDED 2004
CEO Nikolaj Nyholm

EMPLOYEES 20
FUNDING \$5.2 million (€4 million), 1 round
KEY INVESTORS Nordic Venture Partners

Makes facial-recognition tools that identify people in photos and index the results.

Qualys



LOCATION Redwood Shores, CA
URL www.qualys.com
SECTOR Security/Defense
FOUNDED 1999
CEO Philippe Courtot
EMPLOYEES 170

FUNDING \$64.2 million, 4 rounds
KEY INVESTORS Trident Capital, VeriSign, GRP Partners, Philippe Courtot, Mercury Interactive (now HP)

Delivers an appliance that provides on-demand security risk and compliance management solutions.

Red Oxygen



LOCATION Brisbane, Australia
CEO Thomas Sheahan
EMPLOYEES 12
FUNDING \$2 million
KEY INVESTORS Thomas Sheahan, angels

Develops enterprise SMS capabilities that integrate with existing applications.

Revision3



LOCATION San Francisco, CA
EMPLOYEES 24
FUNDING \$9 million, 1 round
KEY INVESTORS Greylock Partners, founders, and individual investors
FOUNDED 2005
CEO Jim Louderbac

Produces original television programs for Internet users.

Ring2



LOCATION London, U.K.
EMPLOYEES 45
FUNDING \$14 million, 1 round
KEY INVESTORS Adara Ventures, ZenShin Capital Partners, angels
CO-CEOS Steve Flavell and Michael Hughes

Develops conferencing technology that can be controlled from a mobile device.

Roamware



LOCATION San Jose, CA
EMPLOYEES 340
FUNDING Undisclosed
KEY INVESTORS DCM, Shelter Capital Partners, Accretive Technology Partners
FOUNDED 2002
CEO Bobby Srinivasan

Creates technology to help telcos manage roaming and send rich media to mobile phones.

Saora Kabushiki Kaisha



LOCATION Yokohama, Japan
EMPLOYEES 25
FUNDING Undisclosed
KEY INVESTORS Self-funded
FOUNDED 1999
CEO Aruna Rohra

Manages information from Internet browsing by saving and categorizing the data.

ScanSafe



LOCATION San Mateo, CA
EMPLOYEES 100
FUNDING \$23 million, 2 rounds
KEY INVESTORS Benchmark Capital, Scale Venture Partners (formerly Bank of America Venture Partners)
FOUNDED 1999
CEO Eldar Tuvey

Intercepts traffic between the corporate network and the Internet and scans for viruses, spyware, and usage violations.

Sequans Communications



LOCATION Paris, France
EMPLOYEES 130
FUNDING \$35 million, 3 rounds
KEY INVESTORS CapDecisif, I-Source Gestion, Add Partners, Vision Capital, SG Asset Management, Kennet Partners, Motorola, Alcatel-Lucent
FOUNDED 2003
CEO Georges Karam

Makes chips for WiMAX base stations and subscribers that are low-power consumers.

Small Bone Innovations



LOCATION New York, NY
EMPLOYEES 130
FUNDING \$71.2 million, 2 rounds
KEY INVESTORS Viscogliosi Bros., 3i, NGN Capital
FOUNDED 2004
CEO Anthony Viscogliosi

Focuses on medical devices for hand, foot, and small joint maladies normally treated with drugs.

SolFocus



LOCATION Mountain View, CA
EMPLOYEES 100
FUNDING \$92 million, 2 rounds
KEY INVESTORS New Enterprise Associates, Moser Baer India, David Gelbaum, Metasystem Group, NGN Partners, Yellowstone Capital
FOUNDED 2005
CEO Gary Conley

Builds solar concentrators that increase the efficiency of solar panels.

Spot Runner



LOCATION Los Angeles, CA
EMPLOYEES Undisclosed
FUNDING \$92 million, 4 rounds
KEY INVESTORS Allen & Company, Battery Ventures, Index Ventures, WPP, Interpublic Group, CBS, Legg Mason, Capital Research and Management, Tudor Investment
FOUNDED 2004
CEO Nick Grouf

Offers a web-based, self-serve platform for local businesses seeking to advertise on TV in local markets.

Sylvan Source



LOCATION Sunnyvale, CA
EMPLOYEES 11
FUNDING \$5 million, 1 round
KEY INVESTORS Angels
FOUNDED 2003
CEO Laura Demmons

Provides a multi-distillation home water-purification system that doesn't use chemicals or filters.

