

# Where Accountants Fit in Washington's Technology Ecosystem



2 June 2015

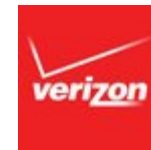
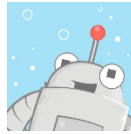
# Washington's Technology Ecosystem



- Washington Technology
  - Sectors
  - Scale and impact
- Ecosystem
  - Investors
  - Entrepreneurs
  - Associations
  - Attorneys
  - Freelancers
  - Bankers
  - Accountants
  - Insurance
  - Real estate
- Where Are the Accountants?

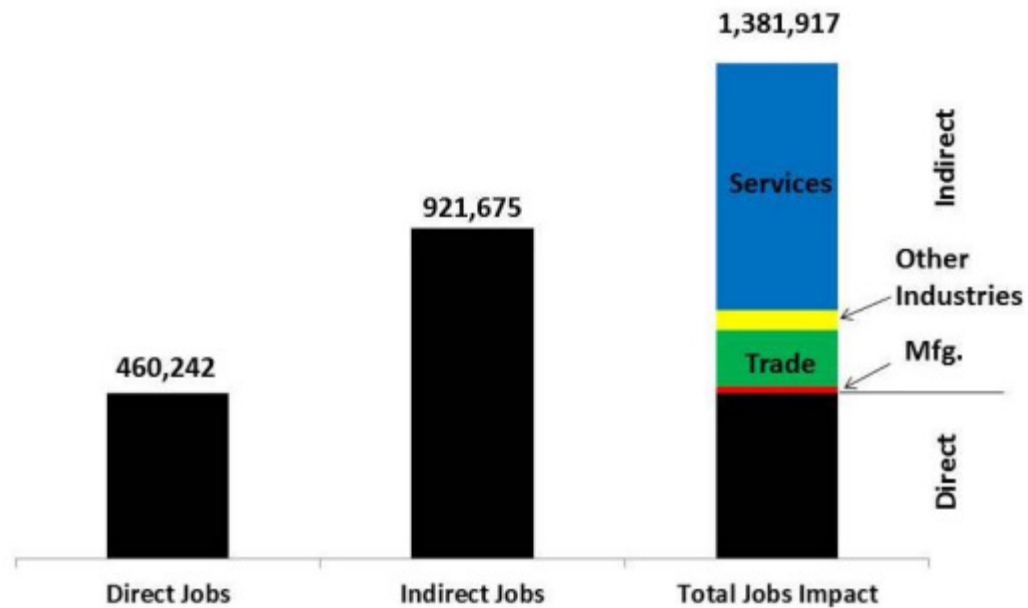
# Washington Technology Sectors

- Software
- Dataware
- Hardware
- Life sciences
- Mobile
- Social media
- E-commerce
- Telecommunications



