

# 500<sup>TM</sup>

Technology **Fast 500**

NORTH AMERICA

**Deloitte.**

## Fast 500 Application Checklist

### What you need to apply:

- CEO, CFO and marketing/PR team contact information
- Completed online application form
- FY'2016 revenue support
- FY'2013 revenue support
- 2017 Revenue Certification Form
- Proprietary Technology Statement

### Enclosed for reference are the following items:

- Private company application form (pgs. 2-5)
- Public company application form (pgs. 6-8)
- 2017 Revenue Certification Form (pg. 9)
- Eligibility (pgs. 10-14)
- FAQs (pgs. 15-21)

[Submit your application online](#) by June 30<sup>th</sup>.





## Technology Fast 500™ 2017 Application Form

### Contact Information

\* Indicates a required field.

#### Company

Company legal name*	<input type="text"/>
Company name as preferred for publishing*	<input type="text"/>
Headquarter address 1*	<input type="text"/>
Headquarter address 2	<input type="text"/>
City*	<input type="text"/>
State/Province*	<input type="text" value="-- Please select --"/>
Postal Code*	<input type="text"/>
Country*	<input type="text" value="-- Please select --"/>
Phone number (Company's main phone number)*	<input type="text"/>
Company Twitter handle	<input type="text"/>
Website*	<input type="text"/>
Ownership (Privately held or Publicly traded Company)*	<input type="text" value="-- Please select --"/>

#### Application Contact

Application contact is the person filling out this form and will be the main point of contact.

Name (i.e. John Smith)*	<input type="text"/>
Title*	<input type="text"/>
Email address*	<input type="text"/>
Phone number*	<input type="text"/>

#### Application Contact Log In

Username and password are required to log in. Please note your username and password as you will need them if you need to log back into your application.

Username (4 characters minimum)*	<input type="text"/>
Password (6 characters minimum)*	<input type="text"/>
Re-enter Password*	<input type="text"/>

**Chief Executive Officer (CEO)**

CEO name as preferred for publishing (i.e. Joe Smith)\*

Title\*

Email address\*

Phone number (if different than Company's main number and Application Contact's number)

Assistant's email address\*

**Chief Financial Officer (CFO) or equivalent**

Name (i.e. John Smith)\*

Email address\*

Phone number (if different than Company's main number and Application Contact's number)\*

**Chief Operating Officer (COO) or equivalent**

Name (i.e. John Smith) (if different than CEO and CFO)

Email address

**Additional Marketing/Public Relations Contact**

Please do not list a duplicate contact in this section if the PR/Marketing contact is the same as the "Application Contact" above. If an external PR agency or other third party is listed as the "Application Contact", please list a PR/Marketing contact who is an employee of the Fast 500 applicant.

Name (i.e. John Smith)

Title

Email address

Phone number

Company name if external PR firm

**Company Information**

\* Indicates a required field.

Month of fiscal year end\*

Year founded (must be in or before 2012 to be eligible)\*

Primary sector\*

- Biotechnology/pharmaceutical
- Communications/networking
- Digital content/media/entertainment
- Electronic devices/hardware
- Energy tech
- Medical devices
- Semiconductor
- Software

Current Auditor/Accounting Firm\*

Tell us all the ways you heard about Fast 500 this year?  
(Click 'ctrl'+mouse click to select multiple options.)

-- Please select --
Prior knowledge of Fast 500
Direct email from Deloitte
Direct email from a Fast 500 Sponsor
From a PR firm
From a Venture Capitalist
From NetSuite's SuiteWorld
From SmartBrief
Internet Search
On Twitter
On LinkedIn
On Facebook
On Instagram
Word of Mouth
Other

## Company Certification

\* Indicates a required field.

