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Here's 30 Bay Area startups pegged as 'Next Big Thing'

Silicon Valley / San Jose Business Journal by Cromwell Schubarth, Senior Technology Reporter

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[Cromwell Schubarth](#)

Senior Technology Reporter- *Silicon Valley / San Jose Business Journal*

[Email](#) | [Twitter](#)

Here's another indicator of the strength of the Bay Area's startup culture. Three-fifths of the companies in the Wall Street Journal's annual "Next Big Thing" ranking of the country's most promising new venture-backed companies are from the region that includes San Francisco and the Silicon Valley.

To be considered, companies had to have received venture funding in the past three years and be valued at under \$1 billion.

Here are the local startups that made the ranking:

No. 3: Tabula: Founded in 2003 by [Steven Teig](#), this Santa Clara-based company makes programmable computer chips and has raised \$215 million.

No. 4: Prosper Marketplace: Founded in 2005 by [Christian Larsen](#) and [John Witchel](#), this San Francisco company runs a peer-to-peer lending service and has raise \$80.9 million.

No. 5: SpiderCloud Wireless: Founded in 2007 by [Peter Wexler](#), this San Jose company makes indoor mobile broadband wireless equipment for wireless operators and has raised \$106 million.

No. 6: **DocuSign**: Founded in 2004 by [Thomas Gonser](#), this San Francisco company developed a Web-based service for delivery and signing of documents and has raised \$122.9 million.

No. 8. **NeuroPace**: Founded in 1997 by [Robert and David Fischell](#), this Mountain View company has developed implantable devices to treat neurological disorders and has raised \$180 million.

No. 10: **Glam Media**: Founded in 2004 by [Samir Arora](#), [Rebecca Bogle Arora](#), [Ernie Cicogna](#), [Emmanuel Job](#), [Susan Kare](#), [Dianna Mullins](#), [Raj Narayan](#), [Fernando Ruarte](#) and [Vic Zaud](#), this Brisbane company runs 3,400 lifestyle websites and has raised \$135 million.

No. 11: **Zenprise**: Founded in 2003 by [Waheed Qureshi](#), this Redwood City company makes mobile management software and has raised \$86 million.

No. 15: **Cyan**: Founded in 2006 by [Michael Hatfield](#), [Rick Johnston](#) and [Steve West](#), this Petaluma company developed Software-defined network systems and has raised \$98 million.

No. 19: **RockMelt**: Founded in 2009 by [Eric Vishria](#) and [Tim Howes](#), this Mountain View company developed a social Web browser and has raised \$40 million.

No. 20: **Marketo**: Founded in 2006 by [Phil Fernandez](#), [David Morandi](#) and [Jon Miller](#), this San Mateo company developed software that aligns sales and marketing and has raised \$120 million.

No. 23: **Boku**: Founded in 2009 by [Mark Britto](#) and [Ron Hirson](#), this San Francisco company developed an online purchase payment system and has raised \$73 million.

No. 26: **Nimble Storage**: Founded in 2008 by [Umesh Maheshwari](#) and [Varun Mehta](#), this San Jose company makes storage and backup products and has raised \$98.75 million.

No. 29: **Appirio**: Founded in 2006 by [Chris Barbin](#), [Glenn Weinstein](#), [Mike O'Brien](#) and [Narinder Singh](#), this San Francisco company helps companies adapt cloud computing services and has raised \$76.6 million.

No. 31: **Soasta**: Founded in 2006 by [Kenneth Gardner](#) and [Tom Lounibos](#), this Mountain View company offers cloud-based software testing services and has raised \$33.05 million.

No. 32: **Coraid**: Founded in 2000 by [Brantley Coile](#), this Redwood City company makes computer data storage products and has raised \$85 million.

No. 33: **BranchOut**: Founded in 2010 by [Rick Marini](#), this San Francisco company makes networking apps and has raised \$49 million.

No. 34: **Chegg**: Founded in 2005 by [Aayush Phumbhra](#), this Santa Clara textbook rental service has raised \$211 million.

No. 35: **Achaogen**: Founded in 2004 by [Floyd Romersberg](#), [J. Kevin Judice](#) and [Nathaniel David](#), this South San Francisco company has developed antibiotics for multi-drug resistant bacterial infections and has raised \$103 million.

No. 36: **Quantenna Communications**: Founded in 2006 by [Andrea Goldsmith](#) and [Behrooz Rezvani](#), this Fremont company makes chipsets for high-speed wireless networks and has raised \$153.8 million.

No. 37: **Aerohive Networks:** Founded in 2006 by Changming Liu and [Gavin Zhu](#), this Sunnyvale company sells enterprise wireless networking technology and has raised \$94.5 million.

No. 38: **Xoom:** Founded in 2001 by [Alan Braverman](#) and [Kevin Hartz](#), this San Francisco company offers an online international money-transfer service and has raised \$81.44 million.

No. 39: Appcelerator: Founded in 2006 by [Jeff Haynie](#) and [Nolan Wright](#), this Mountain View company developed a mobile cloud platform for app development and has raised \$50 million.

No. 40: Tidemark Systems: Founded in 2010 by Christian Gheorge, Nensha Bardoliwalla and [Tony Rizzo](#), this Redwood City company sells cloud-based business analytics applications and has raised \$35.3 million.

No. 41: **Marin Software:** Founded in 2006 by [Christopher Lien](#), [Joseph Chang](#) and [Wister Walcott](#), this San Francisco company helps advertisers manage Google and Facebook ads and has raised \$80 million.

No. 42: Couchbase: Founded in 2009 by [Dustin Sallings](#), [Damien Katz](#), [J. Chris Anderson](#), [James Phillips](#), [Jan Lehnardt](#) and Steve Yen, this Mountain View company developed technology to power interactive Web apps and has raised \$30 million.

No. 44: Coupa Software: Founded in 2006 by [Dave Stephens](#) and [Noah Eisner](#), this San Mateo company sells cloud-based spend optimization software and has raised \$48.7 million.

No. 45: Lithium Technologies: Founded in 2001 by Lyle and [Dennis Fong](#), this Emeryville company developed social-media platforms for large enterprises and has raised \$101.65 million.

No. 47: ThreatMetrix: Founded in 2005 by [Scott Thomas](#) and David Jones, this San Jose company developed a real-time fraud-detection software platform and has raised \$34 million.

No. 49: Xactly: Founded in 2005 by [Christopher Cabrera](#) and Satish Palvai, this San Jose company sells Web-based compensation management programs and has raised \$72 million.

No. 50: Neoconix: Founded in 2003 by [Dirk Brown](#), this Sunnyvale company makes electrical connections and has raised \$61 million.

Cromwell Schubarth is the Senior Technology Reporter at the Business Journal. His phone number is 408.299.1823.