Tejas Networks India



LOCATION Bangalore, India
EMPLOYEES 480
FUNDING \$73 million, 5 rounds
KEY INVESTORS Gururaj Deshpande, Battery Ventures, Sandstone Capital Partners, Mayfield Venture Partners, Intel Capital, Goldman Sachs
FOUNDED 2000
CEO Sanjay Nayak

Offers hardware and software to help telcos migrate to converged voice and data networks.

Fired-up Job Finder



SimplyHired



LOCATION Mountain View, CA
EMPLOYEES 50
FUNDING \$17.7 million, 3 rounds
KEY INVESTORS Foundation Capital, Fox Interactive, Garage Ventures
FOUNDED 2005
SECTOR Internet
CEO Gautam Godhwani

Startup mines other sites in its searches.

By Scott Martin

\$17.7 million into the venture so far.

There's a lot at stake. What began as a conduit to roughly 2.5 million jobs listed online has ballooned to about 8.5 million. And the online employment market overall, which includes display and search ad revenue, is expected to hit \$10 billion by 2011, says Mr. Godhwani.

The entrepreneur has made good calls before. With his brother Anil, he launched AtWeb, later selling the company to AOL in 1998 for \$95 million in stock. He also spearheaded efforts to establish Silicon Valley's nonprofit India Community Center.

SimplyHired has global ambitions and harbors hopes of another round of funding, its fourth, to expand into Europe and Asia over the next 18 months.

"In 2008, we are likely going to explore additional capital as we gear up for international expansion," Mr. Godhwani says. "China and India are huge markets to tap."

He says SimplyHired tripled its revenue in three years—pay-per-click job listings launched in 2006—but he won't disclose specific financial data, or say when the venture will turn a profit.

"We've been very pleased with the response that we've had from advertisers," Mr. Godhwani says. "When you look across the market, it's certainly why Google is so big."

In 2007, SimplyHired began responding to requests from companies to put its jobs listings on their sites, adding another segment to its business.

Job search engine Indeed.com, backed by *The New York Times*, offers a similar service. And there's a pile of international imitators who are stepping up to duplicate SimplyHired's success in foreign languages, much as Baidu.com has done with search in China.

In the rivalry between Indeed and SimplyHired, the question will likely be who's going to emerge as the Google in the job-search race—assuming Google itself doesn't decide job listings are a good business. **RH**

In 2004, Gautam Godhwani saw an opportunity in cumbersome online job search. "We realized there wasn't a place to find jobs all on one site," SimplyHired's chief executive says.

Mr. Godhwani launched Mountain View, California-based SimplyHired in 2005 with the idea that job hunters shouldn't have to log into a dozen sites to find positions that suit them. At SimplyHired, users enter job titles into a search box and retrieve employment listings from hundreds of job sites.

Mr. Godhwani says SimplyHired's vertical search engine delivers 20 times the number of jobs listed elsewhere and he touts its pay-per-click advantage for job advertisers.

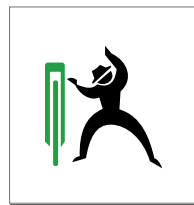
"SimplyHired and Indeed are a decade ahead of Monster, CareerBuilder, and Yahoo," says JupiterResearch media analyst Barry Parr.

Foundation Capital, Fox Interactive, Garage Ventures, and other investors clearly see something in it, having poured



Our Business is Innovation

Revenue Streams



- ▶ SAP Business Consulting
- ▶ S/w Engineering, Training & Consultancy
- ▶ S/w Sales & Support
- ▶ Clinical Trials S/w - Ba/Be & Phase I
- ▶ Hospital Information Systems

Value Streams



- ▶ Bio Therapeutics
- ▶ Handheld Point of Care Diagnostics
- ▶ Clinical Trials S/w - Ba/Be & Phase I
- ▶ S/w for Quality Labs
- ▶ S/w for Drug Discovery & Development

Competencies



- ▶ Bio - MEMS & MEMS
- ▶ Biochemistry, Immunology & Mol Bio
- ▶ Ultra - Portable Electronics
- ▶ Synthetic Chemistry, Assay Development
- ▶ Software Engineering, Agile, MDA

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Bangalore - 560 082 INDIA Phone : +91 80 4017 0128 Email : info@bigtec.co.in www.bigtec.co.in

TELiBrahma Convergent Communications



LOCATION Bangalore, India
URL www.telibrahma.com
SECTOR Internet/Services
FOUNDED 2004
CEO Narasimha Suresh

EMPLOYEES 75
FUNDING \$300,000
KEY INVESTORS Karnataka Information Technology Venture Capital Fund

Provides location-based interactive marketing and mobile search.

