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500TM

Technology Fast 500

2024 NORTH AMERICA

30 YEARS OF INNOVATION

2024 Application Packet

For private and public companies

Online deadline for all applications: July 5, 2024

Dedication. Innovation. Growth.

Even though no one can fully predict what's to come, technology plays a key role in helping us tackle the challenges that may come our way. Tech companies' ability to pioneer new ideas and break the mold helps us shape a better tomorrow. And we think these achievements deserve celebration.

For 30 years, the Deloitte Technology Fast 500 program has recognized innovative companies across the technology, life sciences, fintech, and energy tech sectors. Past Fast 500 winners have included technology pioneers like Google, eBay, and Tesla, who have transformed how we all live, work, and play.

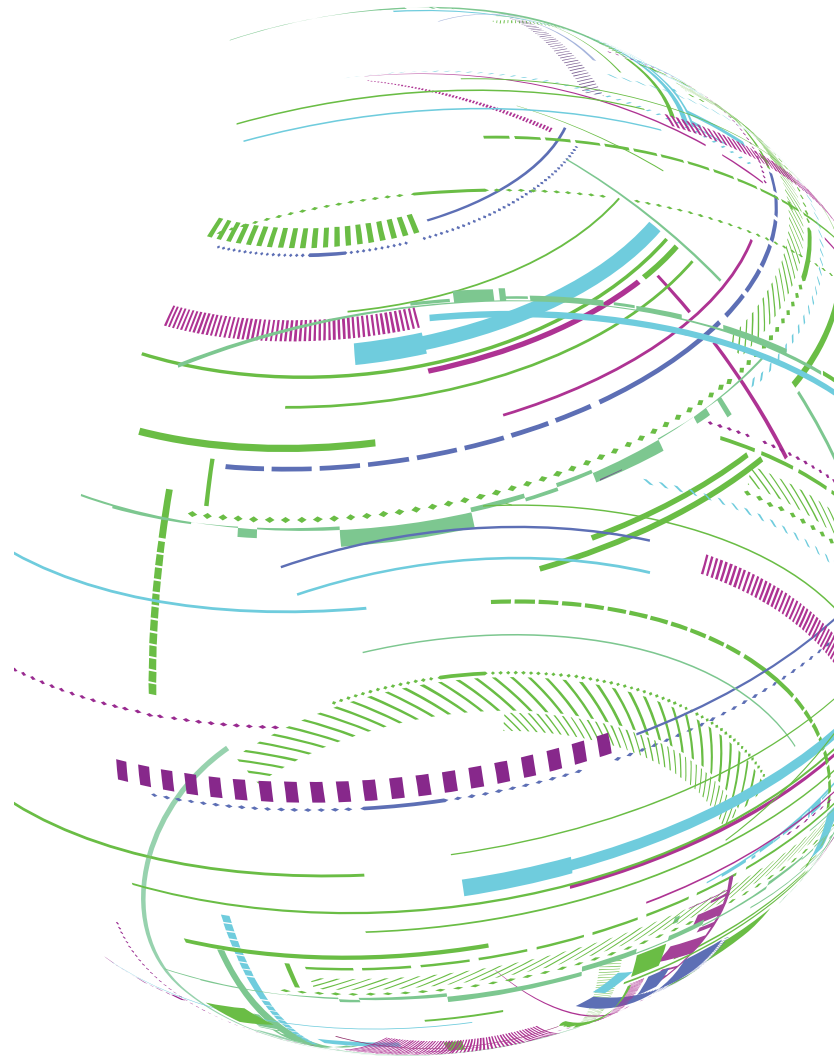
Is your company helping to reinvent what's possible? All while sustaining significant growth? We invite you to apply for the Deloitte Technology Fast 500, a ranking of the fastest-growing technology companies in North America.

The following Application Packet was created to guide you through the application process—and to answer any questions you may have about the program.

About the Deloitte Technology Fast 500

The Deloitte Technology Fast 500 is a leading technology innovation awards program in North America (United States and Canada), combining technological advancement, entrepreneurship, and resilience. Fast 500 companies—large, small, public, and private—are leaders in hardware, software, telecom, semiconductors, life sciences, fintech, and energy tech.

