

BUSINESS PROFILE**Architect firm focuses on R&D**

THE BUSINESS: Folio Architects provides architectural design services, specializing in technically challenging projects for research and development customers. The firm's projects include wet labs, device development labs, drug and device manufacturing spaces, office spaces and cafeterias. The company is now working on tenant improvements to a 1960s building at the Pulse Labs for Biology and Physics Research at Stanford Linear Accelerator Center. Other past clients include Novo Nordisk Delivery Technologies Inc. in Hayward and Alza Corp. in Mountain View, which was purchased by Johnson & Johnson.

CUSTOMERS: Private life science (biotech, pharmaceutical) companies, high-tech companies, local cities, universities and federal government customers.

EMPLOYEES: 7

LOCATIONS: 1

SHORT-TERM GOALS: Double the company's revenue over the next year, growing the practice size to be able to tackle larger projects.

LONG-TERM GOAL: Be recognized as a reputable firm for providing quality design and excellent services consistently for every project — whatever the scale.

BIGGEST COMPETITORS: Larger architecture and engineering firms that go after the

smallest of projects — especially in the current economic climate.

SOMETHING ABOUT BUSINESS THAT MIGHT SURPRISE PEOPLE: The expertise and professional quality of service that can be provided by a smaller firm.

HOW BUSINESS WILL CHANGE IN FIVE YEARS: CEO Deepa Dhar expects to see more collaboration in the design process and sees her firm growing to about 15 to 20 people.

BEST BUSINESS DECISION: Passing up a couple of merger offers.

TOUGHEST BUSINESS DECISION: Dhar said taking the leap into private practice required trust and determination to make it work.

LIKE LEAST ABOUT THE BUSINESS: Projects going on hold — lack of funding and not getting built.

ONE THING THAT MIGHT SURPRISE PEOPLE ABOUT THE CEO: Her involvement in every project.

FOLIO ARCHITECTS

CEO: Deepa Dhar
Headquarters: Santa Clara
2008 revenue: \$1 million
Founded: 2001
Source, amount of startup capital: Self-funded, \$20,000
Phone: 408.980.8955
Web site: www.folioarchitects.com



STEPHANIE SECREST

R&D SPECIALIST: Folio Architects CEO Deepa Dhar says her company is adept at designing technically challenging projects for research and development customers.

If you would like to see your company's snapshot here, send an e-mail to Cromwell Schubarth at cschubarth@bizjournals.com.