- I hereby certify that the information provided during the application process is true, accurate and complete to the best of my knowledge.\*
- I agree that Deloitte and the Technology Fast 500™ have permission to publically disclose my company's revenue growth computed as  $[(FY'2016 \text{ revenue} - FY'2013 \text{ revenue}) / FY'2013 \text{ revenue}] \times 100$ . I have received approval from the company's CEO or CFO.\*
- I agree to be contacted by Deloitte, or others on behalf of Deloitte, or program sponsors as it pertains to the Technology Fast 500™ program and/or related regional recognition programs and events.\*
- I understand that failure to complete and submit the online application by June 30, 2017 will result in my company being eliminated from further consideration.\*
- I understand that Deloitte will review my online application submission in July and may request additional supporting information or clarification via email. Failure to respond to the information request in the time period provided will eliminate the company from further consideration.\*
- I understand that if conflicting revenue amounts are submitted during the application process, the amount listed in the most current financial statements or tax returns will

be used by Deloitte to calculate the company's revenue growth rate thus superseding amounts listed in the signed CEO/CFO Revenue Certification Statement.\*

## Revenue & Proprietary Technology Support Uploads

\* Indicates a required field.

1. Proprietary Technology Statement\*<sup>?</sup>

 

2. Fiscal year 2016 operating revenue in USD (do not round)\*

3. Fiscal year 2016 revenue support  
[Click here](#) for a list of acceptable forms of support\*

 

4. Fiscal year 2013 operating revenue in USD (do not round)\*

5. Fiscal year 2013 revenue support  
[Click here](#) for a list of acceptable forms of support\*

 

6. CEO/CFO Revenue Certification Statement  
[Click here](#) to download certification form\*



## Technology Fast 500™ 2017 Application Form

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\* Indicates a required field.

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Company name as preferred for publishing*	<input type="text"/>
Headquarter address 1*	<input type="text"/>
Headquarter address 2	<input type="text"/>
City*	<input type="text"/>
State/Province*	<input type="text" value="-- Please select --"/>
Postal Code*	<input type="text"/>
Country*	<input type="text" value="-- Please select --"/>
Phone number (Company's main phone number)*	<input type="text"/>
Company Twitter handle	<input type="text"/>
Website*	<input type="text"/>
Ownership (Privately held or Publicly traded Company)*	<input type="text" value="-- Please select --"/>

#### Application Contact

Application contact is the person filling out this form and will be the main point of contact.

Name (i.e. John Smith)*	<input type="text"/>
Title*	<input type="text"/>
Email address*	<input type="text"/>
Phone number*	<input type="text"/>

#### Application Contact Log In

Username and password are required to log in. Please note your username and password as you will need them if you need to log back into your application.

Username (4 characters minimum)*	<input type="text"/>
Password (6 characters minimum)*	<input type="text"/>
Re-enter Password*	<input type="text"/>

**Chief Executive Officer (CEO)**

CEO name as preferred for publishing (i.e. Joe Smith)*	<input type="text"/>
Title*	<input type="text"/>
Email address*	<input type="text"/>
Phone number (if different than Company's main number and Application Contact's number)	<input type="text"/>
Assistant's email address*	<input type="text"/>

**Chief Financial Officer (CFO) or equivalent**

Name (i.e. John Smith)*	<input type="text"/>
Email address*	<input type="text"/>
Phone number (if different than Company's main number and Application Contact's number)*	<input type="text"/>

**Chief Operating Officer (COO) or equivalent**

Name (i.e. John Smith) (if different than CEO and CFO)	<input type="text"/>
Email address	<input type="text"/>

**Additional Marketing/Public Relations Contact**

Please do not list a duplicate contact in this section if the PR/Marketing contact is the same as the "Application Contact" above. If an external PR agency or other third party is listed as the "Application Contact", please list a PR/Marketing contact who is an employee of the Fast 500 applicant.

Name (i.e. John Smith)	<input type="text"/>
Title	<input type="text"/>
Email address	<input type="text"/>
Phone number	<input type="text"/>
Company name if external PR firm	<input type="text"/>

**Company Information**

\* Indicates a required field.

Month of fiscal year end*	<input type="text" value="-- Please select --"/>
Year founded (must be in or before 2012 to be eligible)*	<input type="text"/>
Fiscal year 2016 operating revenue in USD (do not round)*	<input type="text"/>
Fiscal year 2013 operating revenue in USD (do not round)*	<input type="text"/>

Amounts should agree to Form 10-K field with the SEC.