The Technology Fast 500 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 2024 are determined based on percentage fiscal year revenue growth during the period from 2020 to 2023. The ranking includes both private and public companies.




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Fast 500 application checklists

Private companies 

- CEO, CFO, and marketing/PR team contact information
- Completed online application form
- Proprietary Technology Statement
- 2024 Revenue Certification Form

Public companies 

- CEO, CFO, and marketing/PR team contact information
- Completed online application form

All applications due online by **July 5, 2024.**

All private company applicants must submit a Proprietary Technology Statement and the CEO/CFO Revenue Certification Form signed by their CEO or CFO.

For companies in the Top 100 private companies, the Deloitte Fast 500 team will be reaching out to secure financial support documentation in July and August.

Any questions can be addressed to the Fast 500 Validation Team at Fast500Validation@deloitte.com

It is highly recommended to upload your financial support documentation if your company's three-year growth rate is 1,000% or above. If you have your company's financial support available, please upload it with your application.

Part 1 application form (private and public companies)



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Contact us: fast500@deloitte.com Join the conversation: [@DeloitteTMT](https://twitter.com/DeloitteTMT)

2024 Fast 500 Application: Part 1

APPLICANT INFORMATION

Application contact (your name)

Your title

Your email

Application contact phone number

COMPANY INFORMATION

Company legal name

Company name for publishing

Part 1 application form (private and public companies)



www.Fast500.com

Company address line 1

Company address line 2 (optional)

City

State

Zip or postal code

Country headquarters

Are you a previous Fast 500 winner?

COMPANY REVENUE INFORMATION

Please use this time to see how your company's 3-year percentage growth rate is calculated.
If you do not have FY2020 and FY2023 revenues at this time, you will be asked to submit them in Part 2 of the application.

FY2023 Revenue (minimum US\$5 million) (optional)

Part 1 application form (private and public companies)



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COMPANY REVENUE INFORMATION

Please use this time to see how your company's 3-year percentage growth rate is calculated.

If you do not have FY2020 and FY2023 revenues at this time, you will be asked to submit them in Part 2 of the application.

FY2023 Revenue (minimum US\$5 million) (optional)

\$

FY2020 Revenue (minimum US\$50k) (optional)

\$

3-year Percentage Growth Rate Calculator

#DIV/0!

⚠ Must have base-year (FY2020) operating revenues of at least US\$50,000 and current-year (FY2023) operating revenues of at least US\$5 million, with a growth rate of 75% or greater.
 Percentage revenue growth is computed as:

$$\frac{[(FY2023 \text{ revenue} - FY2020 \text{ revenue}) / FY2020 \text{ revenue}] \times 100}{}$$

ELIGIBILITY CHECK

In order to qualify for the 2024 Fast 500 program, all companies must meet the [eligibility requirements](#).

Is the company you are applying for:

Founded on or prior to December 31, 2019?

Yes
 No

Headquartered within North America?

Yes
 No

Part 1 application form (private and public companies)



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Have base-year (fiscal year 2020) operating revenues of at least US\$50,000 and current-year (fiscal year 2023) operating revenues of at least US\$5 million, with a growth rate of 75% or greater?

Yes
 No

Own proprietary intellectual property or proprietary technology, which is sold to customers in products or services that contribute to a majority of the company's operating revenues?

Yes
 No

- A majority, greater than 50%, of the company's operating revenues must be derived from product or services 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

Eligibility Score

0

[Save + next](#) [Cancel](#)

Please select a category and entry name.

Part 2 application form (private and public companies)



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2024 Fast 500 Application: Part 2

Ownership (privately held or publicly traded company)

Private company

CHIEF EXECUTIVE OFFICER (CEO)

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

Official title (if different than CEO) (optional)

CEO email

Phone number

+1

Assistant to CEO email

Part 2 application form (private companies)



www.Fast500.com

Is your CEO an alumni of a Big 4 accounting firm?

Has the CEO founded or co-founded other businesses?

Gender of the CEO

Is the CEO a military veteran?

