

A CLOSER LOOK



Douglas Woods
Co-founder, DPR Construction



Eunhee Kim
CEO, EK Health Services Inc.

FYI

This year’s list features a different methodology than the previous year’s Private Companies lists. In order to appear on the list, companies must provide audited financial statements, which were then verified by an outside CPA firm, Young, Craig + Co. LLP. Because of the change in methodology, some companies featured in previous years were unable to participate.

In addition, some companies appear on the list because they have submitted audited financial statements to the Securities and Exchange Commission and filed to go public, but were still privately held at press time.

Corsair Components Inc., ranked No. 5 with \$455.2 million, filed for IPO in April 2012, and subsequently withdrew its IPO in May 2012.

Silver Spring Networks, ranked No. 8 with \$237.1 million, filed in July 2011.

Cortina Systems Inc., ranked No. 18 with \$141.1 million, filed in March 2011.

Ambarella Inc., ranked No. 24 with \$94.7 million, filed in June 2011.

Qualys Inc., ranked No. 26 with \$76.2 million, filed for IPO in June 2012.

GCT Semiconductor Inc., ranked No. 27 with \$68.6 million, filed in September 2011. It postponed its IPO in March 2012.

iWatt Inc., ranked No. 35 with \$50.4 million, filed for IPO in June 2012.

Largest Private Companies
In Silicon Valley* — ranked by most recently completed fiscal year revenue