Teruten



LOCATION Seoul, South Korea
URL www.teruten.com
SECTOR Security/Defense
FOUNDED 2000
CEO Seokgu Yun
EMPLOYEES 35

FUNDING \$4 million, 5 rounds
KEY INVESTORS Haansoft, Prime Entertainment, Seokgu Yun, Young Lee

Develops digital rights management systems for audio, video, and images in portable devices.

TransPharma Medical



LOCATION Lod, Israel
URL www.transpharma-medical.com
SECTOR Biosciences
FOUNDED 2000
CEO Daphna Heffetz
EMPLOYEES 55
FUNDING \$34 million, 3 rounds

KEY INVESTORS Argonaut Private Equity, Biomedical Investments, Evergreen Venture Partners, Pitango Venture Capital, Teva Pharmaceuticals, Vitalife Partners

Sells a pen-like device that opens micro-channels in the skin for large biotech compounds.

Truphone



LOCATION London, U.K.
URL www.truphone.com
SECTOR Communications
FOUNDED 2005
CEO James Tagg
EMPLOYEES 50
FUNDING \$29.1 million, 1 round

KEY INVESTORS Eden Ventures, Wellington Partners, Independent News & Ventures, Burda Digital Media, Merafin Capital

Operates an IP-based mobile telephony network enabling VoIP calls from cell phones.

Ultra Motor Company



LOCATION London, U.K.
URL www.ultramotor.com
SECTOR Other
FOUNDED 2003
CEO Joe Bowman
EMPLOYEES 85

FUNDING \$26 million, 3 rounds
KEY INVESTORS Russian Technologies, private investors

Makes electrical engines and batteries for two- or three-wheeled vehicles aimed at low-cost transport in developing countries.

VancelInfo Technologies



LOCATION Beijing, China
URL www.vanceinfo.com
SECTOR Software
FOUNDED 1995
CEO Chris Chen
EMPLOYEES 3,497

FUNDING \$32.1 million, 2 rounds
KEY INVESTORS DCM, Sequoia Capital, Legend Capital

Provides outsourcing services for software development and testing to companies in the United States, Europe, and Japan. Listed on the NYSE in December 2007. (See "Now or Later?" p. 64.)

Veredus Laboratories



LOCATION Singapore
URL www.vereduslabs.com
SECTOR Biosciences
FOUNDED 2003
CEO Rosemary Tan

EMPLOYEES 7
FUNDING Undisclosed
KEY INVESTORS Undisclosed

Produces diagnostic tools, including a lab on a chip, for detecting and preventing the spread of infectious diseases.

VideoEgg



LOCATION San Francisco, CA
URL www.videoegg.com
SECTOR Entertainment/Media
FOUNDED 2003
CEO Matthew Sanchez

EMPLOYEES 96
FUNDING \$34 million, 4 rounds
KEY INVESTORS Focus Ventures, August Capital, First Round Capital, Maveron, WPP

Serves user-generated video to social networking sites.

Vuze (formerly Azureus)



LOCATION Palo Alto, CA
URL www.vuze.com
SECTOR Entertainment/Media
FOUNDED 2005
CEO Gilles BianRosa
EMPLOYEES 45

FUNDING \$34 million, 3 rounds
KEY INVESTORS BV Capital, Redpoint Venture Partners, New Enterprise Associates, Greycroft Partners, Jarl Mohn

Makes an open entertainment platform for high-resolution digital content such as video, music, and games.

Wikia



LOCATION San Mateo, CA
URL www.wikia.com
SECTOR Internet/Services
FOUNDED 2004
CEO Gil Penchina
EMPLOYEES 40

FUNDING \$4 million (disclosed), 2 rounds
KEY INVESTORS Bessemer Venture Partners, Omidyar Networks, Amazon.com

Offers ad-based, for-profit Wikipedia-style technologies for communities that want to share information.

XCome Technology



LOCATION Taipei, Taiwan
URL www.xcome.com
SECTOR Communications
FOUNDED 2002
CEO Kevin Tarn

EMPLOYEES 50
FUNDING \$790,000, 1 round
KEY INVESTORS iD Tech-Ventures

Delivers mobile instant messaging solutions, mobile learning services, and mobile application platform technology.

ZoomInfo



LOCATION Waltham, MA
URL www.zoominfo.com
SECTOR Internet/Services
FOUNDED 2000
CEO Jonathan Stern
EMPLOYEES 90

FUNDING \$7 million, 1 round
KEY INVESTORS Flagship Ventures, Venrock Associates, Vulcan Capital

Provides a vertical search engine for business users seeking information on companies and executives.