Ethnicity of CEO

CHIEF FINANCIAL OFFICER (CFO) OR EQUIVALENT

CFO name (i.e. Jane Smith)

CFO email

Phone number

+1

Is your CFO an alumni of a Big 4 accounting firm?

Part 2 application form (private companies)



www.Fast500.com

CHIEF OPERATING OFFICER (COO) OR EQUIVALENT

COO name (i.e. John Smith) ⓘ

COO email

COO phone number

+1

Is your COO an alumni of Big 4 accounting firm?

CHIEF INFORMATION OFFICER (CIO) OR EQUIVALENT (i.e., Trust Officer, Risk Officer)

CIO name (i.e. Jessica Smith)

Official title (if different than CIO) (optional) ⓘ

CIO email

Phone number

+1

Is your CIO (or equivalent) an alumni of a Big 4 accounting firm?


Part 2 application form (private companies)



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ADDITIONAL MARKETING/PUBLIC RELATIONS CONTACT


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

Additional marketing contact name (optional) 

Additional marketing contact email (optional)

Additional marketing contact title (optional)

Additional marketing contact phone (optional)

 +1

Company name if external Marketing/PR firm (optional)

ADDITIONAL CONTACT

If you'd like to add an additional company contact (e.g., Director of Human Resources, etc.), in addition to your contact information and other contacts collected in this application, please provide their details here. This person will be copied on communication related to your company's application.

Would you like add an additional contact?

Part 2 application form (private companies)



www.Fast500.com

COMPANY INFORMATION

Company phone number

+1

Company website

Please use format: www.companyname.com

Company Twitter handle (optional)

Year founded

Companies must be founded on or prior to December 31, 2019

What was the estimated valuation of the Company in its latest round of equity funding:

Is your Company preparing to go public?

Number of employees

Best estimate of the number of employees as of the application date

In 100 words or less, provide a description of your Company and its products and/or services. 0 / 100 words

Part 2 application form (private companies)



www.Fast500.com

Industry

In which countries does your Company have operations? (Select all that apply)

- China
- Japan
- Southeast Asia
- Other APAC countries
- United Kingdom
- Other EMEA countries
- Canada
- Mexico
- United States
- Other countries not listed
- Don't know

Which Cybersecurity and Privacy standards does your Company comply with? (Select all that apply)

- NIST Cybersecurity Framework (NIST CSF)
- Payment Card Industry - Data Security Standard (PCI - DSS)
- Privacy regulations such as GDPR and CCPA
- Health Insurance Portability and Accountability Act of 1996 (HIPAA)
- SOC (System and Organization Controls) 2
- ISO 27001
- FedRAMP
- Don't know

Has your Company identified sustainability goals?

Has your Company assigned a leader or governance body for sustainability activities?

Part 2 application form (private companies)



www.Fast500.com

Current Auditor/Accounting Firm

Tell us all the ways you heard about Fast 500 this year. (Select all that apply)

- Prior knowledge of Fast 500
- Direct email from Deloitte
- Direct email from a Fast 500 sponsor
- From a Marketing/PR firm
- From a Venture Capitalist
- Internet search
- On Twitter
- On LinkedIn
- On Facebook
- On Instagram
- Word of mouth
- Other

Please let us know how else you heard about Fast 500 this year.

COMPANY REVENUE INFORMATION

Fiscal year 2023 operating revenue in USD (do not round)

\$

Must have current-year (FY2023) operating revenues of at least US\$5 million

Fiscal year 2020 operating revenue in USD (do not round)

\$

Must have base-year (FY2020) operating revenues of at least US\$50,000

Are all your revenues entered correctly? If not, please correct above now.

Part 2 application form (private companies)



www.Fast500.com

3-year Percentage Revenue Growth Rate Calculator

#DIV/0!

⚠ Must have base-year (FY2020) operating revenues of at least US\$50,000 and current-year (FY2023) operating revenues of at least US\$5 million, with a growth rate of 75% or greater.