Primary sector\*

- Biotechnology/pharmaceutical
- Communications/networking
- Digital content/media/entertainment
- Electronic devices/hardware
- Energy tech
- Medical devices
- Semiconductor
- Software

Current Auditor/Accounting Firm\*

Tell us all the ways you heard about Fast 500 this year?  
(Click 'ctrl'+mouse click to select multiple options.)

-- Please select --

- Prior know ledge of Fast 500
- Direct email from Deloitte
- Direct email from a Fast 500 Sponsor
- From a PR firm
- From a Venture Capitalist
- From NetSuite's SuiteWorld
- From SmartBrief
- Internet Search
- On Tw itter
- On LinkedIn
- On Facebook
- On Instagram
- Word of Mouth
- Other

## Company Certification

\* Indicates a required field.

- I hereby certify that the information provided during the application process is true, accurate and complete to the best of my knowledge.\*
- I agree that Deloitte and the Technology Fast 500™ have permission to publically disclose my company's revenue growth computed as  $[(FY'2016 \text{ revenue} - FY'2013 \text{ revenue})/FY'2013 \text{ revenue}] \times 100$ . I have received approval from the company's CEO or CFO.\*
- I agree to be contacted by Deloitte, or others on behalf of Deloitte, or program sponsors as it pertains to the Technology Fast 500™ program and/or related regional recognition programs and events.\*
- I understand that Deloitte will review my online application submission in July and may request additional supporting information or clarification via email. Failure to respond to the information request in the time period provided will eliminate the company from further consideration.\*





## 2017 Technology Fast 500™ Revenue Certification Form

This form is required for all companies whose financial statements are not publically available.  
**This form must be signed by the company's CEO or CFO.**

Name of company applying for the 2017 Technology Fast 500: \_\_\_\_\_

Fiscal Year 2013 Revenue (amount should agree to support): \_\_\_\_\_

Fiscal Year 2016 Revenue (amount should agree to support): \_\_\_\_\_

***Certifier must be the CEO or CFO***

Certifier's name: \_\_\_\_\_

Certifier's title: \_\_\_\_\_

Certifier's email: \_\_\_\_\_

Check one of the options below for each fiscal year to indicate the type of revenue support provided. Any combination will be accepted. NA is defined as not applicable.

2016	2013	
_____	_____	<b>Audited Financial Statements</b> , including the signed audit report by an Independent Public Accountant.
_____	_____	<b>Reviewed Financial Statements</b> , including the signed review report by an Independent Public Accountant.
_____	_____	<b>Federal Tax Return</b> as submitted to the IRS and signed by nominee, page 1. If the return was filed electronically and does not include a signature, please include transmittal page.
_____	NA	<b>Unaudited/Unreviewed Internal Financial Statements</b> along with the name of your Independent Public Accountant and an estimate of when the audited/reviewed financial statements will be available.
Estimated date the audited/reviewed financial statements will be available (month/day)		_____
Name of Independent Public Accountant		_____

I hereby certify, to the best of my knowledge and belief, the company's operating revenues, as stated above, are materially correct and presented in conformity with US GAAP or IFRS or as reported to the IRS on the federal tax return.

I agree that Deloitte and the Technology Fast 500 have permission to publicly disclose my company's percentage revenue growth, computed as [(FY'2016 revenue – FY'2013 revenue)/ FY'2013 revenue] x 100.

**Revenue will not be disclosed.**

I understand that if conflicting revenue amounts are submitted during the application process, the amounts listed in the most current financial statements or tax returns will be used by Deloitte to calculate the company's revenue growth rate.

Certifier's signature: \_\_\_\_\_

For the online application submission to be complete, this form along with the required revenue support must be uploaded at the time of submission. The last day to submit an application is June 30, 2017. Failure to meet the June 30 deadline will preclude your company from participating.

We reserve the right to request further substantiation of claimed revenue amounts.

For questions, email [Fast500@deloitte.com](mailto:Fast500@deloitte.com) attention Gavin Graves or visit [www.Fast500.com](http://www.Fast500.com).

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# Deloitte.



