



SaaS^{TOP}₂₅₀

List

Fall 2012

TOP 250 SAAS LISTING

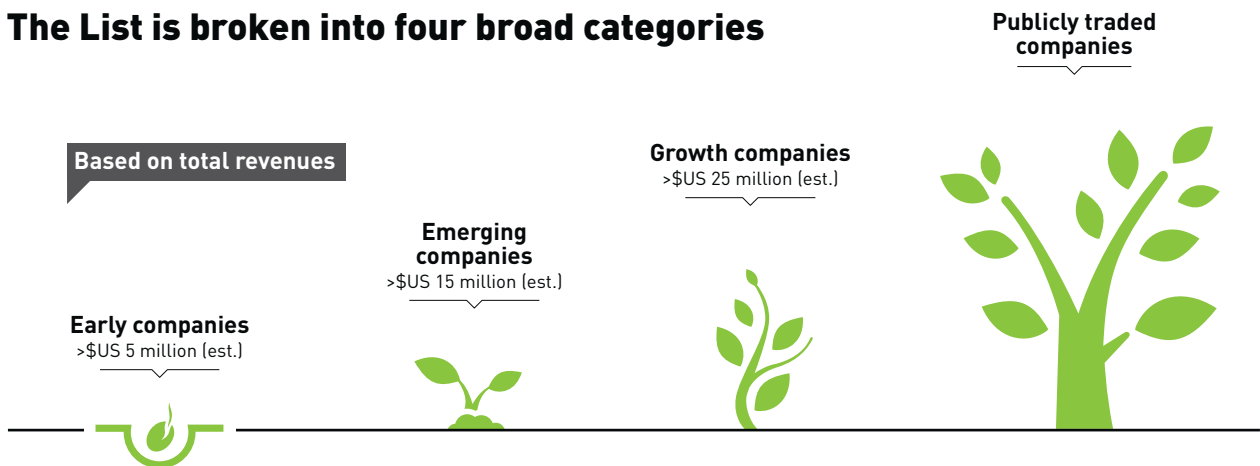
Montclair Advisors is pleased to offer its Top 250 SaaS Listing for a one-time purchase with a non-exclusive, non-sublicensable, non-assignable, revocable, non-transferable license and the contents are subject to change without notice. This list is not warranted to be error-free, nor subject to any other warranties or conditions.

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| | TOTALS |
|--------------------|------------|
| Public Companies | 64 |
| Growth Companies | 60 |
| Emerging Companies | 48 |
| Early Companies | 78 |
| Total | 250 |

The List is broken into four broad categories





PUBLIC COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues | City | State | Country | Website |
|----------------------|-------------|-------------------|------------------|---------------|-----------------|-------|---------|---|
| Actuate | Hybrid | Analytics | BIRT | \$134,94 | San Mateo | CA | USA | http://www.actuate.com/home/ |
| Adobe | Hybrid | Collaboration | ADBE | \$4.216,28 | San Jose | CA | USA | http://www.adobe.com |
| ADP | SaaS | HCM | ADP | \$2.789,80 | Roseland | NJ | USA | http://www.adp.com |
| athenahealth | SaaS | EMR | ATHN | \$324,04 | Watertown | MA | USA | http://www.athenahealth.com |
| Autodesk | Hybrid | Design | ADSK | \$2.215,60 | San Rafael | CA | USA | http://usa.autodesk.com/ |
| Blackbaud | Hybrid | Non-Profit | BLBK | \$370,87 | Charleston | SC | USA | http://www.blackbaud.com |
| BMC | Hybrid | IT Management | BMC | \$2.172,00 | Houston | TX | USA | http://www.bmc.com |
| CA Technologies | Hybrid | IT Management | CA | \$4.814,00 | Islandia | NY | USA | http://www.ca.com |
| Callidus Software | Hybrid | CRM | CALD | \$83,77 | Pleasanton | CA | USA | http://www.callidussoftware.com |
| Cisco [WebEx] | SaaS | Collaboration | CSCO | \$43.218,00 | San Jose | CA | USA | http://www.cisco.com |
| Citrix Online | SaaS | Collaboration | CTXS | \$2.206,39 | Fort Lauderdale | FL | USA | http://www.citrix.com/lang/english/home.asp |
| CompuWare | SaaS | IT Management | CPWR | \$1.009,77 | Detroit | MI | USA | http://www.compuware.com |
| Concur Technologies | SaaS | Financials | CNQR | \$349,49 | Redmond | WA | USA | http://www.concur.com |
| Constant Contact | SaaS | Marketing | CTCT | \$214,42 | Waltham | MA | USA | http://www.constantcontact.com |
| CornerstoneOnDemand | SaaS | Talent Management | CSOD | \$73,02 | Santa Monica | CA | USA | http://www.cornerstoneondemand.com/ |
| DealerTracker | SaaS | Automotive | TRAK | \$353,29 | Lake Success | NY | USA | http://www.dealertrack.com |
| Dell [Boomi] | SaaS | Integration | DELL | \$62.071,00 | Round Rock | TX | USA | http://www.boomi.com |
| Demandware | SaaS | eCommerce | DWRE | \$56,55 | Burlington | MA | USA | http://www.demandware.com |
| E2Open | SaaS | Integration | EOPN | \$59,69 | Foster City | CA | USA | http://www.e2open.com |
| eGain Communications | Hybrid | CRM | EGAN | \$44,06 | Mountain View | CA | USA | http://www.egain.com |
| Eloqua | SaaS | Marketing | ELOQ | \$71,35 | Vienna | VA | USA | http://www.eloqua.com |
| ExactTarget | SaaS | Marketing | ET | \$207,49 | Indianapolis | IN | USA | http://www.exacttarget.com |
| Fortinet | Hybrid | Security | FTNT | \$433,58 | Sunnyvale | CA | USA | http://www.fortinet.com |
| Google | SaaS | Collaboration | GOOG | \$37.905,00 | Mountain View | CA | USA | http://www.google.com.sg/ |

PUBLIC COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues | City | State | Country | Website |
|----------------------|-------------|-------------------|------------------|---------------|----------------|-------|---------|---|
| IBM [Multiple] | SaaS | Integration | IBM | \$106.916,00 | Armonk | NY | USA | http://www-01.ibm.com/software/integration/cast-iron-cloud-integration/ |
| Incontact | SaaS | CRM | SAAS | \$88,98 | Salt Lake City | UT | USA | http://www.incontact.com |
| Informatica | Hybrid | Analytics | INFA | \$783,78 | Redwood City | CA | USA | http://www.informatica.com |
| Intel | Hybrid | Security | INTC | \$53.999,00 | Santa Clara | CA | USA | http://www.mcafee.com |
| IntraLinks | Hybrid | Financials | IL | \$213,50 | New York | NY | USA | http://www.intralinks.com |
| Intuit [Multiple] | Hybrid | Financials | INTU | \$3.851,00 | Mountain View | CA | USA | http://www.intuit.com/ |
| J2 Global | SaaS | Collaboration | JCOM | \$330,16 | Hollywood | CA | USA | http://www.j2global.com |
| Jive Software | Hybrid | Collaboration | JIVE | \$77,28 | Palo Alto | CA | USA | http://www.jivesoftware.com |
| LivePerson | SaaS | CRM | LPSN | \$133,09 | New York | NY | USA | http://www.liveperson.com |
| LogMeIn | Hybrid | Security | LOGM | \$119,46 | Boston | MA | USA | http://www.logmein.com/ |
| Lumesse | Hybrid | Talent Management | SSTBF | | London | | GBR | http://www.lumesse.com |
| Magic Software | Hybrid | Platform | MGIC | \$113,33 | Or Yehuda | | ISR | http://www.magicsoftware.com |
| Micro Focus | Hybrid | Platform | MCRO | \$681,82 | Newberry | | GBR | http://www.microfocus.com |
| Microsoft [Multiple] | Hybrid | Platform | MSFT | \$69.943,00 | Redmond | WA | USA | http://www.microsoft.com |
| MicroStrategy | Hybrid | Analytics | MSTR | \$562,15 | McLean | VA | USA | http://www.microstrategy.com |
| NetSuite | SaaS | ERP | N | \$236,33 | San Mateo | CA | USA | http://www.netsuite.com |
| Oracle | Hybrid | CRM | ORCL | \$35.622,00 | Redwood City | CA | USA | http://www.oracle.com/ |
| Paychex | SaaS | HCM | PAYX | \$2.036,20 | Rochester | NY | USA | http://www.paychex.com |
| Pegasystems | Hybrid | CRM | PEGA | \$416,68 | Cambridge | MA | USA | http://www.pegacom |
| Progress Software | Hybrid | Platform | PRGS | \$533,60 | Bedford | MA | USA | http://www.progress.com |
| Proofpoint | Hybrid | Security | PFPT | \$81,84 | Sunnyvale | CA | USA | http://www.proofpoint.com |
| Qlik Technologies | SaaS | Analytics | QLIK | \$320,62 | Philadelphia | PA | USA | http://www.qlikview.com |
| RedHat | Hybrid | Platform | RHT | \$1.133,10 | Raleigh | NC | USA | http://www.redhat.com |
| Responsys | SaaS | Marketing | MKTG | \$134,94 | San Bruno | CA | USA | http://www.responsys.com |
| Saba | Hybrid | HCM | SABA | \$116,66 | Redwood Shores | CA | USA | http://www.saba.com |
| Salesforce.com | SaaS | CRM | CRM | \$2.266,54 | San Francisco | CA | USA | http://www.salesforce.com |
| SAP | Hybrid | ERP | SAP | \$14.233,00 | Walldorf | | DEU | http://www.sap.com |
| SciQuest | SaaS | ERP | SQI | \$53,44 | Cary | NC | USA | http://www.sciquest.com |