Percentage revenue growth is computed as: $[(FY2023 \text{ revenue} - FY2020 \text{ revenue}) / FY2020 \text{ revenue}] \times 100$

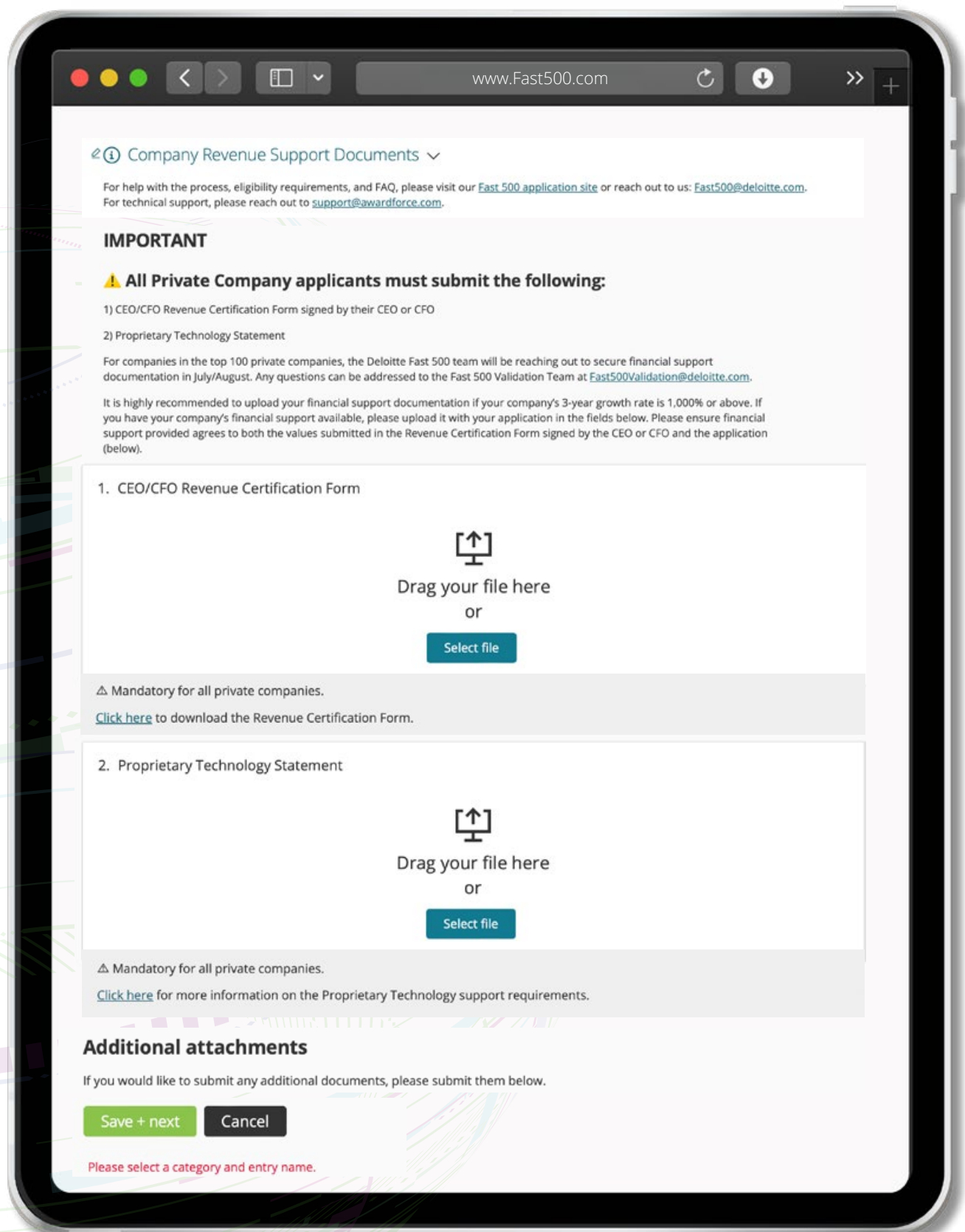
Was the 3-year growth percentage calculated above over 1,000%?

Month of fiscal year-end

Save + next Cancel

Please select a category and entry name.

