

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, 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.

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.

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.



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