PUBLIC COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues | City | State | Country | Website |
|-------------------|-------------|--------------------|------------------|---------------|---------------|-------|---------|---|
| ServiceNow | SaaS | IT Management | NOW | \$92,64 | San Diego | CA | USA | http://www.service-now.com |
| ServiceSource | SaaS | Service Management | SREV | \$205,50 | San Francisco | CA | USA | http://www.servicesource.com |
| SolarWinds | Hybrid | IT Management | SWI | \$198,36 | Austin | TX | USA | http://www.solarwinds.com |
| Splunk | SaaS | IT Management | SPLK | \$120,96 | San Francisco | CA | USA | http://www.splunk.com |
| SPS Commerce | SaaS | eCommerce | SPSC | \$57,97 | Minneapolis | MN | USA | http://www.spscommerce.com |
| Symantec | Hybrid | Security | SYMC | \$6.730,00 | Mountain View | CA | USA | http://www.symantec.com |
| Ultimate Software | SaaS | HCM | ULTI | \$269,20 | Weston | FL | USA | http://www.ultimatesoftware.com/index.asp |
| VMware | Hybrid | Platform | VMW | \$3.767,10 | Palo Alto | CA | USA | http://www.vmware.com |
| Vocus | SaaS | Marketing | VOCS | \$114,87 | Lanham | MD | USA | http://www.vocus.com |
| Websense | Hybrid | Security | WBSN | \$364,18 | San Diego | CA | USA | http://www.websense.com |



GROWTH COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|-----------------------|-------------|--------------------|--------------|-------------------------|---------------|-------|---------|---|
| 37Signals | SaaS | Project Management | Growth | \$25.000 | Chicago | IL | USA | http://www.37signals.com |
| Artemis International | SaaS | Product Management | Growth | \$25.000 | Austin | TX | USA | http://www.aisc.com |
| Action | SaaS | Platform | Growth | \$25.000 | Redwood City | CA | USA | http://www.action.com/ |
| Apptio | SaaS | IT Management | Growth | \$25.000 | Seattle | WA | USA | http://www.apptio.com |
| Aria Systems | SaaS | Financials | Growth | \$25.000 | San Mateo | CA | USA | http://www.ariasystems.com |
| Attachmate [Novell] | Hybrid | Platform | Growth | \$25.000 | Provo | UT | USA | http://www.attachmate.com |
| Big Machines | SaaS | Marketing | Growth | \$25.000 | San Mateo | CA | USA | http://www.bigmachines.com |
| Blackboard | SaaS | Education | Growth | \$25.000 | Washington | DC | USA | http://www.blackboard.com |
| Box | SaaS | Storage | Growth | \$25.000 | Palo Alto | CA | USA | http://www.box.com |
| Brainshark | SaaS | Marketing | Emerging | \$25.000 | Boston | MA | USA | http://www.brainshark.com |
| Ceridian | Hybrid | HCM | Growth | \$25.000 | Toronto | ON | CAN | http://www.dayforce.com |
| Cloud9 Analytics | SaaS | Analytics | Growth | \$25.000 | Redwood City | CA | USA | http://www.cloud9analytics.com |
| Cordys | SaaS | Integration | Growth | \$25.000 | | | NLD | http://www.cordys.com |
| cVent | SaaS | Marketing | Growth | \$25.000 | McLean | VA | USA | http://www.cvent.com |
| Deltek | Hybrid | Project Management | PROJ | \$82,72 | Herndon | VA | USA | http://www.deltek.com |
| DocuSign | SaaS | Collaboration | Emerging | \$25.000 | Seattle | WA | USA | http://www.docusign.com |
| DropBox | SaaS | Storage | Growth | \$25.000 | San Francisco | CA | USA | http://www.dropbox.com |
| Eloqua | SaaS | Marketing | Growth | \$25.000 | Washington | DC | USA | http://www.eloqua.com |
| EngineYard | SaaS | Platform | Growth | \$25.000 | San Francisco | CA | USA | http://www.engineyard.com |
| Epicor | Hybrid | HCM | Growth | \$25.000 | Irvine | CA | USA | http://www.epicor.com/pages/default.aspx |

GROWTH COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|----------------|-------------|--------------------|------------------|----------------------------|----------------|-------|---------|---|
| FiberLink | Hybrid | Security | Growth | \$25.000 | Philadelphia | PA | USA | http://www.fiberlink.com |
| FreshBooks | SaaS | Financials | Growth | \$25.000 | Toronto | ON | CAN | http://www.freshbooks.com |
| FrontRange | Hybrid | IT Management | Growth | \$25.000 | Pleasanton | CA | USA | http://www.frontrange.com |
| GitHub | SaaS | IT Management | Growth | \$25.000 | San Francisco | CA | USA | https://github.com/ |
| Globoforce | Hybrid | Rewards | Growth | \$25.000 | Southborough | MA | USA | http://www.globoforce.com |
| GoodData | SaaS | Analytics | Growth | \$25.000 | San Francisco | CA | USA | http://www.gooddata.com |
| Halogen | SaaS | Talent Management | Growth | \$25.000 | Ottawa | ON | CAN | http://www.halogensoftware.com |
| HRsmart | Hybrid | HCM | Growth | \$25.000 | West Sussex | | GBR | http://www.hrsmartuk.com |
| HubSpot | SaaS | Marketing | Growth | \$25.000 | Boston | MA | USA | http://www.hubspot.com |
| iCIMS | SaaS | HCM | Growth | \$25.000 | Hazlet | NJ | USA | http://www.icims.com |
| Intacct | SaaS | Financials | Growth | \$25.000 | San Jose | CA | USA | http://us.intacct.com |
| IQNavigator | SaaS | HCM | Growth | \$25.000 | Denver | CO | USA | http://www.iqnavigator.com |
| JasperSoft | Hybrid | Analytics | Growth | \$25.000 | San Francisco | CA | USA | http://www.jaspersoft.com |
| Kana | Hybrid | CRM | Growth | \$25.000 | Sunnyvale | CA | USA | http://www.kana.com |
| Kronos | Hybrid | HCM | Growth | \$25.000 | Chelmsford | MA | USA | http://www.kronos.com |
| Lithium | SaaS | Collaboration | Growth | \$25.000 | Emeryville | CA | USA | http://www.lithium.com |
| LiveOps | Hybrid | Collaboration | Growth | \$25.000 | Santa Clara | CA | USA | http://www.liveops.com |
| Marketo | SaaS | Marketing | Growth | \$25.000 | San Mateo | CA | USA | http://www.marketo.com |
| MarketTools | Hybrid | Marketing | Growth | \$25.000 | San Francisco | CA | USA | http://www.markettools.com |
| Merced Systems | Hybrid | Service Management | Growth | \$25.000 | Redwood Shores | CA | USA | http://www.mercedsystems.com |
| MindJet | Hybrid | Product Management | Growth | \$25.000 | San Francisco | CA | USA | http://www.mindjet.com |
| MobileIron | SaaS | Platform | Growth | \$25.000 | Mountain View | CA | USA | http://www.mobileiron.com |
| Monitise Group | Hybrid | Marketing | Growth | \$25.000 | London | | GBR | http://www.monitise.com/americas/ |