# Washington Technology Jobs

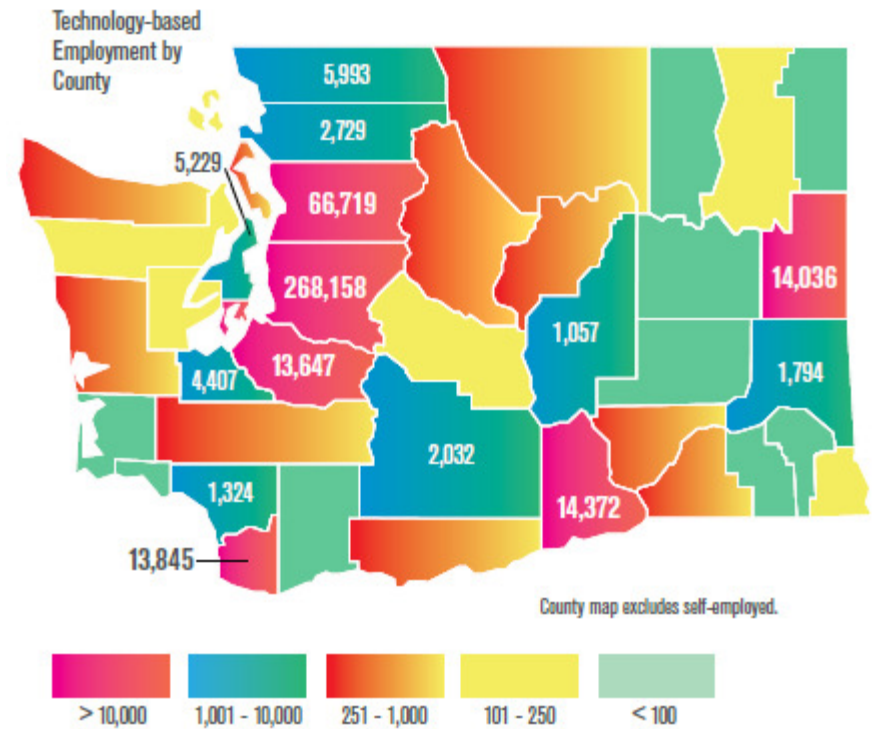
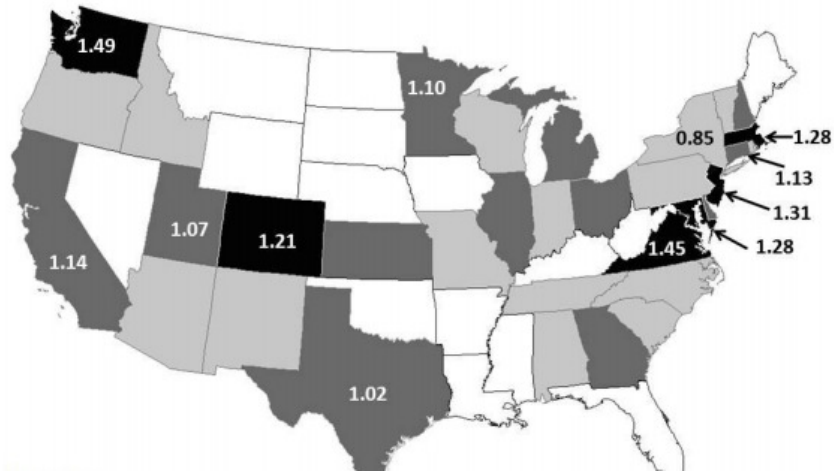
Figure 12 Total Direct and Indirect Employment Impacts



Source: Beyers report

# Washington Technology Jobs

**Figure 4 Location Quotients for Technology-Based Employment in the U.S.**  
(industries defined as in Table 2, excluding university and federal research)