Part 2 company revenue support documents (private companies)



Part 2 company certification (private companies)



www.Fast500.com

COMPANY CERTIFICATION

- 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 publicly disclose my company's revenue growth percentage computed as $\frac{[(FY2023 \text{ revenue} - FY2020 \text{ revenue}) / FY2020 \text{ revenue}] \times 100$. I have received approval from the company's CEO or CFO.
- 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.
- 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 July 5, 2024 will result in my company being eliminated from further consideration.
- I understand that Deloitte will review my online application submission in July/August 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.

Applicant confirmation

If you have completed all mandatory questions, please select **Submit entry** to submit your application.

[Save + next](#) [Save + close](#) [Preview](#) [Submit entry](#)

Part 2 application form (public companies)



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2024 Fast 500 Application: Part 2

CHIEF EXECUTIVE OFFICER (CEO)

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

Official title (if different than CEO) (optional)

CEO email

Phone number

+1

Assistant to CEO email

Is your CEO an alumni of a Big 4 accounting firm?

Has the CEO founded or co-founded other businesses?

Part 2 application form (public companies)



www.Fast500.com

Gender of the CEO

Is the CEO a military veteran?

Ethnicity of CEO

CHIEF FINANCIAL OFFICER (CFO) OR EQUIVALENT

CFO name (i.e. Jane Smith)

CFO email

Phone number

Is your CFO an alumni of a Big 4 accounting firm?

CHIEF INFORMATION OFFICER (CIO) OR EQUIVALENT (i.e., Trust Officer, Risk Officer)

CIO name (i.e. Jessica Smith)

Part 2 application form (public companies)



www.Fast500.com

Official title (if different than CIO) (optional) ⓘ

CIO email

Phone number

+1

Is your CIO (or equivalent) an alumni of a Big 4 accounting firm?

ADDITIONAL MARKETING/PUBLIC RELATIONS CONTACT

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

Additional marketing contact name (optional) ⓘ

Additional marketing contact email (optional)

Additional marketing contact title (optional)

Additional marketing contact phone (optional)

+1

Part 2 application form (public companies)



www.Fast500.com

Company name if external Marketing/PR firm (optional)

ADDITIONAL CONTACT

If you'd like to add an additional company contact (e.g., Director of Human Resources, etc.), in addition to your contact information and other contacts collected in this application, please provide their details here. This person will be copied on communication related to your company's application.

Would you like add an additional contact?

COMPANY INFORMATION

Company phone number

Company website

Company Twitter handle (optional)

Year founded

Number of employees

In 100 words or less, provide a description of your Company and its products and/or services. 0 / 100 words

Part 2 application form (public companies)



www.Fast500.com

Industry

In which countries does your Company have operations? (Select all that apply)

- China
- Japan
- Southeast Asia
- Other APAC countries
- United Kingdom
- Other EMEA countries
- Canada
- Mexico
- United States
- Other countries not listed
- Don't know

Which Cybersecurity and Privacy standards does your Company comply with? (Select all that apply)

- NIST Cybersecurity Framework (NIST CSF)
- Payment Card Industry - Data Security Standard (PCI - DSS)
- Privacy regulations such as GDPR and CCPA
- Health Insurance Portability and Accountability Act of 1996 (HIPAA)
- SOC (System and Organization Controls) 2
- ISO 27001
- FedRAMP
- Don't know

Has your Company identified sustainability goals?

Has your Company assigned a leader or governance body for sustainability activities?

Current Auditor/Accounting Firm

Part 2 application form (public companies)



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Tell us all the ways you heard about Fast 500 this year. (Select all that apply)

- Prior knowledge of Fast 500
- Direct email from Deloitte
- Direct email from a Fast 500 sponsor
- From a Marketing/PR firm
- From a Venture Capitalist
- Internet search
- On Twitter
- On LinkedIn
- On Facebook
- On Instagram
- Word of mouth
- Other

Please let us know how else you heard about Fast 500 this year.


COMPANY REVENUE INFORMATION

Fiscal year 2023 operating revenue in USD (do not round)

\$

Fiscal year 2020 operating revenue in USD (do not round)

\$

 Are all your revenues entered correctly? If not, please correct above now.