Rank	Company Address Phone, website	Fiscal year revenue Fiscal year end date	Description of business	Top local executive Email Year founded
1	DPR Construction 1450 Veterans Blvd., Redwood City 94063 650-474-1450, www.dpr.com	\$2.1 billion 12/31/11	General contractor	Douglas Woods + 1990
2	ASI Corp. 48289 Fremont Blvd., Fremont 94538 510-226-8000, www.asipartner.com	\$1.2 billion 12/31/11	Computer hardware and software distributor.	Marcel Liang + 1987
3	Rosendin Electric Inc. 880 Mabury Road, San Jose 95133 408-286-2800, www.rosendin.com	\$817.3 million 12/31/11	Electrical engineering, power and communications contractor	Tom Sorley + 1919
4	Cupertino Electric Inc. 1132 N. Seventh St., San Jose 95112 408-808-8000, www.cei.com	\$574 million 12/25/11	Electrical engineering and construction firm	John Boncher + 1954
5	Corsair Inc. 46221 Landing Parkway, Fremont 94538 510-657-8747, www.corsair.com	\$455.2 million 12/31/11	Maker of high-performance memory chips and computer peripherals	Andy Paul andyp@corsair.com 1994
6	Devcon Construction Inc. 690 Gibraltar Drive, Milpitas 95035 408-942-8200, www.devcon-const.com	\$434.4 million 12/31/11	General contractor	Gary Filizetti + 1976
7	CPI International Holding Corp. 607 Hansen Way, Palo Alto 94304 650-846-2900, www.cpii.com	\$388.7 million 9/30/11	Provider of microwave radio frequency power and control solutions for defense, communications, medical, scientific and other applications	Robert Fickett + 1995
8	Silver Spring Networks Inc. 555 Broadway Street, Redwood City 94063 866-204-0200, www.silverspringnet.com	\$237.1 million 12/31/11	Networking products for enabling the “smart grid” for power utilities	Scott Lang + 2002
9	Novo Construction Inc. 4025 Bohannon Drive, Menlo Park 94025 650-701-1500, www.novoconstruction.com	\$230.8 million 10/31/11	Commercial contractor specializing in commercial interiors, data centers, life sciences, health care, and seismic retrofit	James Fowler + 2000
10	Serena Software Inc. 1900 Seaport Blvd., 2nd Floor, Redwood City 94063 650-481-3400, www.serena.com	\$220 million 1/31/12	Management software for IT and application development	Jeremy Burton + 1981
11	PayPros (Payment Processing Inc.) 8200 Central Ave., Newark 94560 510-795-2290, www.paypros.com	\$214.3 million 12/31/11	Provides a secure payments processing technology for e-commerce and software developers	Chuck Smith + 1995
12	BNBuilders Inc. 201 Redwood Shores Parkway, Suite 125, Redwood City 94065 650-227-1957, www.bnbuilders.com	\$205.9 million 12/31/11	Commercial general contractor providing full preconstruction and construction services	David Becker david.becker@bnbuilders.com 2005
13	PetersenDean Roofing and Solar Systems 7980 Enterprise Drive, Newark 94560 510-494-9982, www.petersendean.com	\$178.1 million 4/30/12	Energy rated roofs and roof top solar power systems	Jim Patrick Petersen + 1983
14	Alain Pinel Realtors Inc. 12772 Saratoga-Sunnyvale Road, Saratoga 95070 408-741-1111, www.apr.com	\$176 million 12/31/11	Residential real estate broker	Paul Hulme + 1990
15	One Workplace L. Ferrari LLC 1057 Montague Expressway, Milpitas 95035 408-263-1001, www.oneworkplace.com	\$154.4 million 12/31/11	Provider of office education healthcare furnishings, audio visual equipment, demountable walls and all related services	Mark Ferrari mferrari@oneworkplace.com 1925
16	Intelepeer Inc. 2855 Campus Drive, Suite 200, San Mateo 94403 650-525-9200, www.intelepeer.com	\$145.2 million 12/31/11	Voice over IP platform	Frank Fawzi + 2003
17	Groupware Technology Inc. 511 Division St., Campbell 95008 408-866-5040, www.groupwaretechnology.com	\$143 million 12/31/11	Value added solutions provider	Mike Thompson + 1992
18	Cortina Systems Inc. 1376 Bordeaux Drive, Sunnyvale 94089 408-481-2300, www.cortina-systems.com	\$141.1 million 12/31/10	Semiconductors for wireless networking devices	Amir Nayyerhabibi + 2001
19	Joseph J. Albanese Inc. 851 Martin Ave., Santa Clara 95050 408-727-5700, www.jjalbanese.com	\$136.4 million 5/31/12	Contractor providing structural concrete, site concrete, demolition, grading, paving, rebar pumping and sawcutting	John Albanese + 1955
20	Sprig Electric 1860 S. 10th St., San Jose 95112 408-298-3134, www.sprigelectric.com	\$135.4 million 3/31/12	Electrical engineering and communications contractor, electrical services and support	Pepper Snyder + 1970
21	Valin Corp. 555 E. California Ave., Sunnyvale 94086 408-730-9850, www.valin.com	\$125.8 million 12/31/11	Sensors, automation equipment, fluid management, and process heating for the technology, life sciences, aerospace, industrial and defense industries	Joseph Nettemeyer + 1974
22	Integrated Archive Systems Inc. 1121 N. San Antonio Road, Suite D100, Palo Alto 94303 650-390-9995, www.iarchive.com	\$124.6 million 12/31/11	Provider of data management solutions	Amy Rao + 1994
23	All Metals Inc. dba United Datatech / ECS Refining 705 Reed St., Santa Clara 95050 408-200-7000, www.ecsrefining.com	\$123.5 million 12/31/11	Full-service electronics recycling and asset management company	James Taggart + 1980
24	Ambarella Inc. 2975 San Ysidro Way, Santa Clara 95051 408-734-8888, www.ambarella.com	\$94.7 million 1/31/11	Markets a range of products for high definition video compression and image processing	Fermi Wang + 2004
25	Blach Construction Co. 469 El Camino Real, Suite 100, Santa Clara 95050 408-244-7100, www.blach.com	\$84.5 million 10/31/11	General contractor and construction manager specializing in commercial construction projects	Michael Blach + 1970

*Silicon Valley includes: Santa Clara County; Fremont, Newark and Union City in Alameda County; Atherton, Belmont, East Palo Alto, Foster City, Menlo Park, Portola Valley, Redwood City, San Carlos, San Mateo and Woodside in San Mateo County; and San Benito, Santa Cruz and Monterey counties. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur. Information for obtaining commemorative plaques, reprints or Web permissions can be obtained from the Business Journal’s designated partner company, Scoop ReprintSource at 800.767.3263 or scoopreprintsources.com. No other companies offering similar services are affiliated in any way with the Business Journal.

NOTES: + - Did not disclose. NR - Not ranked. In case of ties, companies are listed alphabetically.

Information was obtained from company representatives and public filings, and verified by Young, Craig + Co.