**Does your company have  
what it takes to rank?**

**2017 Technology Fast 500™**

Detailed guidance on eligibility requirements, revenue support,  
and proprietary technology requirements

# Eligibility Requirements

**In order to be eligible for the Technology Fast 500 program companies must be a technology, media, telecommunications, life science, or energy tech company and:**

**1. Be in business for a minimum of four years**

Founded on or prior to December 31, 2012.

**2. Be headquartered within North America**

Subsidiaries or divisions are not eligible unless they have some public ownership and are separately traded. Companies that are acquired prior to the finalization of the list are not eligible to participate.

**3. Base-year (fiscal year 2013) operating revenues of at least \$50,000 USD and current-year (fiscal year 2016) operating revenues of at least \$5 million USD with a growth rate of 75% or greater.**

**4. Own proprietary intellectual property or proprietary technology and it must be sold to customers in products that contribute to a majority of the company's operating revenues.**

- A majority, greater than 50%, of the company's operating revenues must be derived from product sales that incorporate the company's proprietary technology, exclusive of related service revenue.
- Using other companies' proprietary technology or intellectual property in a unique way does not satisfy this requirement.
- Consulting companies, professional service firms, resellers, and others are not eligible.

# More Information

**Percentage revenue growth is computed as:**

$[(FY'16 \text{ revenue} - FY'13 \text{ revenue}) / FY'13 \text{ revenue}] \times 100$

**Disclosures – percentage growth vs. revenue:**

The Fast 500 ranking discloses percentage revenue growth. Revenue is not disclosed, however, participants are required to provide revenue support to Deloitte.

**Companies are classified in one of the following industry categories:**

- Biotechnology/pharmaceutical
- Communications/networking
- Digital content/media/entertainment
- Electronic devices/hardware
- Energy tech
- Medical devices
- Semiconductor
- Software

**Who should apply:**

Private companies must apply as well as public companies traded via over-the-counter exchanges by completing the online application form.

Public companies listed on the NYSE, NASDAQ, or AMEX stock exchanges are encouraged to complete the public company online application form, or check with the National Fast 500 team, via email [Fast500@deloitte.com](mailto:Fast500@deloitte.com), to confirm their inclusion in the research/application process.

**Questions:**

For questions or more information, please contact **Cara Dusek** or **Gavin Graves** at [Fast500@deloitte.com](mailto:Fast500@deloitte.com).

# Revenue Support

## Revenue Support Requirement:

A completed Technology Fast 500 [Revenue Certification Form](#) — CEO/CFO signed by the applicant's CEO or CFO, is required along with any combination of the following revenue support for fiscal year 2016 and fiscal year 2013:

- **Audited Financial Statements**, including the signed audit report by an Independent Public Accountant.
- **Reviewed Financial Statements**, including the signed review report by an Independent Public Accountant.
- **Federal Tax Return**, as submitted to the IRS and signed by a "Company Officer", page 1 only. If the return was filed electronically and does not include a signature, please provide the "signed e-file authorization form" along with page 1.

For companies who are not able to meet the revenue support deadline of June 30, 2017, the following option is available for fiscal year 2016 revenue amounts **only**:

- **Unaudited/Unreviewed Internal Financial Statements** along with the name of your Independent Public Accountant and an estimate of when the audited/reviewed financial statements will be available.

Additional information regarding an applicants' revenue may be requested.

# More Information

## Why we request the information:

In order to accurately rank the Fast 500 applicants and to assist Deloitte in the validation of information provided during the application process, applicants (private and public companies traded via over-the-counter exchanges) are required to submit the materials as described to the left.

## How the information is used:

The use of these materials will be limited to the evaluation of the applicants' Technology Fast 500 eligibility.

## Example of Application:

[Private company.](#)

[Public company.](#)

## Deadlines:

Online applications must be submitted by June 30, 2017, including revenue support.

## Eligibility Requirement #3:

Base-year (fiscal year 2013) operating revenues of at least \$50,000 USD and current-year (fiscal year 2016) operating revenues of at least \$5 million USD with a growth rate of 75% or greater.

## Questions:

For questions or more information, please contact **Cara Dusek** or **Gavin Graves** at [Fast500@deloitte.com](mailto:Fast500@deloitte.com).

# Proprietary Technology

## Proprietary Technology Support Requirement:

Applicants are required to provide a brief statement regarding their company's proprietary technology and its application.