3-year Percentage Revenue Growth Rate Calculator

#DIV/0!

Month of fiscal year-end

Save + next Cancel

Please select a category and entry name.

Part 2 application form (public companies)



www.Fast500.com

Company Revenue Support Documents ^

As a Public Company, you do not need to upload revenue support documentation. Please continue to Company Certification.

Additional attachments

If you would like to submit any additional documents, please submit them below.

Save + next Cancel

Please select a category and entry name.

COMPANY CERTIFICATION

- 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 publicly disclose my company's revenue growth percentage computed as $[(FY2023 \text{ revenue} - FY2020 \text{ revenue}) / FY2020 \text{ revenue}] \times 100$. 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 July 5, 2024 will result in my company being eliminated from further consideration.
- I understand that Deloitte will review my online application submission in July/August 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.

Applicant confirmation

If you have completed all mandatory questions, please select **Submit entry** to submit your application.

Save + next Save + close Preview Submit entry

Revenue Certification Form

This form is required for all companies whose financial statements are not publicly available.

This form must be signed by the company's CEO or CFO.

Name of company applying for the 2024 Technology Fast 500: _____

Fiscal year 2020 revenue (amount should agree to support): _____

Fiscal year 2023 revenue (amount should agree to support): _____

You must complete the table related to revenue support type if your company falls within the top 100 private companies. If your company isn't within the top 100 private companies, you don't need to complete this section.

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.

Revenue support type	
2023	2020
	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 nominee, page 1. If the return was filed electronically and does not include a signature, please provide the "signed e-file authorization form" along with page 1.
NA	Unaudited or unreviewed internal financial statements , along with the name of your independent public accountant and an estimate of when the audited or reviewed financial statements will be available.

Estimated date the audited or reviewed financial statements will be available (month/day): _____

Name of independent public accountant: _____

Certifier must be the CEO or CFO

Certifier's name: _____

Certifier's title: _____

Certifier's email: _____

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 $[(FY2023 \text{ revenue} - FY2020 \text{ revenue}) / FY2020 \text{ revenue}] \times 100$. **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 July 5, 2024. Failure to meet the July 5 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 attention Gavin Graves or visit www.Fast500.com.

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2024 Technology Fast 500

Does your company have what it takes to rank?

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 sciences, fintech, or energy tech company and:

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

Founded on or prior to December 31, 2019.

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. Have base-year (fiscal year 2020) operating revenues of at least US\$50,000 and current-year (fiscal year 2023) operating revenues of at least US\$5 million, with a growth rate of 75% or greater.

4. Own proprietary intellectual property or proprietary technology, which must be sold to customers in products or services 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 or services 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.

The Fast 500 program may in its sole discretion remove any application from consideration for any reason.

More information

Percentage revenue growth is computed as:
 $[(FY23 \text{ revenue} - FY20 \text{ revenue}) / FY20 \text{ revenue}] \times 100$

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:

- Communications/networking
- Digital content/media/entertainment
- Energy & sustainability technology
- Fintech

- Hardware & semiconductors (including electronic devices)
- Life sciences
- Software & services

Who should apply:

Private companies, as well as public companies traded via over-the-counter exchanges, must apply 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 at Fast500@deloitte.com, to confirm their inclusion in the research and application process.



Questions?

For questions or more information, contact Gavin Graves at Fast500@deloitte.com.



2024 Technology Fast 500

Revenue support requirements

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All private company applicants must submit a CEO/CFO Revenue Certification Form signed by their CEO or CFO, along with any combination of the following revenue support for fiscal year 2023 and fiscal year 2020:

- **Audited financial statements**, including the audit report signed by an independent public accountant.
- **Reviewed financial statements**, including the review report signed 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 that are not able to meet the revenue support deadline of July 5, 2024, the following option is available for fiscal year 2023 revenue amounts **only**:

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

Additional information regarding an applicant's revenue may be requested.

Any questions can be addressed to the Fast 500 Validation Team at Fast500Validation@deloitte.com.