If your company would like to be considered for next year’s list, or if there are any corrections or additions, write to: Research, Business Journal, 125 S. Market St., 11th floor, San Jose, CA 95113; fax: 408.295.5026; or email lreyes@bizjournals.com.

**Research by Cromwell Schubarth, Lemery Reyes, and Jon Xavier
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A CLOSER LOOK



Kyeongho Lee
CEO, GCT Semiconductors Inc.



Celeste Ford
CEO, Stellar Solutions

Top 51 companies by the numbers

29.8 Average years in business for a company on the list

\$72.4 million Median revenue

29.8 Average age for a real estate/construction company

24.5 Average age for a semiconductor company

29.2 Average age for a professional services company

29.2 Average age for an electronics/components company

28.2 Average age for a software company

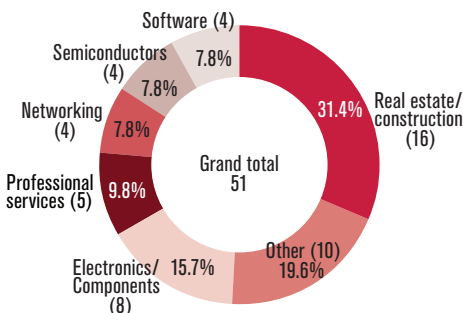
24.1 Average age for a networking company

SOURCE: BUSINESS JOURNAL RESEARCH

Sector share

Companies in the real estate or construction industries dominated the list, with those companies taking the lion's share of places on the lists.

By number of companies



SOURCE: BUSINESS JOURNAL RESEARCH

Largest Private Companies
In Silicon Valley* — ranked by most recently completed fiscal year revenue

