

\$4.1 billion

Total revenue of the Fast 100 companies.
Last year: \$3.63 billion

Less than 40 hours	10%
40 - 50 hours	21%
50 - 60 hours	31%
60 - 75 hours	26%
More than 75 hours	12%

MCCREARY (Verve)
Portraits), Jacque Moreau (Appoint Human Resources), Bianca Rothschild (Magidust)

Proportion of founders who suffered major setbacks with their businesses

Proportion of founders who say their businesses have adversely affected their health and personal lives

DECADE'S DYNAMOS

Setting a cracking pace in the start-up phase of a business is relatively easy; maintaining that growth over the long haul is the hard part. Of the 657 companies that have appeared in the *BRW Fast 100* during the past decade, only 23 have made the list four or more times.

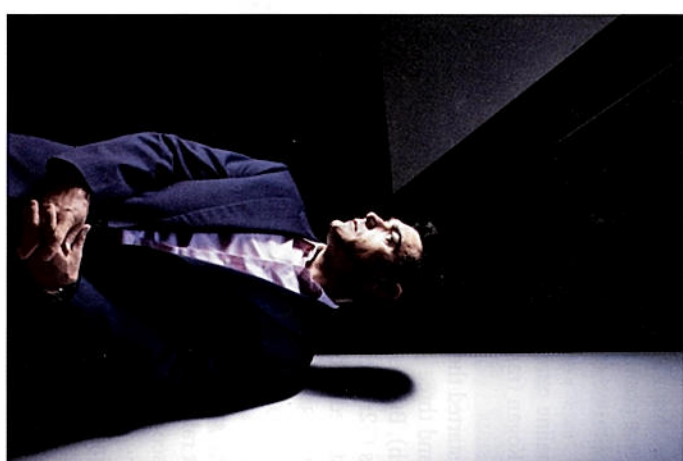
Leading the pack of "stayers" are companies founded by two Fast 100 veterans: David Stevens and Scott Frew. Stevens' businesses, SecureTel and Brennan IT, first appeared on the list in 2004 and stayed there until last year.

Frew's IT services outfits, Distribution Central and Firewall Systems, have appeared since 2005. Distribution Central is ranked 67th this year, with revenue of \$178 million and an average annual three-year growth rate of nearly 53 per cent.

Listed Telco M2 Telecommunications, founded by Vaughan Bowen, and listed online auto advertising group carsales.com.au, founded by Greg Roebuck, are among the better known of the Fast 100's five-timers. And they could have notched up even more appearances were it not for the eligibility requirement limiting staff numbers of Fast 100 companies to 200.

Ditto for software success story Atlassian, which last appeared on the list in 2009. Founded by Michael Cannon-Brookes and Scott Farquhar, the company has expanded its operations into the United States, Japan and Europe and now has a workforce of 220. But it hasn't been good news for two former Fast 100 stars.

Listed digital marketing company Destra Corp, which was a fixture on the list in the mid-noughties, was placed in administration in November 2008 after its founder Domenic Carosa became a victim of the



Stayers: Scott Frew, left, has been on the list since 2005, while David Stevens, above, first secured his place in 2004

collapse of stockbroker Opes Prime. Destra was delisted in August 2009.

In mid-October, Wayne Ormond's mortgage broking group Refund Home Loans, which made its fourth appearance on the Fast 100 last year, was placed into voluntary administration with reported debts of \$2.5 million.

Ormond, who said Refund had already attracted four potential buyers, blamed the global financial crisis for its woes.

10-YEAR HALL OF FAME

Systems (all founded by Scott Frew)

SEVEN TIMES
Brennan VDI, Brennan Voice & Data/Secure Telecom (all founded by David Stevens)

FIVE TIMES
Assativity Carsales.com.au Lift Shop M2 Telecommunications

Distribution Central/Firewall

OSD Pipelines/Energy Services

Seven Consulting

FOUR TIMES
AI Rubber Aconex Atlassian Andrew's Airport Parking

Destra Corporation IspONE MacarthurCook Permission Corp/EmailCash Realstate.com.au RedBallcon Refund Home Loans Techhead Interactive Thomas Duryea Consulting Webjet

Louise Kennerley, Nic Walker