Often times, companies can leverage this information from materials that have already been developed (i.e. product brochure). The statement should be in either Word or PDF format.

Additional information regarding an applicants' proprietary technology may be requested.

# More Information

## Why we request the information:

In order to accurately rank the Fast 500 companies and to assist Deloitte in the validation of information provided during the application process, applicants (private and public companies traded via over-the-counter exchanges) are required to submit the materials described to the left. The use of these materials will be limited to the evaluation of the applicants' Technology Fast 500 eligibility.

## Deadlines:

Online applications must be submitted by June 30, 2017, including proprietary technology support.

## Eligibility Requirement #4:

**Own proprietary intellectual property or proprietary technology and it must be sold to customers in products that contribute to a majority of the company's operating revenues.**

- A majority, greater than 50%, of the company's operating revenues must be derived from product sales that incorporate the company's proprietary technology, exclusive of related service revenue.
- Using other companies' proprietary technology or intellectual property in a unique way does not satisfy this requirement.
- Consulting companies, professional service firms, resellers, and others are not eligible.
- Financial information provided must clearly separate revenue derived from the sale of products that incorporate the applicant's proprietary technology from service revenue.

## Questions:

For questions or more information, please contact **Cara Dusek** or **Gavin Graves** at [Fast500@deloitte.com](mailto:Fast500@deloitte.com).



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# 2017 Technology Fast 500™

## Frequently asked questions

Recognizing growth

**This document contains answers to questions regarding the program, eligibility requirements, the application process, and information for award winners.**

### Quick links

#### ABOUT THE PROGRAM

- [What is the Technology Fast 500?](#)
- [Is there an application fee?](#)
- [Are revenues published?](#)
- [What are the program's important dates?](#)
- [Are there similar programs around the world?](#)
- [Who are the primary contacts?](#)
- [Does the program use social media?](#)
- [Is there an awards ceremony?](#)
- [Is there a list of past winners?](#)
- [What is the ranking based on?](#)
- [Where do entries for the program come from?](#)
- [How many companies apply to the program each year?](#)
- [Have any companies continuously ranked on the list since the inception of the program?](#)
- [Why are there not more repeat companies?](#)
- [What division of Deloitte puts on the Deloitte Technology Fast 500?](#)
- [How long has the program been around?](#)

#### ELIGIBILITY REQUIREMENTS

- [How do companies qualify?](#)
- [Are the eligibility requirements for the 2017 program the same as the 2016 program?](#)
- [What is revenue support?](#)
- [Does a company have to be publicly held to qualify?](#)
- [Are rankings based on fiscal- or calendar-year revenues?](#)
- [What constitutes a majority of the company's operating revenues?](#)
- [What are the choices for industry classification?](#)
- [How are industry classifications determined?](#)
- [Are service providers or consulting firms' eligible for the Fast 500?](#)
- [What if my company is acquired after we submit the application?](#)

#### APPLICATION PROCESS

- [Is there an application fee?](#)
- [When is the deadline to apply?](#)
- [Does the application form have to be completed online?](#)
- [Can the online application form be saved and completed at a later time?](#)
- [How will we know the online application form was received by Deloitte?](#)

- Is there a hard copy of the application form that we can review prior to starting the online application process?
- I have created a draft application that I would like to delete. Can I delete it myself?
- I deleted my company's online application form. Is there any way to retrieve the application?
- How is the percentage growth calculated?
- Is there any situation in which we can submit percentage revenue growth instead of providing the revenue amounts?
- Can we submit the required proprietary technology support at a later time?
- Does the program require that we provide supporting documentation for revenue amounts?
- Can you provide more information on what to submit for proprietary technology support?
- We are in the process of completing the online application form and our CFO does not anticipate having the audited 2016 financial statements back in time for the application deadline. What other documents can we submit for 2016?
- Deloitte happens to be our company's accounting firm. Would you have access to the audited financial statements (tax returns) via this relationship or do we still need to submit them via the application process?
- Our company's CEO/CFO has requested that Deloitte sign a NDA (nondisclosure agreement) in order to provide the requested revenue support (financial statements). Will Deloitte sign a NDA?
- If a NDA is not possible, can you provide the details of your privacy policy?

