Creating Your Target List Using Baker Library Resources

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September 28, 2016
Baker Library – another tool in your toolbox.

• Use our resources in conjunction with Jobtreks and the Career Hub
• We can help save you time and identify additional opportunities
• Specific target list resources: CapitalIQ, OneSource, Book of Lists
Capital IQ

• Strong coverage of private companies & startups
• Sophisticated screening capabilities
• Includes private equity and deal activity
• Can add HBS alumni affiliation to screens
• Sign up for an individual account on our website
Capital IQ

How can I find...

- Private equity firms
- Based in London
- Actively investing in emerging markets
- With HBS connections
OneSource

• Public and private companies
• Easy interface – fewer screening options but easier to use
• Includes related industry reports & ratios
OneSource

How can I find...

• Biotech companies
• Based in Boston
• Ranked based on 1 years’ sales growth?
Book of Lists –
American City Business Journals

- Available online and in print for several major US cities
- Packaged lists for wide range of categories
- Local business articles included

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**FASTEST GROWING PRIVATE COMPANIES (1-26)**

IN SILICON VALLEY - RANKED BY THREE-YEAR PERCENT CHANGE IN REVENUE FROM 2010 TO 2012

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name / 2012 rank (or did not rank) / Website</th>
<th>Address / Phone number</th>
<th>3-year percent change in revenue</th>
<th>2010 revenue</th>
<th>2011 revenue</th>
<th>2012 revenue</th>
<th>Description of business</th>
<th>CEO or top executive</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Anci Inc. ◊ <a href="http://www.ancient.com">www.ancient.com</a></td>
<td>1361 S. San Antonio Blvd, Mountain View 94043</td>
<td>643%</td>
<td>$1.32 million</td>
<td>$4.28 million</td>
<td>$6.76 million</td>
<td>Software as a service, business continuity, disaster recovery</td>
<td>Justin Moore</td>
</tr>
<tr>
<td>2</td>
<td>Mixbook ◊ <a href="http://www.mixbook.com">www.mixbook.com</a></td>
<td>405 Sherman Ave, Palo Alto 94304</td>
<td>560%</td>
<td>$3.84 million</td>
<td>$15.27 million</td>
<td>$24.93 million</td>
<td>Online photo sharing, permission startup</td>
<td>Andrew Lafoon</td>
</tr>
<tr>
<td>3</td>
<td>TechShop Inc. ◊ techshop.com</td>
<td>1280 Independence Drive, Menlo Park 94025</td>
<td>483%</td>
<td>$1.11 million</td>
<td>$2.77 million</td>
<td>$5.96 million</td>
<td>DIV workshops</td>
<td>Mark Hutch</td>
</tr>
<tr>
<td>4</td>
<td>Propel Fuel Inc. ◊ propelfuel.com</td>
<td>2317 Broadway St, 95020, Redwood City, CA 94062-1075</td>
<td>430%</td>
<td>$4.34 million</td>
<td>$7.16 million</td>
<td>$11.94 million</td>
<td>Fuel retailer</td>
<td>Matt Horton</td>
</tr>
<tr>
<td>5</td>
<td>Early Growth Financial Services LLC ◊</td>
<td>2853 Gateway Place, Suite 400, Santa Clara 95054</td>
<td>415%</td>
<td>$5,726,802</td>
<td>$23,213,333</td>
<td>$24,954,333</td>
<td>Financial services</td>
<td>David Eisenberg</td>
</tr>
<tr>
<td>6</td>
<td>Richter10.2 LLC ◊ <a href="mailto:dlr@richter10.2media.com">dlr@richter10.2media.com</a></td>
<td>3531 N. First St., 2407, San Jose 95112</td>
<td>408%</td>
<td>$46,000</td>
<td>$144,000</td>
<td>$165,000</td>
<td>Strategic relations agency</td>
<td>Robert Corrigan</td>
</tr>
<tr>
<td>7</td>
<td>Aerohive Networks Inc. ◊</td>
<td>330 Gibrado Drive, Suite 45009</td>
<td>355%</td>
<td>$11.61 million</td>
<td>$11.96 million</td>
<td>$71.22 million</td>
<td>Controller-less Wi-Fi cloud-based enterprise</td>
<td>David Flinn</td>
</tr>
</tbody>
</table>
Find out more: Fast Answers

- Collection of 500+ research FAQs
- Will help you decide which database to choose
- Include more guidance on how to use Capital IQ, OneSource, and more
Find out more: Fast Answers
Get personal assistance.

• Stop by the library for a drop-in consultation during service hours
• Email infoservices@hbs.edu to set up an appointment
• Call us: 617-495-6040
• Visit the Job Search Café

JUST ASK!