Source: Beyers report

## Technology in Washington is a BIG DEAL

# The Ecosystem -- Investors

– Public markets



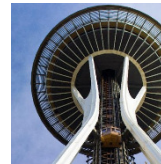
– Private equity



– Strategic investors



– Venture capital



– Angels



– Friends and family

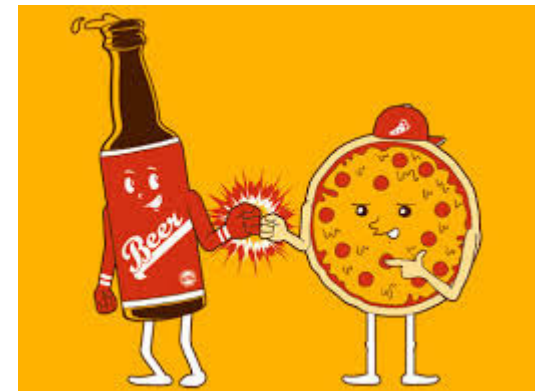


NATIONAL/GLOBAL

LOCAL

## 2014 IPOs

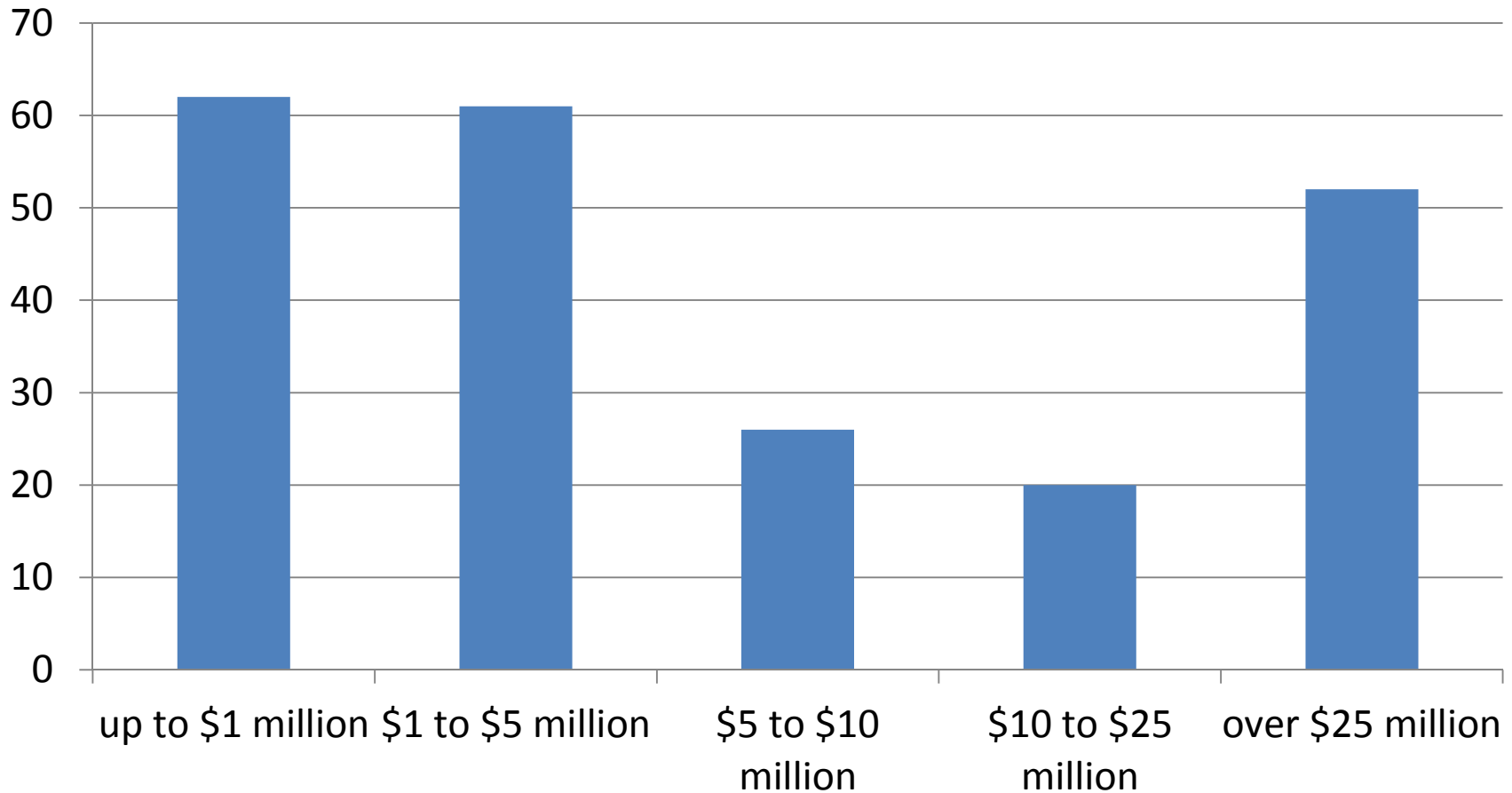
- Juno Therapeutics, cancer therapies
- Alder Biopharmaceuticals, migraine and arthritis drugs
- Trupanion, pet insurance
- Acucela (Tokyo exchange), eye disease treatment
- Immune Design, cancer therapies
- American Brewing, beer
- Papa Murphy's, pizza