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 companies and public companies traded via over-the-counter exchanges) are required to submit the materials as described here.

How the information is used:

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

Example applications:

[Private company](#)

[Public company](#)

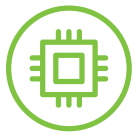
Eligibility requirement 3:

Base-year (fiscal year 2020) operating revenues of at least US\$50,000 and current-year (fiscal year 2023) operating revenues of at least US\$5 million, with a growth rate of 75% or greater.



Questions?

For questions or more information, contact Gavin Graves at Fast500@deloitte.com.



2024 Technology Fast 500

Proprietary technology support requirements

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

Oftentimes, companies can leverage this information from materials that have already been developed, such as a product brochure. The statement should be in either Word or PDF format.

Additional information regarding an applicant's proprietary technology 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 companies and public companies traded via over-the-counter exchanges) are required to submit the materials as described on the previous page. 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 July 5, 2024, including proprietary technology support.

Eligibility requirement 4:

Own proprietary intellectual property or proprietary technology, which must be sold to customers in products or services 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 or services 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, contact **Gavin Graves** at Fast500@deloitte.com.



2024 Technology Fast 500 Frequently asked questions

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

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 Industry Practice Area of Deloitte presents the Deloitte Technology Fast 500?
- How long has the program been around?

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 I would like to delete. Can I delete it myself? Can I delete a submitted application?
- I deleted our 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?
- What is proprietary technology?
- Can you provide more information on what to submit for proprietary technology support?

Application process (continued)

- Does the program require that we provide supporting documentation for revenue amounts?
- We are in the process of completing the online application form, and our CFO does not anticipate having the audited 2023 financial statements back in time for the application deadline. What other documents can we submit for 2023?
- 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 an NDA (nondisclosure agreement) in order to provide the requested revenue support (financial statements). Will Deloitte sign an NDA?
- If an NDA is not possible, can you provide the details of your privacy policy?

Eligibility requirements

- How do companies qualify?
- Are the eligibility requirements for the 2024 program the same as the 2023 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 our company is acquired after we submit the application?

Information for award winners

- Where can we find the Technology Fast 500 logo to put on our company website or other marketing materials?
- Do winning companies receive an actual award?
- How can our 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

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, fintech, 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 2024 are determined based on percentage fiscal year revenue growth during the period from 2020 to 2023. 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. Applicants that are in the Top 100 private companies will be required to provide revenue support to Deloitte.

What are the program's important dates?

- Application period: **April 1–July 5, 2024**
- Winner announcements: **November 21, 2024**
- Congratulatory events: Information on local winner celebration 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 these 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). Note that a company can be a winner in only one program, dictated by where its headquarters are located.

Who are the primary contacts?

United States—**Gavin Graves**, Fast500@deloitte.com

Canada—**Nadine Ulrich**, Fast500@deloitte.ca

Asia Pacific—**Jennifar Alam**, AP_DeloittePrivate@deloitte.com.cn

EMEA—**Kariel Parian**, kparian@deloitte.co.uk

Does the program use social media?

Yes. @DeloitteTMT and #fast500.

Is there an awards ceremony?

Awards are presented during local invitation-only winner celebration 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 Industry Practice Area of Deloitte presents 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. 2024 marks the program's 30th year.



Application process

Is there an application fee?

There is no fee to apply.

When is the deadline to apply?

The application period begins on April 1, 2024, and closes on July 5, 2024. There are no extensions. Failure to meet this 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, to confirm their inclusion in the research and 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, click [here](#).
- To view and download a sample PDF of the **public company** online application form, click [here](#).

I have created a draft application I would like to delete. Can I delete it myself? Can I delete a submitted application?

Yes. From the Enter workspace, go to Entries, click the checkbox next to the entry you would like to delete, and click Delete.

I deleted our 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 July 5, 2024.

How is the percentage growth calculated?

$$\frac{[(\text{Current-Year Revenue} - \text{Base-Year Revenue}) / \text{Base-Year Revenue}] \times 100}{1} = \text{Percentage Growth}$$

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, applicants 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 July 5, 2024.