GROWTH COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|------------------|-------------|--------------------|------------------|----------------------------|---------------|-------|---------|---|
| Parallels | Hybrid | Platform | Growth | \$25.000 | Seattle | WA | USA | http://www.parallels.com |
| Peoplefluent | Hybrid | HCM | Growth | \$25.000 | Waltham | MA | USA | http://www.peoplefluent.com |
| Pervasive | Hybrid | Integration | Growth | \$25.000 | Dallas | TX | USA | http://www.pervasive.com |
| Plex Online | SaaS | ERP | Growth | \$25.000 | Auburn Hills | MI | USA | http://www.plex.com |
| PracticeFusion | SaaS | EMR | Growth | \$25.000 | San Francisco | CA | USA | http://www.practicefusion.com |
| Rearden Commerce | SaaS | Travel | Growth | \$25.000 | Foster City | CA | USA | http://www.reardencommerce.com/ |
| Safenet | Hybrid | Security | Growth | \$25.000 | Belcamp | MD | USA | http://www.safenet-inc.com/ |
| SAS Institute | Hybrid | Analytics | Growth | \$25.000 | Cary | NC | USA | http://www.sas.com |
| SilverPop | Hybrid | Marketing | Growth | \$25.000 | Atlanta | GA | USA | http://www.silverpop.com |
| SugarCRM | Hybrid | CRM | Growth | \$25.000 | Cupertino | CA | USA | http://www.sugarcrm.com |
| SumTotal Systems | Hybrid | HCM | Growth | \$25.000 | Gainesville | FL | USA | http://www.sumtotalsystems.com |
| TripWire | Hybrid | Security | Growth | \$25.000 | Portland | OR | USA | http://www.tripwire.com |
| Trustwave | Hybrid | Security | Growth | \$25.000 | Chicago | IL | USA | http://www.trustwave.com |
| WebTrends | Hybrid | Analytics | Growth | \$25.000 | Portland | OR | USA | http://www.webtrends.com |
| Xactly | SaaS | CRM | Growth | \$25.000 | San Jose | CA | USA | http://www.xactlycorp.com |
| Xero | SaaS | Financials | Growth | \$25.000 | Wellington | | NZL | http://www.xero.com |
| Zendesk | SaaS | Service Management | Growth | \$25.000 | San Francisco | CA | USA | http://www.zendesk.com |
| Zoho | SaaS | CRM | Growth | \$25.000 | Pleasanton | CA | USA | http://www.zoho.com |
| Zuora | SaaS | Financials | Growth | \$25.000 | Redwood City | CA | USA | http://www.zuora.com |



EMERGING COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|----------------------------|-------------|----------------------|------------------|----------------------------|---------------|-------|---------|---|
| Act-On Software | SaaS | Marketing | Emerging | \$15,000 | Beaverton | OR | USA | http://www.act-on.com |
| Adaptive Planning | SaaS | Financials | Emerging | \$15,000 | Mountain View | CA | USA | http://www.adaptiveplanning.com/index.php |
| Apprenda | Hybrid | Platform | Emerging | \$15,000 | Albany | NY | USA | http://www.apprenda.com |
| Bill | SaaS | Financials | Emerging | \$15,000 | Palo Alto | CA | USA | http://www.bill.com |
| Burning Glass Technologies | Hybrid | HCM | Emerging | \$15,000 | Boston | MA | USA | http://www.burning-glass.com |
| Clarizen | SaaS | Project Management | Emerging | \$15,000 | San Mateo | CA | USA | http://www.clarizen.com |
| ClickTools | SaaS | Marketing | Emerging | \$15,000 | Poole | | GBR | http://www.clicktools.com |
| Cloudera | Hybrid | Analytics | Emerging | \$15,000 | Palo Alto | CA | USA | http://www.cloudera.com |
| CloudPay | SaaS | HCM | Emerging | \$15,000 | London | | GBR | http://www.cloudpay.net |
| Coupa | SaaS | Financials | Early | \$15,000 | San Mateo | CA | USA | http://www.coupa.com |
| Daptiv | Hybrid | Project Management | Emerging | \$15,000 | Seattle | WA | USA | http://www.daptiv.com |
| EchoPass | SaaS | CRM | Emerging | \$15,000 | Pleasanton | CA | USA | http://www.echopass.com/ |
| eLance | SaaS | HCM | Emerging | \$15,000 | Mountain View | CA | USA | http://www.elance.com |
| eQuest | SaaS | HCM | Emerging | \$15,000 | San Ramon | CA | USA | http://www.equest.com |
| eThority | SaaS | Analytics | Emerging | \$15,000 | Charleston | SC | USA | http://www.ethority.com |
| Fieldglass | SaaS | Workforce Management | Emerging | \$15,000 | Chicago | IL | USA | http://www.fieldglass.com |
| FinancialForce | SaaS | ERP | Emerging | \$15,000 | San Mateo | CA | USA | http://www.financialforce.com |
| FPX | Hybrid | CRM | Early | \$15,000 | Dallas | TX | USA | http://www.fpx.com |
| GetSatisfaction | SaaS | CRM | Emerging | \$15,000 | San Francisco | CA | USA | http://www.getsatisfaction.com |
| Host Analytics | SaaS | Financials | Emerging | \$15,000 | Redwood City | CA | USA | http://www.hostanalytics.com |
| InsideView | SaaS | Marketing | Emerging | \$15,000 | San Francisco | CA | USA | http://www.insideview.com |
| Jitterbit | SaaS | Integration | Emerging | \$15,000 | Oakland | CA | USA | http://www.jitterbit.com |
| Jobscience | SaaS | Talent Management | Emerging | \$15,000 | San Francisco | CA | USA | http://www.jobscience.com |

EMERGING COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|---------------------|-------------|--------------------|------------------|----------------------------|---------------|-------|---------|---|
| Jobvite | SaaS | Talent Management | Emerging | \$15.000 | Burlingame | CA | USA | http://www.jobvite.com |
| LogiXML | SaaS | Analytics | Emerging | \$15.000 | McLean | VA | USA | http://www.logixml.com |
| LongJump | SaaS | Platform | Emerging | \$15.000 | Santa Clara | CA | USA | http://www.longjump.com |
| Mulesoft | SaaS | Platform | Emerging | \$15.000 | San Francisco | CA | USA | http://www.mulesoft.com |
| Nakisa | Hybrid | HCM | Emerging | \$15.000 | Montreal | QB | CAN | http://www.nakisa.com |
| NetDocuments | SaaS | Collaboration | Emerging | \$15.000 | Orem | UT | USA | http://www.netdocuments.com |
| New Relic | SaaS | IT Management | Emerging | \$15.000 | San Francisco | CA | USA | http://www.newrelic.com |
| Okta | Hybrid | Platform | Early | \$15.000 | San Francisco | CA | USA | http://www.okta.com |
| Pardot | SaaS | Marketing | Emerging | \$15.000 | Atlanta | GA | USA | http://www.pardot.com |
| Ping Identity | SaaS | Security | Emerging | \$15.000 | Denver | CO | USA | http://www.pingidentity.com |
| PivotLink | SaaS | Analytics | Emerging | \$15.000 | San Francisco | CA | USA | http://www.pivotlink.com |
| PROS Holdings | Hybrid | CRM | Emerging | \$15.000 | Houston | TX | USA | http://www.prospricing.com |
| RedPrairie | Hybrid | Retail | Emerging | \$15.000 | Alpharetta | GA | USA | http://www.redprairie.com |
| Retail Solutions | SaaS | Retail | Emerging | \$15.000 | Mountain View | CA | USA | http://www.retailsolutions.com |
| Revionics | SaaS | Retail | Emerging | \$15.000 | Roseville | CA | USA | http://www.revionics.com |
| RightScale | Hybrid | Platform | Emerging | \$15.000 | Santa Barbara | CA | USA | http://www.rightscale.com |
| RingCentral | SaaS | CRM | Emerging | \$15.000 | San Mateo | CA | USA | http://www.ringcentral.com |
| ServiceMax | SaaS | Service Management | Emerging | \$15.000 | Pleasanton | CA | USA | http://www.servicemax.com |
| Silkroad Technology | SaaS | Talent Management | Emerging | \$15.000 | Chicago | IL | USA | http://www.silkroad.com/ |
| SmartRecruiters | SaaS | HCM | Emerging | \$15.000 | San Francisco | CA | USA | http://www.smartrecruiters.com |
| SnapLogic | SaaS | Integration | Emerging | \$15.000 | San Mateo | CA | USA | http://www.snaplogic.com |
| Spigit | SaaS | Product Management | Emerging | \$15.000 | Pleasanton | CA | USA | http://www.spigit.com |
| Symplified | SaaS | Security | Emerging | \$15.000 | Denver | CO | USA | http://www.symplified.com |
| TOA Technologies | SaaS | HCM | Emerging | \$15.000 | Beachwood | OH | USA | http://www.toatech.com |
| Vendavo | SaaS | CRM | Emerging | \$15.000 | Palo Alto | CA | USA | http://www.vendavo.com |
| Workforce Software | Hybrid | HCM | Emerging | \$15.000 | Livonia | MI | USA | http://workforcesoftware.com |
| YouSendIt | SaaS | Collaboration | Emerging | \$15.000 | Campbell | CA | USA | http://www.yousendit.com |