## INFORMATION FOR AWARD WINNERS

- Where can we find the Technology Fast 500 logo to put on my company website or other marketing materials?
- Do winning companies receive an actual award?
- How can my company order additional awards?
- Where can we find official media guidance (press release) for winning companies?
- When do winning companies issue their press releases and/or publicly announce their rankings?
- Will the Technology Fast 500 ranking appear in the local or national press?

## ABOUT THE PROGRAM

[Back to top](#) ^

### What is the Technology Fast 500?

The Deloitte Technology Fast 500 is the leading technology awards program in North America (United States and Canada). Combining technological innovation, entrepreneurship, and rapid growth, Fast 500 companies—large, small, public, and private—span a variety of industry sectors and are leaders in hardware, software, telecom, semiconductors, life sciences, and energy tech. These companies are on the cutting edge and are transforming the way we do business today.

The Technology Fast 500 provides a ranking of the fastest growing technology, media, telecommunications, life sciences, and energy tech companies in North America. This ranking is compiled from applications submitted directly to the Technology Fast 500 website and public company database research conducted by Deloitte Services LP. Technology Fast 500 award winners for 2017 are determined based on percentage fiscal year revenue growth during the period from 2013 to 2016. The ranking includes both public and private companies.

### Is there an application fee?

No.

### Are revenues published?

No. The Fast 500 ranking will disclose percentage revenue growth but will not disclose current- and base-year revenue amounts. Participants will be required to provide revenue support to Deloitte.

### What are the program's important dates?

- **Application period:** April 10–June 30, 2017
- **Winner's announcement:** November 9, 2017
- **Congratulatory events:** Information on local events can be found [here](#).

In order to meet our program deadlines, we are unable to extend these dates for any reason. Failure to meet the above deadlines will preclude your company from participating.



### Are there similar programs around the world?

Yes. Deloitte has Technology Fast 500 programs in **Asia Pacific** and **EMEA** (Europe, the Middle East, and Africa).

### Who are the primary contacts?

**United States**—Gavin Graves and Cara Dusek, [Fast500@deloitte.com](mailto:Fast500@deloitte.com)

**Canada**—Jazmin Bolanos, [Fast50@deloitte.ca](mailto:Fast50@deloitte.ca)

**Asia Pacific**—Yvonne Dow, [AsiaPacFast500@deloitte.com](mailto:AsiaPacFast500@deloitte.com)

**EMEA**—Christine Brodeur, [emeafast500@deloitte.co.uk](mailto:emeafast500@deloitte.co.uk)

### Does the program use social media?

Yes. [@DeloitteTMT](https://twitter.com/DeloitteTMT) and [#fast500](https://twitter.com/fast500).

### Is there an awards ceremony?

Awards are presented during local invitation-only events across the country. More information on local events can be found [here](#).

### Is there a list of past winners?

Yes. The listing of historical winners is available [here](#).

### What is the ranking based on?

Award winners are determined based on percentage fiscal year revenue growth over a defined period. Because the program ranks companies based on fiscal year revenues, it is an indication of past growth. It does not take into account current performance or profitability.

### Where do entries for the program come from?

Entries for the program come from applications submitted directly to the Technology Fast 500 website and public company database research conducted by Deloitte Services LP.

### How many companies apply to the program each year?

Each year, Deloitte receives hundreds of applications.

### Have any companies continuously ranked on the list since the inception of the program?

No.

### Why are there not more repeat companies?

Because the Technology Fast 500 is based on fiscal year revenue growth over a defined period, each company's baseline revenue can increase dramatically each year. A company can be very successful but not rank. The Technology Fast 500 ranks companies that have experienced exceptionally fast growth. It is not a measurement of current revenue, stock performance, profitability, or anticipated future success.

### What division of Deloitte puts on the Deloitte Technology Fast 500?

The program is presented by Deloitte's Technology, Media & Telecommunications practice.

### How long has the program been around?

The program was founded in 1995. 2017 marks the program's 23<sup>rd</sup> year.

### How do companies qualify?

Eligibility requirements can be found [here](#).