# Investors – private financing

## Number of WA/OR financings in past six months



Source: Pitchbook

## There is Money Available for Technology in Washington

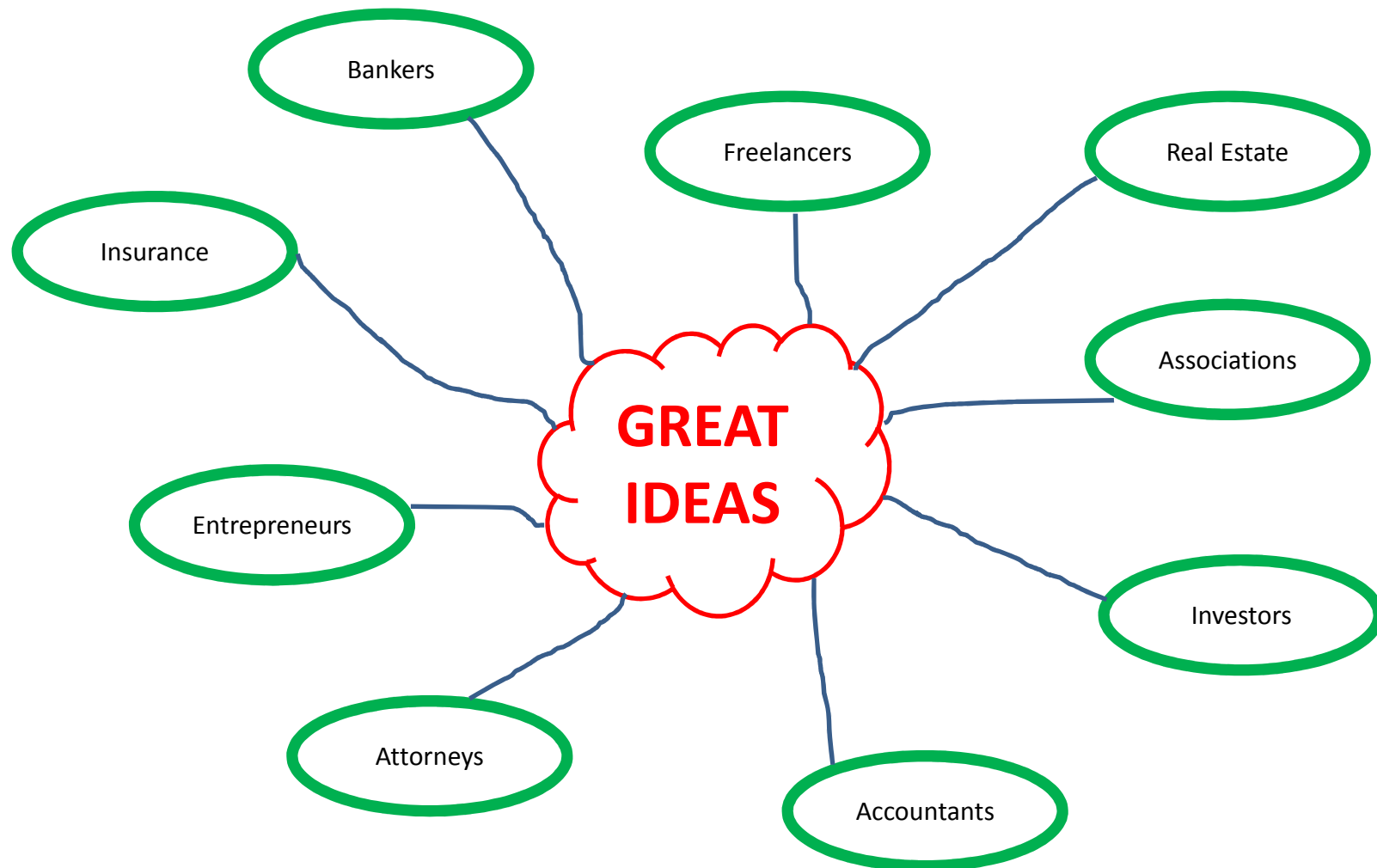
# The Ecosystem\*



\* Selection of ecosystem players

## So, Where Are the Accountants?

# The Ecosystem





## Things to keep in mind

- Your reputation and health are your two most important assets
- Everyone survives a merger and moves on
- Seattle is a small town
- You can do anything you want, but you are accountable
- Hire and work with people smarter than you
- The World is a small town
- Do something, even if it's wrong
- Never leave a birdie putt short

# Speaker Contact

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# About Clark Nuber

Clark Nuber was founded in 1952 with the vision of providing sophisticated accounting and consulting services to private companies and their owners. This continues to be our core business. We only audit privately held companies, which lets our auditors focus on one risk-based and cost-efficient audit methodology.

The size of our firm allows us to be nimble, yet we are large enough to offer a broad range of specialized services and expertise targeted to entrepreneurial and privately owned companies. Being located in one office makes collaboration and decision-making much easier; there is no complex hierarchy to navigate through to get answers quickly. Our clients tell us they appreciate that they routinely have ready access to the partners of the firm working on their accounts.

Our core accounting services are strong, with about half of our work focused on attest services such as audits, reviews, and compilations, as well as advisory services such as outsourced accounting, bookkeeping and CFO services.

Our professionals have experience performing audits and tax work for over 100 technology-related companies with annual revenues ranging from start-up to over \$1 billion. Our clients include companies that have developed and are now marketing their proprietary software and hardware; they also include video game developers, application service providers, and contract software developers.

In support of the technology industry, Clark Nuber is a member of the Washington Technology Industry Association, and Matt Medlin is on the board of the Technology Alliance. We also made a strategic commitment to foster relationships with the venture capital/private equity community – such as Founders’ Co-op, Frazier, Madrona, Maveron, Swiftsure Capital, and Tola Capital – and have worked to establish relationships with leaders of the local Big 4 offices.

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## Sources



- The Economic Impact of Technology-Based Industries in Washington State (2013) by William B. Beyers, Department of Geography, University of Washington, May 2014. Prepared for the Technology Alliance.
- Puget Sound Business Journal
- The Seattle Times
- Technology Alliance
- Pitchbook
- Twitter and Wikipedia