EARLY COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|---------------------|-------------|--------------------------|------------------|----------------------------|---------------|-------|---------|---|
| AccelOps | SaaS | CRM | Early | \$5.000 | Santa Clara | CA | USA | http://www.accelops.com |
| Acumatica | SaaS | ERP | Early | \$5.000 | McLean | VA | USA | http://www.acumatica.com |
| AppBuddy | SaaS | Platform | Early | \$5.000 | Saratoga | CA | USA | http://www.salesforceappbuddy.com |
| AppDynamics | SaaS | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.appdynamics.com |
| AppExtremes | SaaS | Collaboration | Early | \$5.000 | Broomfield | CO | USA | http://home.appextremes.com/conga/ |
| Appistry | SaaS | Platform | Early | \$5.000 | Saint Louis | MO | USA | http://www.appistry.com |
| Appnomic | SaaS | IT Management | Early | \$5.000 | Palo Alto | CA | USA | http://www.appnomic.com |
| Arjuna Technologies | SaaS | Service Level Management | Early | \$5.000 | Newcastle | | GBR | http://www.arjuna.com |
| Basic Gov | SaaS | Government | Early | \$5.000 | Vancouver | BC | CAN | http://www.basicgov.com |
| Birst | SaaS | Analytics | Early | \$5.000 | San Francisco | CA | USA | http://www.birst.com |
| BrightGen | SaaS | Collaboration | Early | \$5.000 | Essex | | GBR | http://www.brightgen.com |
| Brightidea | SaaS | Collaboration | Early | \$5.000 | New York | NY | USA | http://www.brightidea.com/ |
| bSwift | SaaS | HCM | Early | \$5.000 | Chicago | IL | USA | http://www.bswift.com |
| Cameleon Software | SaaS | CRM | Early | \$5.000 | Skokie | IL | USA | http://www.cameleon-software.com |
| Caspio | SaaS | Platform | Early | \$5.000 | Mountain View | CA | USA | http://www.caspio.com |
| Celigo | SaaS | Platform | Early | \$5.000 | Foster City | CA | USA | http://www.celigo.com |
| CentralDesktop | SaaS | Collaboration | Early | \$5.000 | Los Angeles | CA | USA | http://www.centraldesktop.com |
| Channel Insight | SaaS | Marketing | Early | \$5.000 | Denver | CO | USA | http://www.channelinsight.com |
| CipherCloud | Hybrid | Security | Early | \$5.000 | Cupertino | CA | USA | http://www.ciphercloud.com |
| Clearbenefits | Hybrid | HCM | Early | \$5.000 | Santa Clara | CA | USA | http://corpweb.clearbenefits.com/index.shtml |
| Cloudant | Hybrid | Platform | Early | \$5.000 | Boston | MA | USA | http://www.cloudant.com |
| CloudTrigger | Hybrid | Platform | Early | \$5.000 | San Diego | CA | USA | http://www.cloudtrigger.com |
| Connect and Sell | Hybrid | Marketing | Early | \$5.000 | Redwood City | CA | USA | http://www.connectandsell.com |
| DeltaSoft | SaaS | HCM | Early | \$5.000 | Hillsborough | NJ | USA | http://www.deltasoftinc.com |

EARLY COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|------------------|-------------|--------------------|------------------|----------------------------|-----------------|-------|---------|---|
| Demandbase | SaaS | Marketing | Early | \$5.000 | San Francisco | CA | USA | http://www.demandbase.com |
| Dome9 Security | SaaS | Security | Early | \$5.000 | Tel Aviv | | ISR | http://www.dome9.com |
| Egnyte | SaaS | Storage | Early | \$5.000 | Mountain View | CA | USA | http://www.egnyte.com |
| enStratus | Hybrid | Platform | Early | \$5.000 | Minneapolis | MN | USA | http://www.enstratus.com |
| Eucalyptus | Hybrid | Platform | Early | \$5.000 | Goleta | CA | USA | http://www.eucalyptus.com |
| EventBright | SaaS | Marketing | Early | \$5.000 | San Francisco | CA | USA | http://www.eventbrite.com |
| Five9 | SaaS | CRM | Early | \$5.000 | San Ramon | CA | USA | http://www.five9.com |
| Flexiant | Hybrid | Platform | Early | \$5.000 | Livingston | | GBR | http://www.flexiant.com |
| ForteHCM | SaaS | HCM | Early | \$5.000 | Hoffman Estates | IL | USA | http://www.fortehcm.com |
| Genius | SaaS | Marketing | Early | \$5.000 | San Mateo | CA | USA | http://www.genius.com |
| GigaSpaces | SaaS | Platform | Early | \$5.000 | New York | NY | USA | http://www.gigaspace.com |
| Glassdoor | SaaS | HCM | Early | \$5.000 | Sausalito | CA | USA | http://www.glassdoor.com |
| GreyTip Software | SaaS | HCM | Early | \$5.000 | Bengaluru | | IND | http://www.greytip.com |
| Hoopla | SaaS | CRM | Early | \$5.000 | Allentown | PA | USA | http://www.hoopla.net |
| Huddle | SaaS | Collaboration | Early | \$5.000 | San Francisco | CA | USA | http://www.huddle.com |
| injixo | SaaS | HCM | Early | \$5.000 | Naperville | IL | USA | http://www.injixo.com |
| Innotas | SaaS | IT Management | Early | \$5.000 | San Francisco | CA | USA | http://www.innotas.com |
| Insidesales.com | SaaS | CRM | Early | \$5.000 | Provo | UT | USA | http://www.insidesales.com |
| Intalio | Hybrid | Platform | Early | \$5.000 | Palo Alto | CA | USA | http://www.intalio.com |
| IQ 20/20 | SaaS | Analytics | Early | \$5.000 | East Norriton | PA | USA | http://www.iq2020.com |
| iQuote Xpress | SaaS | CRM | Early | \$5.000 | Studio City | CA | USA | http://www.iquotexpress.com |
| JumpBox | SaaS | Platform | Early | \$5.000 | Phoenix | AZ | USA | http://www.jumpbox.com |
| Kaavo | SaaS | Platform | Early | \$5.000 | Stamford | CT | USA | http://www.kaavo.com |
| KnowledgeVision | SaaS | Marketing | Early | \$5.000 | Concord | MA | USA | http://www.knowledgevision.com |
| Lattice Engines | SaaS | Marketing | Early | \$5.000 | San Mateo | CA | USA | http://www.lattice-engines.com |
| LiquidPlanner | SaaS | Project Management | Early | \$5.000 | Seattle | WA | USA | http://www.liquidplanner.com |
| M-Files | SaaS | Collaboration | Early | \$5.000 | Dallas | TX | USA | http://www.m-files.com |
| Nasuni | Hybrid | Storage | Early | \$5.000 | Natick | MA | USA | http://www.nasuni.com |

EARLY COMPANIES

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|-----------------|-------------|---------------|------------------|----------------------------|----------------|-------|---------|---|
| NeoLane | Hybrid | Marketing | Early | \$5.000 | Newton | MA | USA | http://www.neolane.com/usa |
| NetDimensions | Hybrid | HCM | Early | \$5.000 | Rocky Hill | CT | USA | http://www.netdimensions.com |
| Nimbula | SaaS | Platform | Early | \$5.000 | Mountain View | CA | USA | http://www.nimbula.com |
| Nirvanix | Hybrid | Storage | Early | \$5.000 | San Diego | CA | USA | http://www.nirvanix.com |
| NuView | SaaS | HCM | Early | \$5.000 | Andover | MA | USA | http://www.nuviewinc.com |
| OpenNebula | Hybrid | Platform | Early | \$5.000 | Madrid | | ESP | http://www.opennebula.org |
| OpenSpan | SaaS | Platform | Early | \$5.000 | Alpharetta | GA | USA | http://www.openspan.com |
| OrcaEyes | SaaS | HCM | Early | \$5.000 | New Braunfels | TX | USA | http://www.orcaeyes.com |
| Roambi | SaaS | Platform | Early | \$5.000 | San Diego | CA | USA | http://www.roambi.com |
| RocketLawyer | SaaS | Legal | Early | \$5.000 | San Francisco | CA | USA | http://www.rocketlawyer.com/ |
| Scalr | Hybrid | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.scalr.net |
| Seesmic | Hybrid | Social | Early | \$5.000 | San Francisco | CA | USA | http://www.seesmic.com |
| Sesame Software | SaaS | Analytics | Early | \$5.000 | San Francisco | CA | USA | http://www.sesamesoftware.com |
| Skytap | Hybrid | Platform | Early | \$5.000 | Seattle | WA | USA | http://www.skytap.com |
| SpringCM | Hybrid | Collaboration | Early | \$5.000 | Chicago | IL | USA | http://www.springcm.com |
| SteelBrick | Hybrid | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.steelbrick.com |
| Summa | SaaS | Analytics | Early | \$5.000 | Pittsburgh | PA | USA | http://www.summa-tech.com |
| TeamSupport | SaaS | CRM | Early | \$5.000 | Dallas | TX | USA | http://www.teamsupport.com |
| Tenrox | SaaS | Analytics | Early | \$5.000 | Glendale | CA | USA | http://www.tenrox.com |
| Totango | SaaS | CRM | Early | \$5.000 | Mountain View | CA | USA | http://www.totango.com |
| Twilio | Hybrid | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.twilio.com |
| Varicent | SaaS | CRM | Early | \$5.000 | Toronto | ON | CAN | http://www.varicent.com |
| Veeva | Hybrid | Analytics | Early | \$5.000 | Pleasanton | CA | USA | http://www.veevasystems.com |
| Voxeo | Hybrid | Platform | Early | \$5.000 | Orlando | FL | USA | http://www.voxeo.com |
| Zetta | SaaS | Storage | Early | \$5.000 | Sunnyvale | CA | USA | http://www.zetta.com |
| Zyme | SaaS | Marketing | Early | \$5.000 | Redwood Shores | CA | USA | http://www.zymesolutions.com |