Application process (cont.)

What is proprietary technology?

It is proprietary intellectual property or proprietary technology that is sold to customers in products or services 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 or services 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.

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 product or service and how your customers use it. Oftentimes, companies can leverage this information from materials that have already been developed, such as a product brochure. The statement should be in either Word or PDF format. Additional information regarding an applicant's revenue and proprietary technology may be requested.

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

All private company applicants must submit a CEO/CFO Revenue Certification Form signed by their CEO or CFO.

For companies in the Top 100 private companies, Deloitte's Fast 500 team will be reaching out to secure financial support documentation in July and August. Any questions can be addressed to the Fast 500 Validation Team at Fast500Validation@deloitte.com.

It is highly recommended to upload your financial support documentation if your company's three-year growth rate is 1,000% or above. If you have your company's financial support available, please upload it with your application.

The use of these materials will be limited to the Technology Fast 500 program. Detailed information can be found [here](#).

We are in the process of completing the online application form, and our CFO does not anticipate having the audited 2023 financial statements back in time for the application deadline. What other documents can we submit for 2023?

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 that are not able to meet the application deadline of July 5, 2024, the following option is available for fiscal year 2023 revenue amounts **only**:

- **Unaudited or unreviewed internal financial statements**, along with the name of your independent public accountant and an estimate of when the audited or 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 an NDA (nondisclosure agreement) in order to provide the requested revenue support (financial statements). Will Deloitte sign an 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](#).



Eligibility requirements

How do companies qualify?

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

Are the eligibility requirements for the 2024 program the same as the 2023 program?

Yes.

What is revenue support?

All private company applicants must submit a CEO/CFO Revenue Certification Form signed by their CEO or CFO.

For companies in the Top 100 private companies, the Deloitte Fast 500 team will be reaching out to secure financial support documentation in July and August. Any questions can be addressed to the Fast 500 Validation Team at Fast500Validation@deloitte.com.

It is highly recommended to upload your financial support documentation if your company's three-year growth rate is 1,000% or above. If you have your company's financial support available, please upload it with your application.

Acceptable forms of revenue support for fiscal year 2023 and fiscal year 2020 include 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 that are not able to meet the revenue support deadline of July 5, 2024 the following option is available for fiscal year 2023 revenue amounts only:

- **Unaudited or unreviewed internal financial statements**, along with the name of your independent public accountant and an estimate of when the audited or 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 public company application form and/or check with the national Fast 500 team, via email at Fast500@deloitte.com, to confirm their inclusion in the research and application process.



Eligibility requirements (cont.)

Are rankings based on fiscal or calendar year revenues?

The ranking is based on fiscal year revenue growth from 2020 to 2023.

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:

- Communications/networking
- Digital content/media/entertainment
- Energy & sustainability technology
- Fintech
- Hardware & semiconductors (including electronic devices)
- Life sciences (choose from the following subsectors):
 - Biotechnology/pharmaceutical
 - Medical devices
 - Health tech
- Software & services (choose from the following subsectors):
 - Consumer software
 - Digital platforms
 - Education
 - Enterprise infrastructure & productivity
 - Security

Every applicant must fall under one and only one industry 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 company application form, we defer to the industry selected on the online form.

Private companies self-select industry classification when completing the private company 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 our company is acquired after we submit our application?

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



Information for award winners

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

Please contact us at Fast500@deloitte.com.

Do winning companies receive an actual award?

Yes. Official Technology Fast 500 commemorative winner plaques will be presented at regional winners celebration events or delivered sometime after mid-November 2024.

How can our 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 **+1 800 755 2238** or email 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. Media guidance will be sent to all winning companies prior to the winner announcements to the public on November 21, 2024.

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 21, 2024, at 5 a.m. ET, 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 21, 2024, at 5 a.m. ET.

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



Questions?

For questions or more information, contact **Gavin Graves** at Fast500@deloitte.com.

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Technology Fast 500
2024 NORTH AMERICA

30 YEARS OF INNOVATION



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The number "500" in a large, bold, green font, with a small "TM" trademark symbol to its upper right.

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