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FOR IMMEDIATE RELEASE

memoryBlue Celebrates Record-Setting 2012 With Its First Appearance on the Inc. 500 | 5000

Company Ranks No. 1,552 on the 2013 Inc. 500 / 5000 and No. 94 in Virginia with Three-Year Sales Growth of 256%

Vienna, VA – August 27, 2013 – memoryBlue today announced that *Inc.* Magazine ranked the company No. 1,552 on its seventh annual Inc. 500 | 5000, an exclusive ranking of the nation's fastest-growing private companies. With three-year sales growth reaching 256 percent, the company ranked No. 94 of companies in the state of Virginia.

memoryBlue provides inside sales solutions that help high tech companies grow their revenue base; these solutions include inside sales management, inside sales services, and inside sales recruiting. The company's success can be attributed to a [rapidly growing industry](#), a uniquely flexible business model, and a culture that inspires both personal and business growth.

"We're thrilled to be a part of such a prestigious group of high-growth companies on the Inc. 500 | 5000," said Chris Corcoran, Cofounder and Managing Partner of memoryBlue. "We're grateful for our clients, employees, alumni and partners for helping us achieve a record-setting 2012, and for continuing that momentum into 2013."

In a stagnant economic environment, the median growth rate of 2013 Inc. 500 | 5000 companies is an impressive 142 percent. The companies on this year's list report having created over 520,000 jobs in the past three years, and aggregate revenue among the honorees reached \$241 billion.

"Not all the companies in the Inc. 500 | 5000 are in glamorous industries, but in their fields they are as famous as household name companies simply by virtue of being great at what they do. They are the hidden champions of job growth and innovation, the real muscle of the American economy," says *Inc.* Editor Eric Schurenberg.

Methodology

The 2013 Inc. 500 | 5000 is ranked according to percentage revenue growth when comparing 2009 to 2012. To qualify, companies must have been founded and generating revenue by March 31, 2009. They had to be U.S.-based, privately held, for profit, and independent—not subsidiaries or divisions of other companies—as of December 31, 2012. (Since then, a number of companies on the list have gone public or been acquired.) The minimum revenue required for 2009 is \$100,000; the minimum for 2012 is \$2 million. As always, *Inc.* reserves the right to decline

applicants for subjective reasons. Companies on the Inc. 500 are featured in *Inc.*'s September issue. They represent the top tier of the Inc. 5000, which can be found at www.inc.com/500.

About memoryBlue

memoryBlue is an inside sales consulting firm based outside of Washington, D.C. The company helps high tech companies grow faster and more profitably by maximizing the effectiveness of inside sales, while at the same time advancing the careers of inside sales professionals. The company has worked with more than 175 high tech companies to provide outsourced inside sales teams, inside sales recruiting solutions, and inside sales management services. For more information, visit <http://www.memoryBlue.com>.

About *Inc.*

Founded in 1979 and acquired in 2005 by **Mansueto Ventures, *Inc.*** is the only major brand dedicated exclusively to owners and managers of growing private companies, with the aim to deliver real solutions for today's innovative company builders. Total monthly audience reach for the brand has grown significantly from 2 million in 2010 to over 6 million today. For more information, visit www.inc.com.

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