COMBINED LIST*

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|----------------------------|-------------|--------------------|------------------|----------------------------|---------------|-------|---------|---|
| Actuate | Hybrid | Analytics | BIRT | \$134,94 | San Mateo | CA | USA | http://www.actuate.com/home/ |
| Adobe | Hybrid | Collaboration | ADBE | \$4.216,28 | San Jose | CA | USA | http://www.adobe.com |
| Apprenda | Hybrid | Platform | Emerging | \$15.000 | Albany | NY | USA | http://www.apprenda.com |
| Attachmate [Novell] | Hybrid | Platform | Growth | \$25.000 | Provo | UT | USA | http://www.attachmate.com |
| Autodesk | Hybrid | Design | ADSK | \$2.215,60 | San Rafael | CA | USA | http://usa.autodesk.com/ |
| Blackbaud | Hybrid | Non-Profit | BLBK | \$370,87 | Charleston | SC | USA | http://www.blackbaud.com |
| BMC | Hybrid | IT Management | BMC | \$2.172,00 | Houston | TX | USA | http://www.bmc.com |
| Burning Glass Technologies | Hybrid | HCM | Emerging | \$15.000 | Boston | MA | USA | http://www.burning-glass.com |
| CA Technologies | Hybrid | IT Management | CA | \$4.814,00 | Islandia | NY | USA | http://www.ca.com |
| Callidus Software | Hybrid | CRM | CALD | \$83,77 | Pleasanton | CA | USA | http://www.callidussoftware.com |
| Ceridian | Hybrid | HCM | Growth | \$25.000 | Minneapolis | MN | USA | http://www.dayforce.com |
| CipherCloud | Hybrid | Security | Early | \$5.000 | Cupertino | CA | USA | http://www.ciphercloud.com |
| Clearbenefits | Hybrid | HCM | Early | \$5.000 | Santa Clara | CA | USA | http://corpweb.clearbenefits.com/index.shtml |
| Cloudant | Hybrid | Platform | Early | \$5.000 | Boston | MA | USA | http://www.cloudant.com |
| Cloudera | Hybrid | Analytics | Emerging | \$15.000 | Palo Alto | CA | USA | http://www.cloudera.com |
| CloudTrigger | Hybrid | Platform | Early | \$5.000 | San Diego | CA | USA | http://www.cloudtrigger.com |
| Connect and Sell | Hybrid | Marketing | Early | \$5.000 | Redwood City | CA | USA | http://www.connectandsell.com |
| Daptiv | Hybrid | Project Management | Emerging | \$15.000 | Seattle | WA | USA | http://www.daptiv.com |
| Deltek | Hybrid | Project Management | PROJ | \$25.000 | Herndon | VA | USA | http://www.deltek.com |
| eGain Communications | Hybrid | CRM | EGAN | \$44,06 | Mountain View | CA | USA | http://www.egain.com |
| enStratus | Hybrid | Platform | Early | \$5.000 | Minneapolis | MN | USA | http://www.enstratus.com |
| Epicor | Hybrid | HCM | Growth | \$25.000 | Irvine | CA | USA | http://www.epicor.com/pages/default.aspx |
| Eucalyptus | Hybrid | Platform | Early | \$5.000 | Goleta | CA | USA | http://www.eucalyptus.com |
| FiberLink | Hybrid | Security | Growth | \$25.000 | Philadelphia | PA | USA | http://www.fiberlink.com |
| Flexiant | Hybrid | Platform | Early | \$5.000 | Livingston | | GBR | http://www.flexiant.com |

*Public company revenue figures are in millions of dollars USD. Growth, Emerging and Early company estimated revenues are represented in thousands of dollars USD.

COMBINED LIST

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|----------------------|-------------|--------------------|------------------|----------------------------|----------------|-------|---------|---|
| Fortinet | Hybrid | Security | FTNT | \$433,58 | Sunnyvale | CA | USA | http://www.fortinet.com |
| FPX | Hybrid | CRM | Emerging | \$15.000 | Dallas | TX | USA | http://www.fpx.com |
| FrontRange | Hybrid | IT Management | Growth | \$25.000 | Pleasanton | CA | USA | http://www.frontrange.com |
| Globoforce | Hybrid | Rewards | Growth | \$25.000 | Southborough | MA | USA | http://www.globoforce.com |
| HRsmart | Hybrid | HCM | Growth | \$25.000 | West Sussex | | GBR | http://www.hrsmartuk.com |
| Informatica | Hybrid | Analytics | INFA | \$783,78 | Redwood City | CA | USA | http://www.informatica.com |
| Intalio | Hybrid | Platform | Early | \$5.000 | Palo Alto | CA | USA | http://www.intalio.com |
| Intel | Hybrid | Security | INTC | \$53.999,00 | Santa Clara | CA | USA | http://www.mcafee.com |
| IntraLinks | Hybrid | Financials | IL | \$213,50 | New York | NY | USA | http://www.intralinks.com |
| Intuit [Multiple] | Hybrid | Financials | INTU | \$3.851,00 | Mountain View | CA | USA | http://www.intuit.com/ |
| JasperSoft | Hybrid | Analytics | Growth | \$25.000 | San Francisco | CA | USA | http://www.jaspersoft.com |
| Jive Software | Hybrid | Collaboration | JIVE | \$77,28 | Palo Alto | CA | USA | http://www.jivesoftware.com |
| Kana | Hybrid | CRM | Growth | \$25.000 | Sunnyvale | CA | USA | http://www.kana.com |
| Kronos | Hybrid | HCM | Growth | \$25.000 | Chelmsford | MA | USA | http://www.kronos.com |
| LiveOps | Hybrid | Collaboration | Growth | \$25.000 | Santa Clara | CA | USA | http://www.liveops.com |
| LogMeIn | Hybrid | Security | LOGM | \$119,46 | Boston | MA | USA | http://www.logmein.com/ |
| Lumesse | Hybrid | Talent Management | SSTBF | | London | | GBR | http://www.lumesse.com |
| Magic Software | Hybrid | Platform | MGIC | \$113,33 | Or Yehuda | | ISR | http://www.magicsoftware.com |
| MarketTools | Hybrid | Marketing | Growth | \$25.000 | San Francisco | CA | USA | http://www.markettools.com |
| Merced Systems | Hybrid | Service Management | Growth | \$25.000 | Redwood Shores | CA | USA | http://www.mercedsystems.com |
| Micro Focus | Hybrid | Platform | MCRO | \$681,82 | Newberry | | GBR | http://www.microfocus.com |
| Microsoft [Multiple] | Hybrid | Platform | MSFT | \$69.943,00 | Redmond | WA | USA | http://www.microsoft.com |
| MicroStrategy | Hybrid | Analytics | MSTR | \$562,15 | McLean | VA | USA | http://www.microstrategy.com |
| MindJet | Hybrid | Product Management | Growth | \$25.000 | San Francisco | CA | USA | http://www.mindjet.com |
| Monitise Group | Hybrid | Marketing | Growth | \$25.000 | London | | GBR | http://www.monitise.com/americas/ |
| Nakisa | Hybrid | HCM | Emerging | \$15.000 | Montreal | QB | CAN | http://www.nakisa.com |
| Nasuni | Hybrid | Storage | Early | \$5.000 | Natick | MA | USA | http://www.nasuni.com |

