

TechTarget Inc  
Form SC 13G  
February 11, 2016

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**SCHEDULE 13G**

**(Rule 13d-102)**

**Information Statement Pursuant to Rules 13d-1**

**Under the Securities Exchange Act of 1934  
(Amendment No. )\***

**TechTarget, Inc.**

(Name of Issuer)

**Common Stock, \$0.001 par value**

(Title of Class of Securities)

**87874R100**

(CUSIP Number)

**December 31, 2015**

Date of Event Which Requires Filing of the Statement

Check the appropriate box to designate the rule pursuant to which this Schedule is filed:

- Rule 13d-1(b)
- Rule 13d-1(c)
- Rule 13d-1(d)

\*The remainder of this cover page shall be filled out for a reporting person's initial filing on this form with respect to the subject class of securities, and for any subsequent amendment containing information which would alter disclosures provided in a prior cover page.

The information required on the remainder of this cover page shall not be deemed to be "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934 ("Act") or otherwise subject to the liabilities of that section of the Act but shall be subject to all other provisions of the Act (however, see the Notes).



CUSIP No. 87874R100

13G

1. Name of Reporting Person  
S.S. OR I.R.S. Identification No. of Above Person  
  
Trigran Investments, Inc.
  2. Check the Appropriate Box if a Member of a Group  
(a)   
(b)
  3. SEC Use Only
  4. Citizenship or Place of Organization  
Illinois company
- |   |    |  |
|---|----|--|
| Number of<br>Shares<br>Beneficially<br>Owned by<br>Each<br>Reporting<br>Person With | 5. | Sole Voting Power<br>0                                       |
|   | 6. | Shared Voting Power<br>1,660,765 shares of common stock      |
|   | 7. | Sole Dispositive Power<br>0                                  |
|   | 8. | Shared Dispositive Power<br>1,660,765 shares of common stock |
9. Aggregate Amount Beneficially Owned by Each Reporting Person  
1,660,765 shares of common stock
  10. Check Box if the Aggregate Amount in Row (9) Excludes Certain Shares
  11. Percent of Class Represented by Amount in Row (9)  
Approximately 5.1% as of December 31, 2015 (based on 32,311,623 shares of common stock issued and outstanding per TechTarget, Inc. Form 10-Q dated November 9, 2015).
  12. Type of Reporting Person  
IA/CO

CUSIP No. 87874R100

13G

1. Name of Reporting Person  
S.S. OR I.R.S. Identification No. of Above Person  
  
Douglas Granat
  2. Check the Appropriate Box if a Member of a Group  
(a)   
(b)
  3. SEC Use Only
  4. Citizenship or Place of Organization  
U.S. Citizen
- |   |    |                          |                                  |
|---|----|--------------------------|----------------------------------|
|   | 5. | Sole Voting Power        | 0                                |
| Number of<br>Shares<br>Beneficially<br>Owned by<br>Each<br>Reporting<br>Person With | 6. | Shared Voting Power      | 1,660,765 shares of common stock |
|   | 7. | Sole Dispositive Power   | 0                                |
|   | 8. | Shared Dispositive Power | 1,660,765 shares of common stock |
9. Aggregate Amount Beneficially Owned by Each Reporting Person  
1,660,765 shares of common stock
  10. Check Box if the Aggregate Amount in Row (9) Excludes Certain Shares
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  12. Type of Reporting Person  
IN/HC

CUSIP No. 87874R100

13G

1. Name of Reporting Person  
S.S. OR I.R.S. Identification No. of Above Person  
  
Lawrence A. Oberman
  2. Check the Appropriate Box if a Member of a Group  
(a)  o  
(b)  x
  3. SEC Use Only
  4. Citizenship or Place of Organization  
U.S. Citizen
- |   |    |                          |                                  |
|---|----|--------------------------|----------------------------------|
|   | 5. | Sole Voting Power        |                                  |
| Number of<br>Shares<br>Beneficially<br>Owned by<br>Each<br>Reporting<br>Person With |    |                          | 0                                |
|   | 6. | Shared Voting Power      |                                  |
|   |    |                          | 1,660,765 shares of common stock |
|   | 7. | Sole Dispositive Power   |                                  |
|   |    |                          | 0                                |
|   | 8. | Shared Dispositive Power |                                  |
|   |    |                          | 1,660,765 shares of common stock |
9. Aggregate Amount Beneficially Owned by Each Reporting Person  
1,660,765 shares of common stock
  10. Check Box if the Aggregate Amount in Row (9) Excludes Certain Shares  o
  11. Percent of Class Represented by Amount in Row (9)  
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  12. Type of Reporting Person  
IN/HC