Rank	Company Address Phone, website	Fiscal year revenue Fiscal year end date	Description of business	Top local executive Email Year founded
26	Qualys Inc. 1600 Bridge Parkway, Redwood Shores 94065 650-801-6100, www.qualys.com	\$76.2 million 12/31/11	Security and compliance software	Philippe Courtot pcourtot@qualys.com 1999
27	GCT Semiconductors Inc. 2121 Ringwood Avenue, San Jose 95131 408-434-6040, www.gctsemi.com	\$68.6 million 6/30/11	Semiconductors for 4G wireless networks	Kyeongho Lee + 1998
28	Gigamon LLC 598 Gibraltar Drive, Milpitas 95035 408-263-2022, www.gigamon.com	\$68.1 million 12/31/11	Network visibility and monitoring products	Ted Ho + 2004
29	EPIC Insurance Brokers 901 Mariners Island Boulevard, Suite 625, San Mateo 94404 650-295-4600, www.edgewoodins.com	\$60.9 million 12/31/11	Risk management, property, casualty, insurance and employee benefits consulting company	Dan Francis + 2007
30	Electrical Distributors Co. 1135 Auzerais Ave., San Jose 95126 408-293-5818, www.electdist.com	\$59.6 million 12/31/11	Wholesaler of electrical materials and supplies	Scott Lehmann slehmann@electdist.com 1948
31	ATR International Inc. 1230 Oakmead Parkway, Sunnyvale 94085 408-328-8000, www.atrinternational.com	\$58.4 million 12/21/11	Staffing services firm	Jerry Brenholz jerryb@atr1.com 1988
32	Essai Inc. 48580 Kato Road, Fremont 94538 510-580-1700, www.essai.com	\$54.1 million 12/31/11	Designer and manufacturer of test hardware for the semicon- ductor industry	Nasser Barabi + 2003
33	Net Optics Inc. 5303 Betsy Ross Drive, Santa Clara 95054 408-737-7777, www.netoptics.com	\$51.4 million 12/31/11	Network visibility and monitoring products	Bob Shaw bob@netoptics.com 1996
34	Frank, Rimerman + Co. LLP 1801 Page Mill Road, Palo Alto 94304 650-845-8100, www.frankrimerman.com	\$50.8 million 12/31/11	Accounting firm	Bryan Polster + 1949
35	iWatt Inc. 675 Campbell Technology Parkway ¹ , Campbell 95008 408-374-4200, www.iwatt.com	\$50.4 million 12/31/11	Drivers, power supplies and equipment for LED lighting and displays	Ron Edgerton + 2000
36	B.T. Mancini Co. Inc. 876 S. Milpitas Blvd., Milpitas 95035 408-942-7900, www.btmancini.com	\$48.7 million 1/31/12	B. T. Mancini Co. is a specialty contractor in commercial con- struction	Skip Mancini + 1964
37	C.H. Reynolds Electric Inc. 1281 Wayne Ave., San Jose 95131 408-436-9280, www.chreynolds.com	\$42.5 million 12/31/11	Electrical, data and managed services contractor	Charles Reynolds chuckr@chreynolds.com 1983
38	Akraya Inc. 840 W. California Ave., Suite 220, Sunnyvale 94086 408-907-6400, www.akraya.com	\$39.9 million 12/31/11	Provider of IT, engineering, creative and marketing talent	Amar Panchal amar.panchal@akraya.com 2001
39	Bayside Interiors Inc. 3220 Darby Common, Fremont 94539 510-438-9171, www.baysideinteriors.com	\$39.2 million 12/31/11	Specialty commercial subcontractor	Steven Rivera steve@baysideinteriors.com 1984
40	BKF Engineers 1650 Technology Drive, Suite 650, San Jose 95110 408-467-9100, www.bkf.com	\$37.5 million 12/31/11	Engineering, surveying and planning services	David LaVelle dlavelle@bkf.com 1915
41	RFI Communications & Security Systems 360 Turtle Creek Court, San Jose 95125 408-298-5400, www.rfi.com	\$37.3 million 12/31/11	Integrated security, fire and life safety, and video surveillance systems	Lawrence Reece lreece@rfi.com 1979
42	Stellar Solutions Inc. 250 Cambridge Ave., Suite 204, Palo Alto 94306 650-473-9866, www.stellarsolutions.com	\$36.2 million 12/31/11	Satellites for the communications and defense industries	Celeste Ford cford@stellarsolutions.com 1995
43	Sierra Circuits Inc. 1108 West Evelyn Avenue, Sunnyvale 94086 408-735-7137, www.protoexpress.com	\$34.3 million 12/31/11	Printed circuit board manufacturer	Kenneth Bahl + 1986
44	EK Health Services Inc. 992 S. De Anza Blvd., Suite 101, San Jose 95129 877-861-1595, www.ekhealth.com	\$33 million 12/31/11	Workers' compensation managed care provider	Eunhee Kim ekim@ekhealth.com 1990
45	Tri-Phase Inc. dba Valley Services Electronics 6190 San Ignacio Ave., San Jose 95119 408-284-7700, www.vse.com	\$31.6 million 12/31/11	Manufacturer of electronic assemblies for large industrial equip- ment makers	Elizabeth Kendrick beth@vse.com 1981
46	Daley's Drywall & Taping Inc. 960 Camden Ave., Campbell 95008 408-374-7626, www.daleysdrywall.com	\$30.9 million 9/30/11	Drywall lath & plaster and acoustical ceilings subcontractor	Craig Daley craig@daleysdrywall.com 1963
47	The CORE Group 645 River Oaks Parkway, San Jose 95134 408-321-6450, www.tcgbuilders.com	\$29.3 million 10/31/11	Commercial general contractor	Timothy Tempel timt@tcgbuilders.com 2004
48	R.W. Garcia Co. Inc. 521 Parrott St., San Jose 95112 408-287-4616, www.rwgarcia.com	\$26.5 million 6/30/11	RW Garcia Co. manufactures premium corn snack food products for retail grocery and foodservice channels	Robert Garcia + 1982
49	Advanced Chemical Transport Inc. 1210 Elko Drive, Sunnyvale 94089 408-548-5050, www.advancedchemical.net	\$24.3 million 12/31/11	Environmental management & hazardous waste transportation	Walter Singer + 2000
49	Q Analysts LLC 5201 Great America Parkway, Suite 238, Santa Clara 95054 408-907-8500, www.qanalysts.com	\$24.3 million 12/31/11	Information Technology consulting services	Ross Fernandes rfernand@qanalysts.com 2003
51	O.C. McDonald Co. Inc. 1150 W. San Carlos St., San Jose 95126 408-295-2182, www.ocmcdonald.com	\$20.5 million 12/31/11	Mechanical contractor - plumbing/process piping/HVAC/sheet metal & service work	James McDonald jvm@ocmcdonald.com 1906

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**Research by Cromwell Schubarth, Lemery Reyes, and Jon Xavier
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