COMBINED LIST

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|-------------------|-------------|---------------|------------------|----------------------------|----------------|-------|---------|---|
| NeoLane | Hybrid | Marketing | Early | \$5.000 | Newton | MA | USA | http://www.neolane.com/usa |
| NetDimensions | Hybrid | HCM | Early | \$5.000 | Rocky Hill | CT | USA | http://www.netdimensions.com |
| Nirvanix | Hybrid | Storage | Early | \$5.000 | San Diego | CA | USA | http://www.nirvanix.com |
| Okta | Hybrid | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.okta.com |
| OpenNebula | Hybrid | Platform | Early | \$5.000 | Madrid | | ESP | http://www.opennebula.org |
| Oracle | Hybrid | CRM | ORCL | \$35.622,00 | Redwood City | CA | USA | http://www.oracle.com/ |
| Parallels | Hybrid | Platform | Growth | \$25.000 | Seattle | WA | USA | http://www.parallels.com |
| Pegasystems | Hybrid | CRM | PEGA | \$416,68 | Cambridge | MA | USA | http://www.pegacom |
| Peoplefluent | Hybrid | HCM | Growth | \$25.000 | Waltham | MA | USA | http://www.peoplefluent.com |
| Pervasive | Hybrid | Integration | Growth | \$25.000 | Dallas | TX | USA | http://www.pervasive.com |
| Progress Software | Hybrid | Platform | PRGS | \$533,60 | Bedford | MA | USA | http://www.progress.com |
| Proofpoint | Hybrid | Security | PFPT | \$81,84 | Sunnyvale | CA | USA | http://www.proofpoint.com |
| PROS Holdings | Hybrid | CRM | Emerging | \$15.000 | Houston | TX | USA | http://www.prospricing.com |
| RedHat | Hybrid | Platform | RHT | \$1.133,10 | Raleigh | NC | USA | http://www.redhat.com |
| RightScale | Hybrid | Platform | Emerging | \$15.000 | Santa Barbara | CA | USA | http://www.rightscale.com |
| Saba | Hybrid | HCM | SABA | \$116,66 | Redwood Shores | CA | USA | http://www.saba.com |
| Safenet | Hybrid | Security | Growth | \$25.000 | Belcamp | MD | USA | http://www.safenet-inc.com/ |
| SAP | Hybrid | ERP | SAP | \$14.233,00 | Walldorf | | DEU | http://www.sap.com |
| SAS Institute | Hybrid | Analytics | Growth | \$25.000 | Cary | NC | USA | http://www.sas.com |
| Scalr | Hybrid | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.scalr.net |
| Seesmic | Hybrid | Social | Early | \$5.000 | San Francisco | CA | USA | http://www.seesmic.com |
| SilverPop | Hybrid | Marketing | Growth | \$25.000 | Atlanta | GA | USA | http://www.silverpop.com |
| Skytap | Hybrid | Platform | Early | \$5.000 | Seattle | WA | USA | http://www.skytap.com |
| SolarWinds | Hybrid | IT Management | SWI | \$198,36 | Austin | TX | USA | http://www.solarwinds.com |
| SpringCM | Hybrid | Collaboration | Early | \$5.000 | Chicago | IL | USA | http://www.springcm.com |
| SteelBrick | Hybrid | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.steelbrick.com |
| SugarCRM | Hybrid | CRM | Growth | \$25.000 | Cupertino | CA | USA | http://www.sugarcrm.com |
| SumTotal Systems | Hybrid | HCM | Growth | \$25.000 | Gainesville | FL | USA | http://www.sumtotalsystems.com |

COMBINED LIST

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|-----------------------|-------------|--------------------------|------------------|----------------------------|---------------|-------|---------|---|
| Symantec | Hybrid | Security | SYMC | \$6.730,00 | Mountain View | CA | USA | http://www.symantec.com |
| TripWire | Hybrid | Security | Growth | \$25.000 | Portland | OR | USA | http://www.tripwire.com |
| Trustwave | Hybrid | Security | Growth | \$25.000 | Chicago | IL | USA | http://www.trustwave.com |
| Twilio | Hybrid | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.twilio.com |
| Veeva | Hybrid | Analytics | Early | \$5.000 | Pleasanton | CA | USA | http://www.veevasystems.com |
| VMware | Hybrid | Platform | VMW | \$3.767,10 | Palo Alto | CA | USA | http://www.vmware.com |
| Voxeo | Hybrid | Platform | Early | \$5.000 | Orlando | FL | USA | http://www.voxeo.com |
| Websense | Hybrid | Security | WBSN | \$364,18 | San Diego | CA | USA | http://www.websense.com |
| WebTrends | Hybrid | Analytics | Growth | \$25.000 | Portland | OR | USA | http://www.webtrends.com |
| Workforce Software | Hybrid | HCM | Emerging | \$15.000 | Livonia | MI | USA | http://workforcesoftware.com |
| 37Signals | SaaS | Project Management | Growth | \$25.000 | Chicago | IL | USA | http://www.37signals.com |
| AccelOps | SaaS | CRM | Early | \$5.000 | Santa Clara | CA | USA | http://www.accelops.com |
| Artemis International | SaaS | Product Management | Growth | \$25.000 | Austin | TX | USA | http://www.aisc.com |
| Act-On Software | SaaS | Marketing | Emerging | \$15.000 | Beaverton | OR | USA | http://www.act-on.com |
| Action | SaaS | Platform | Growth | \$25.000 | Redwood City | CA | USA | http://www.action.com/ |
| Adaptive Planning | SaaS | Financials | Emerging | \$15.000 | Mountain View | CA | USA | http://www.adaptiveplanning.com/index.php |
| ADP | SaaS | HCM | ADP | \$2.789,80 | Roseland | NJ | USA | http://www.adp.com |
| AppBuddy | SaaS | Platform | Early | \$5.000 | Saratoga | CA | USA | http://www.salesforceappbuddy.com |
| AppDynamics | SaaS | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.appdynamics.com |
| AppExtremes | SaaS | Collaboration | Early | \$5.000 | Broomfield | CO | USA | http://home.appextremes.com/conga/ |
| Appistry | SaaS | Platform | Early | \$5.000 | Saint Louis | MO | USA | http://www.appistry.com |
| Appnomic | SaaS | IT Management | Early | \$5.000 | Palo Alto | CA | USA | http://www.appnomic.com |
| Apptio | SaaS | IT Management | Growth | \$25.000 | Seattle | WA | USA | http://www.apptio.com |
| Aria Systems | SaaS | Financials | Growth | \$25.000 | San Mateo | CA | USA | http://www.ariasystems.com |
| Arjuna Technologies | SaaS | Service Level Management | Early | \$5.000 | Newcastle | | GBR | http://www.arjuna.com |
| athenahealth | SaaS | EMR | ATHN | \$324,04 | Watertown | MA | USA | http://www.athenahealth.com |
| Basic Gov | SaaS | Government | Early | \$5.000 | Vancouver | BC | CAN | http://www.basicgov.com |