### Are the eligibility requirements for the 2017 program the same as the 2016 program?

Yes.

### What is revenue support?

A completed Technology Fast 500 Revenue Certification Form—CEO/CFO, signed by the applicant's CEO or CFO is required along with any combination of the following:

- **Audited financial statements**, including the signed audit report by an independent public accountant.
- **Reviewed financial statements**, including the signed review report by an independent public accountant.
- **Federal tax return** as submitted to the Internal Revenue Service (IRS) and signed by a "Company Officer," page 1 only. If the return was filed electronically and does not include a signature, please provide the "signed e-file authorization form" along with page 1.

For companies who are not able to meet the revenue support deadline of June 30, 2017, the following option is available for fiscal year 2016 revenue amounts only:

- **Unaudited/unreviewed internal financial statements** along with the name of your independent public accountant and an estimate of when the audited/reviewed financial statements will be available.

### Does a company have to be publicly held to qualify?

No, but private companies and public companies traded via over-the-counter exchanges must submit an online application.

Public companies on the NYSE, NASDAQ, or AMEX stock exchanges are data mined by Deloitte Services LP from public databases. Public companies are encouraged to complete the application form and/or check with the national Fast 500 team, via email at [Fast500@deloitte.com](mailto:Fast500@deloitte.com), to confirm their inclusion in the research/application process.

### Are rankings based on fiscal- or calendar-year revenues?

The ranking is based on fiscal year revenue growth from 2013 to 2016.

### What constitutes a majority of the company's operating revenues?

A majority is defined as greater than 50%.

### What are the choices for industry classification?

Companies are classified in one of the following industry categories:

- Biotechnology/pharmaceutical
- Energy tech
- Communications/networking
- Digital content/media/entertainment
- Electronic devices/hardware
- Medical devices
- Semiconductor
- Software

Every applicant must fall under one and only one category to participate.

### How are industry classifications determined?

Public companies are classified by the primary SIC code listed on their most current Form 10-K, S-1, etc., on file with the Securities and Exchange Commission. However, if a public company submits an entry via the

public application form, we defer to the industry selected on the online form.

Private companies self-select industry classification when completing the online application form.

### **Are service providers or consulting firms' eligible for the Fast 500?**

No. Consulting companies, professional service firms, resellers, and others are not eligible.

### **What if my company is acquired after we submit my application?**

Companies that are acquired prior to the finalization of the list are not eligible to participate. We strive to publish a list that is as current as possible.

## **APPLICATION PROCESS**

[Back to top](#) ^

### **Is there an application fee?**

No.

### **When is the deadline to apply?**

The application period begins on April 10, 2017, and closes on June 30, 2017. There are no extensions. Failure to meet the above deadline will preclude your company from participating.

Private companies and public companies traded via over-the-counter exchanges must complete an online application.

Public companies on the NYSE, NASDAQ, or AMEX stock exchanges are data mined by Deloitte Services LP from public databases. Public companies are encouraged to complete the application form and/or check with the national Fast 500 team, via email at [Fast500@deloitte.com](mailto:Fast500@deloitte.com), to confirm their inclusion in the research/application process.

### **Does the application form have to be completed online?**

Yes. Applications may only be submitted online.

### **Can the online application form be saved and completed at a later time?**

Yes. The application form can be saved for completion at a later time. Detailed instructions on how to complete the form can be found [here](#). We strongly encourage you to review these materials prior to completing the application form.

### **How will we know the online application form was received by Deloitte?**

The application contact will receive an automated email notification indicating that the online application was received into the Deloitte database.

### **Is there a hard copy of the application form that we can review prior to starting the online application process?**

Yes.

- To view and download a sample PDF of the private company online application form, check back on April 10.
- To view and download a sample PDF of the public company online application form, check back on April 10.

### **I have created a draft application that I would like to delete. Can I delete it myself?**

Yes, as long as it is still in draft form. Simply log into your application and click the delete button. Submitted applications, however, can only be deleted by the Fast 500 team. Requests should be sent to [Fast500@deloitte.com](mailto:Fast500@deloitte.com).

### **I deleted my company's online application form. Is there any way to retrieve the application?**

No. In order to be considered for the program, a new application will need to be completed and submitted by June 30, 2017.