COMBINED LIST

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|---------------------|-------------|--------------------|------------------|----------------------------|-----------------|-------|---------|---|
| Big Machines | SaaS | Marketing | Growth | \$25.000 | San Mateo | CA | USA | http://www.bigmachines.com |
| Bill | SaaS | Financials | Emerging | \$15.000 | Palo Alto | CA | USA | http://www.bill.com |
| Birst | SaaS | Analytics | Early | \$5.000 | San Francisco | CA | USA | http://www.birst.com |
| Blackboard | SaaS | Education | Growth | \$25.000 | Washington | DC | USA | http://www.blackboard.com |
| Box | SaaS | Storage | Growth | \$25.000 | Palo Alto | CA | USA | http://www.box.com |
| Brainshark | SaaS | Marketing | Growth | \$25.000 | Boston | MA | USA | http://www.brainshark.com |
| BrightGen | SaaS | Collaboration | Early | \$5.000 | Essex | | GBR | http://www.brightgen.com |
| Brightidea | SaaS | Collaboration | Early | \$5.000 | New York | NY | USA | http://www.brightidea.com/ |
| bSwift | SaaS | HCM | Early | \$5.000 | Chicago | IL | USA | http://www.bsift.com |
| Cameleon Software | SaaS | CRM | Early | \$5.000 | Skokie | IL | USA | http://www.cameleon-software.com |
| Caspio | SaaS | Platform | Early | \$5.000 | Mountain View | CA | USA | http://www.caspio.com |
| Celigo | SaaS | Platform | Early | \$5.000 | Foster City | CA | USA | http://www.celigo.com |
| CentralDesktop | SaaS | Collaboration | Early | \$5.000 | Los Angeles | CA | USA | http://www.centraldesktop.com |
| Channel Insight | SaaS | Marketing | Early | \$5.000 | Denver | CO | USA | http://www.channelinsight.com |
| Cisco [WebEx] | SaaS | Collaboration | CSCO | \$43.218,00 | San Jose | CA | USA | http://www.cisco.com |
| Citrix Online | SaaS | Collaboration | CTXS | \$2.206,39 | Fort Lauderdale | FL | USA | http://www.citrix.com/lang/english/home.asp |
| Clarizen | SaaS | Project Management | Emerging | \$15.000 | San Mateo | CA | USA | http://www.clarizen.com |
| ClickTools | SaaS | Marketing | Emerging | \$15.000 | Poole | | GBR | http://www.clicktools.com |
| Cloud9 Analytics | SaaS | Analytics | Growth | \$25.000 | Redwood City | CA | USA | http://www.cloud9analytics.com |
| CompuWare | SaaS | IT Management | CPWR | \$1.009,77 | Detroit | MI | USA | http://www.compuware.com |
| Concur Technologies | SaaS | Financials | CNQR | \$349,49 | Redmond | WA | USA | http://www.concur.com |
| Constant Contact | SaaS | Marketing | CTCT | \$214,42 | Waltham | MA | USA | http://www.constantcontact.com |
| Cordys | SaaS | Integration | Growth | \$25.000 | | | NLD | http://www.cordys.com |
| CornerstoneOnDemand | SaaS | Talent Management | CSOD | \$73,02 | Santa Monica | CA | USA | http://www.cornerstoneondemand.com/ |
| Coupa | SaaS | Financials | Emerging | \$15.000 | San Mateo | CA | USA | http://www.coupa.com |
| cVent | SaaS | Marketing | Growth | \$25.000 | McLean | VA | USA | http://www.cvent.com |

COMBINED LIST

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|----------------|-------------|----------------------|------------------|----------------------------|-----------------|-------|---------|---|
| DealerTracker | SaaS | Automotive | TRAK | \$353,29 | Lake Success | NY | USA | http://www.dealertrack.com |
| Dell [Boomi] | SaaS | Integration | DELL | \$62,071,00 | Round Rock | TX | USA | http://www.boomi.com |
| DeltaSoft | SaaS | HCM | Early | \$5.000 | Hillsborough | NJ | USA | http://www.deltasoftinc.com |
| Demandbase | SaaS | Marketing | Early | \$5.000 | San Francisco | CA | USA | http://www.demandbase.com |
| Demandware | SaaS | eCommerce | DWRE | \$56,55 | Burlington | MA | USA | http://www.demandware.com |
| DocuSign | SaaS | Collaboration | Growth | \$25.000 | Seattle | WA | USA | http://www.docusign.com |
| Dome9 Security | SaaS | Security | Early | \$5.000 | Tel Aviv | | ISR | http://www.dome9.com |
| DropBox | SaaS | Storage | Growth | \$25.000 | San Francisco | CA | USA | http://www.dropbox.com |
| E2Open | SaaS | ERP | EOPN | \$59,69 | Foster City | CA | USA | http://www.e2open.com |
| EchoPass | SaaS | CRM | Emerging | \$15.000 | Pleasanton | CA | USA | http://www.echopass.com/ |
| Egnyte | SaaS | Storage | Early | \$5.000 | Mountain View | CA | USA | http://www.egnyte.com |
| eLance | SaaS | HCM | Emerging | \$15.000 | Mountain View | CA | USA | http://www.elance.com |
| Eloqua | SaaS | Marketing | ELOQ | \$71,35 | Vienna | VA | USA | http://www.eloqua.com |
| EngineYard | SaaS | Platform | Growth | \$25.000 | San Francisco | CA | USA | http://www.engineyard.com |
| eQuest | SaaS | HCM | Emerging | \$15.000 | San Ramon | CA | USA | http://www.equest.com |
| eThority | SaaS | Analytics | Emerging | \$15.000 | Charleston | SC | USA | http://www.ethority.com |
| EventBright | SaaS | Marketing | Early | \$5.000 | San Francisco | CA | USA | http://www.eventbrite.com |
| ExactTarget | SaaS | Marketing | ET | \$207,49 | Indianapolis | IN | USA | http://www.exacttarget.com |
| Fieldglass | SaaS | Workforce Management | Emerging | \$15.000 | Chicago | IL | USA | http://www.fieldglass.com |
| FinancialForce | SaaS | ERP | Emerging | \$15.000 | San Mateo | CA | USA | http://www.financialforce.com |
| Five9 | SaaS | CRM | Early | \$5.000 | San Ramon | CA | USA | http://www.five9.com |
| ForteHCM | SaaS | HCM | Early | \$5.000 | Hoffman Estates | IL | USA | http://www.fortehcm.com |
| FreshBooks | SaaS | Financials | Growth | \$25.000 | Toronto | ON | CAN | http://www.freshbooks.com |
| Genius | SaaS | Marketing | Early | \$5.000 | San Mateo | CA | USA | http://www.genius.com |

COMBINED LIST

| Company Name | SaaS/Hybrid | Solution Area | Stage/ Ticker | Est. Revenues (minimum) | City | State | Country | Website |
|------------------|-------------|-------------------|------------------|----------------------------|----------------------|-------|---------|---|
| GetSatisfaction | SaaS | CRM | Emerging | \$15.000 | San Francisco | CA | USA | http://www.getsatisfaction.com |
| GigaSpaces | SaaS | Platform | Early | \$5.000 | New York | NY | USA | http://www.gigaspaces.com |
| GitHub | SaaS | IT Management | Growth | \$25.000 | San Francisco | CA | USA | https://github.com/ |
| Glassdoor | SaaS | HCM | Early | \$5.000 | Sausalito | CA | USA | http://www.glassdoor.com |
| GoodData | SaaS | Analytics | Growth | \$25.000 | San Francisco | CA | USA | http://www.gooddata.com |
| Google | SaaS | Collaboration | GOOG | \$37.905,00 | Mountain View | CA | USA | http://www.google.com.sg/ |
| GreyTip Software | SaaS | HCM | Early | \$5.000 | Bengaluru | | IND | http://www.greytip.com |
| Halogen | SaaS | Talent Management | Growth | \$25.000 | Ottawa | ON | CAN | http://www.halogensoftware.com |
| Hoopla | SaaS | CRM | Early | \$5.000 | Allentown | PA | USA | http://www.hoopla.net |
| Host Analytics | SaaS | Financials | Emerging | \$15.000 | Redwood City | CA | USA | http://www.hostanalytics.com |
| HubSpot | SaaS | Marketing | Growth | \$25.000 | Boston | MA | USA | http://www.hubspot.com |
| Huddle | SaaS | Collaboration | Early | \$5.000 | San Francisco | CA | USA | http://www.huddle.com |
| IBM [Multiple] | SaaS | Integration | IBM | \$106.916,00 | Armonk | NY | USA | http://www-01.ibm.com/software/integration/cast-iron-cloud-integration/ |
| iCIMS | SaaS | HCM | Growth | \$25.000 | Hazlet | NJ | USA | http://www.icims.com |
| Incontact | SaaS | CRM | SAAS | \$88,98 | Salt Lake City | UT | USA | http://www.incontact.com |
| injixo | SaaS | HCM | Early | \$5.000 | Naperville | IL | USA | http://www.injixo.com |
| Innotas | SaaS | IT Management | Early | \$5.000 | San Francisco | CA | USA | http://www.innotas.com |
| Insidesales.com | SaaS | CRM | Early | \$5.000 | Provo | UT | USA | http://www.insidesales.com |
| InsideView | SaaS | Marketing | Emerging | \$15.000 | San Francisco | CA | USA | http://www.insideview.com |
| Intacct | SaaS | Financials | Growth | \$25.000 | San Jose | CA | USA | http://us.intacct.com |
| IQ 20/20 | SaaS | Analytics | Early | \$5.000 | East Nor- rington | PA | USA | http://www.iq2020.com |
| IQNavigator | SaaS | HCM | Growth | \$25.000 | Denver | CO | USA | http://www.iqnavigator.com |
| iQuote Xpress | SaaS | CRM | Early | \$5.000 | Studio City | CA | USA | http://www.iquotexpress.com |
| J2 Global | SaaS | Collaboration | JCOM | \$330,16 | Hollywood | CA | USA | http://www.j2global.com |
| Jitterbit | SaaS | Integration | Emerging | \$15.000 | Oakland | CA | USA | http://www.jitterbit.com |

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|-----------------|-------------|--------------------|------------------|----------------------------|---------------|-------|---------|---|
| Jobscience | SaaS | Talent Management | Emerging | \$15.000 | San Francisco | CA | USA | http://www.jobscience.com |
| Jobvite | SaaS | Talent Management | Emerging | \$15.000 | Burlingame | CA | USA | http://www.jobvite.com |
| JumpBox | SaaS | Platform | Early | \$5.000 | Phoenix | AZ | USA | http://www.jumpbox.com |
| Kaavo | SaaS | Platform | Early | \$5.000 | Stamford | CT | USA | http://www.kaavo.com |
| KnowledgeVision | SaaS | Marketing | Early | \$5.000 | Concord | MA | USA | http://www.knowledgevision.com |
| Lattice Engines | SaaS | Marketing | Early | \$5.000 | San Mateo | CA | USA | http://www.lattice-engines.com |
| LiquidPlanner | SaaS | Project Management | Early | \$5.000 | Seattle | WA | USA | http://www.liquidplanner.com |
| Lithium | SaaS | Collaboration | Growth | \$25.000 | Emeryville | CA | USA | http://www.lithium.com |
| LivePerson | SaaS | CRM | LPSN | \$133.09 | New York | NY | USA | http://www.liveperson.com |
| LogiXML | SaaS | Analytics | Emerging | \$15.000 | McLean | VA | USA | http://www.logixml.com |
| LongJump | SaaS | Platform | Emerging | \$15.000 | Santa Clara | CA | USA | http://www.longjump.com |
| M-Files | SaaS | Collaboration | Early | \$5.000 | Dallas | TX | USA | http://www.m-files.com |
| Marketo | SaaS | Marketing | Growth | \$25.000 | San Mateo | CA | USA | http://www.marketo.com |
| MobileIron | SaaS | Platform | Growth | \$25.000 | Mountain View | CA | USA | http://www.mobileiron.com |
| Mulesoft | SaaS | Platform | Emerging | \$15.000 | San Francisco | CA | USA | http://www.mulesoft.com |
| NetDocuments | SaaS | Collaboration | Emerging | \$15.000 | Orem | UT | USA | http://www.netdocuments.com |
| NetSuite | SaaS | ERP | N | \$236.33 | San Mateo | CA | USA | http://www.netsuite.com |
| New Relic | SaaS | IT Management | Emerging | \$15.000 | San Francisco | CA | USA | http://www.newrelic.com |
| Nimbula | SaaS | Platform | Early | \$5.000 | Mountain View | CA | USA | http://www.nimbula.com |
| NuView | SaaS | HCM | Early | \$5.000 | Andover | MA | USA | http://www.nuviewinc.com |
| Okta | Hybrid | Platform | Early | \$5.000 | San Francisco | CA | USA | http://www.okta.com |
| OpenSpan | SaaS | Platform | Early | \$5.000 | Alpharetta | GA | USA | http://www.openspan.com |
| OrcaEyes | SaaS | HCM | Early | \$5.000 | New Braunfels | TX | USA | http://www.orcaeyes.com |
| CloudPay | SaaS | HCM | Emerging | \$15.000 | London | | GBR | http://www.cloudpay.net |
| Paychex | SaaS | HCM | PAYX | \$2.036,20 | Rochester | NY | USA | http://www.paychex.com |
| Ping Identity | SaaS | Security | Emerging | \$15.000 | Denver | CO | USA | http://www.pingidentity.com |

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|---------------------|-------------|--------------------|------------------|----------------------------|---------------|-------|---------|---|
| PivotLink | SaaS | Analytics | Emerging | \$15,000 | San Francisco | CA | USA | http://www.pivotlink.com |
| Plex Online | SaaS | ERP | Growth | \$25,000 | Auburn Hills | MI | USA | http://www.plex.com |
| PracticeFusion | SaaS | EMR | Growth | \$25,000 | San Francisco | CA | USA | http://www.practicefusion.com |
| Qlik Technologies | SaaS | Analytics | QLIK | \$320,62 | Philadelphia | PA | USA | http://www.qlikview.com |
| Rearden Commerce | SaaS | Travel | Growth | \$25,000 | Foster City | CA | USA | http://www.reardencommerce.com/ |
| Responsys | SaaS | Marketing | MKTG | \$134,94 | San Bruno | CA | USA | http://www.responsys.com |
| Retail Solutions | SaaS | Retail | Emerging | \$15,000 | Mountain View | CA | USA | http://www.retailsolutions.com |
| Revionics | SaaS | Retail | Emerging | \$15,000 | Roseville | CA | USA | http://www.revionics.com |
| RingCentral | SaaS | CRM | Emerging | \$15,000 | San Mateo | CA | USA | http://www.ringcentral.com |
| Roambi | SaaS | Platform | Early | \$5,000 | San Diego | CA | USA | http://www.roambi.com |
| RocketLawyer | SaaS | Legal | Early | \$5,000 | San Francisco | CA | USA | http://www.rocketlawyer.com/ |
| Salesforce.com | SaaS | CRM | CRM | \$2,266,54 | San Francisco | CA | USA | http://www.salesforce.com |
| SciQuest | SaaS | ERP | SQL | \$53,44 | Cary | NC | USA | http://www.sciquest.com |
| ServiceMax | SaaS | Service Management | Emerging | \$15,000 | Pleasanton | CA | USA | http://www.servicemax.com |
| ServiceNow | SaaS | IT Management | NOW | \$92,64 | San Diego | CA | USA | http://www.service-now.com |
| ServiceSource | SaaS | Service Management | SREV | \$205,50 | San Francisco | CA | USA | http://www.servicesource.com |
| Sesame Software | SaaS | Analytics | Early | \$5,000 | San Francisco | CA | USA | http://www.sesamesoftware.com |
| Silkroad Technology | SaaS | Talent Management | Emerging | \$15,000 | Chicago | IL | USA | http://www.silkroad.com/ |
| SmartRecruiters | SaaS | HCM | Emerging | \$15,000 | San Francisco | CA | USA | http://www.smartrecruiters.com |
| SnapLogic | SaaS | Integration | Emerging | \$15,000 | San Mateo | CA | USA | http://www.snaplogic.com |
| Spigit | SaaS | Product Management | Emerging | \$15,000 | Pleasanton | CA | USA | http://www.spigit.com |
| Splunk | SaaS | IT Management | SPLK | \$120,96 | San Francisco | CA | USA | http://www.splunk.com |
| SPS Commerce | SaaS | eCommerce | SPSC | \$57,97 | Minneapolis | MN | USA | http://www.spscommerce.com |

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|-------------------|-------------|--------------------|------------------|----------------------------|----------------|-------|---------|---|
| Summa | SaaS | Analytics | Early | \$5.000 | Pittsburgh | PA | USA | http://www.summa-tech.com |
| Symplified | SaaS | Security | Emerging | \$15.000 | Denver | CO | USA | http://www.symplified.com |
| TeamSupport | SaaS | CRM | Early | \$5.000 | Dallas | TX | USA | http://www.teamsupport.com |
| Tenrox | SaaS | Analytics | Early | \$5.000 | Glendale | CA | USA | http://www.tenrox.com |
| TOA Technologies | SaaS | HCM | Emerging | \$15.000 | Beachwood | OH | USA | http://www.toatech.com |
| Totango | SaaS | CRM | Early | \$5.000 | Mountain View | CA | USA | http://www.totango.com |
| Ultimate Software | SaaS | HCM | ULTI | \$269,20 | Weston | FL | USA | http://www.ultimatesoftware.com/index.asp |
| Varicent | SaaS | CRM | Early | \$5.000 | Toronto | ON | CAN | http://www.varicent.com |
| Vendavo | SaaS | CRM | Emerging | \$15.000 | Palo Alto | CA | USA | http://www.vendavo.com |
| Vocus | SaaS | Marketing | VOCS | \$114,87 | Lanham | MD | USA | http://www.vocus.com |
| Workday | SaaS | ERP | WDAY | \$134,43 | Pleasanton | CA | USA | http://www.workday.com |
| Xactly | SaaS | CRM | Growth | \$25.000 | San Jose | CA | USA | http://www.xactlycorp.com |
| Xero | SaaS | Financials | Growth | \$25.000 | Wellington | | NZL | http://www.xero.com |
| YouSendIt | SaaS | Collaboration | Emerging | \$15.000 | Campbell | CA | USA | http://www.yousendit.com |
| Zendesk | SaaS | Service Management | Growth | \$25.000 | San Francisco | CA | USA | http://www.zendesk.com |
| Zetta | SaaS | Storage | Early | \$5.000 | Sunnyvale | CA | USA | http://www.zetta.com |
| Zoho | SaaS | CRM | Growth | \$25.000 | Pleasanton | CA | USA | http://www.zoho.com |
| Zyme | SaaS | Marketing | Early | \$5.000 | Redwood Shores | CA | USA | http://www.zymesolutions.com |



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