**How is the percentage growth calculated?**

$[(\text{Current Year Revenue} - \text{Base Year Revenue}) / \text{Base Year Revenue}] \times 100 = \text{Percentage Growth}$

**Is there any situation in which we can submit percentage revenue growth instead of providing the revenue amounts?**

No. In order to accurately rank the Fast 500 nominees and to assist Deloitte in the validation of information provided during the application process, applications are required to submit revenue amounts along with supporting documentation. The use of these materials will be limited to the evaluation of the applicant's Technology Fast 500 eligibility. Detailed information can be found [here](#).

**Can we submit the required proprietary technology support at a later time?**

No, proprietary technology support must be submitted with the application by June 30, 2017.

**Does the program require that we provide supporting documentation for revenue amounts?**

Yes. In order to accurately rank the Fast 500 applicants and to assist Deloitte in the validation of information provided during the application process, applications are required to submit revenue amounts along with supporting documentation. The use of these materials will be limited to the Technology Fast 500 program. Detailed information can be found [here](#).

**Can you provide more information on what to submit for proprietary technology support?**

The proprietary technology statement should be a detailed description of your technology and how your customers use it. Often times, companies can leverage this information from materials that have already been developed (i.e., product brochure). The statement should be in either Word or PDF format. Additional information regarding applicant's revenue and proprietary technology may be requested.

**We are in the process of completing the online application form and our CFO does not anticipate having the audited 2016 financial statements back in time for the application deadline. What other documents can we submit for 2016?**

We can accept one of the following:

- **Reviewed financial statements**, including the signed review report by an independent public accountant.
- **Federal tax return** as submitted to the IRS and signed by a "Company Officer," page 1 only. If the return was filed electronically and does not include a signature, please provide the "signed e-file authorization form" along with page 1.

For companies who are not able to meet the application deadline of June 30, 2017, the following option is available for fiscal year 2015 revenue amounts only:

- **Unaudited/unreviewed internal financial statements** along with the name of your independent public accountant and an estimate of when the audited/reviewed financial statements will be available.

More information on what needs to be submitted can be found [here](#).

**Deloitte happens to be our company's accounting firm. Would you have access to the audited financial statements (tax returns) via this relationship or do we still need to submit them via the application process?**

Even if Deloitte is your auditor, private companies are required to apply and provide all requested information.

**Our company's CEO/CFO has requested that Deloitte sign a NDA (nondisclosure agreement) in order to provide the requested revenue support (financial statements). Will Deloitte sign a NDA?**

No. We are not able to provide an NDA.

**If an NDA is not possible, can you provide the details of your privacy policy so that I can pass**

## them along?

Yes. Our privacy policy can be found [here](#).

## INFORMATION FOR AWARD WINNERS

[Back to top](#) ^

### Where can we find the Technology Fast 500 logo to put on my company website or marketing materials?

Please contact us at [Fast500@deloitte.com](mailto:Fast500@deloitte.com).

### Do winning companies receive an actual award?

Yes. Official Technology Fast 500 plaques for current winners will be presented at regional recognition events or delivered sometime after mid-November 2017.

### How can my company order additional awards?

Your first award plaque is complimentary. Additional award plaques may be purchased online, from our authorized vendor, The YGS group. For more information call YGS at 800-755-2238 or email [DeloitteFast500@theYGSgroup.com](mailto:DeloitteFast500@theYGSgroup.com).

### Where can we find official media guidance (press release) for winning companies?

In order to obtain the official media guidance, please contact us at [Fast500@deloitte.com](mailto:Fast500@deloitte.com).

### When do winning companies issue their press releases and/or publicly announce their rankings?

We ask that winning companies honor the embargo date of November 9, 2017 at 5:00 a.m. EST, before permitting any external announcement of this ranking or your receipt of this award.

### Will the Technology Fast 500 ranking appear in the local or national press?

Deloitte plans to distribute a press release announcing the Technology Fast 500 award winners via PR Newswire on November 9, 2017, at 5:00 a.m. EST.

Deloitte also plans to announce the Technology Fast 500 rankings to key editors and reporters at national and regional media outlets across North America.

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