CUSIP No. 87874R100

13G

1. Name of Reporting Person  
S.S. OR I.R.S. Identification No. of Above Person  
  
Steven G. Simon
  2. Check the Appropriate Box if a Member of a Group  
(a)   
(b)
  3. SEC Use Only
  4. Citizenship or Place of Organization  
U.S. Citizen
- |   |    |                          |                                  |
|---|----|--------------------------|----------------------------------|
| Number of<br>Shares<br>Beneficially<br>Owned by<br>Each<br>Reporting<br>Person With | 5. | Sole Voting Power        | 0                                |
|   | 6. | Shared Voting Power      | 1,660,765 shares of common stock |
|   | 7. | Sole Dispositive Power   | 0                                |
|   | 8. | Shared Dispositive Power | 1,660,765 shares of common stock |
9. Aggregate Amount Beneficially Owned by Each Reporting Person  
1,660,765 shares of common stock
  10. Check Box if the Aggregate Amount in Row (9) Excludes Certain Shares
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Approximately 5.1% as of December 31, 2015 (based on 32,311,623 shares of common stock issued and outstanding per TechTarget, Inc. Form 10-Q dated November 9, 2015).
  12. Type of Reporting Person  
IN/HC

CUSIP No. 87874R100

13G

1. Name of Reporting Person  
S.S. OR I.R.S. Identification No. of Above Person  
  
Bradley F. Simon
  2. Check the Appropriate Box if a Member of a Group  
(a)   
(b)
  3. SEC Use Only
  4. Citizenship or Place of Organization  
U.S. Citizen
- |   |    |  |  |
|---|----|--|--|
|   | 5. |  | Sole Voting Power<br>0                                       |
| Number of<br>Shares<br>Beneficially<br>Owned by<br>Each<br>Reporting<br>Person With | 6. |  | Shared Voting Power<br>1,660,765 shares of common stock      |
|   | 7. |  | Sole Dispositive Power<br>0                                  |
|   | 8. |  | Shared Dispositive Power<br>1,660,765 shares of common stock |
9. Aggregate Amount Beneficially Owned by Each Reporting Person  
1,660,765 shares of common stock
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  12. Type of Reporting Person  
IN/HC

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**Item 1(a)** Name of Issuer:  
TechTarget, Inc.  
**Item 1(b)** Address of Issuer's Principal Executive Offices:  
275 Grove Street  
  
Newton, Massachusetts 02466

**Item 2(a)** Name of Person Filing  
**Item 2(b)** Address of Principal Business Office

**Item 2(c)** Citizenship  
Trigran Investments, Inc.  
  
630 Dundee Road, Suite 230  
  
Northbrook, IL 60062  
  
Illinois company

Douglas Granat  
  
630 Dundee Road, Suite 230  
  
Northbrook, IL 60062  
  
U.S. Citizen

Lawrence A. Oberman  
  
630 Dundee Road, Suite 230  
  
Northbrook, IL 60062  
  
U.S. Citizen

Steven G. Simon  
  
630 Dundee Road, Suite 230  
  
Northbrook, IL 60062  
  
U.S. Citizen



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Bradley F. Simon

630 Dundee Road, Suite 230

Northbrook, Illinois 60062

U.S. Citizen

2(d) Title of Class of Securities:

Common Stock, \$0.001 par value

2(e) CUSIP Number:

87874R100

**Item 3** If this statement is filed pursuant to Rules 13d-1(b), or 13d-2(b) or (c), check whether the person filing is a:

- |     |                                  |  |
|-----|----------------------------------|--|
| (a) | <input type="radio"/>            | Broker or dealer registered under section 15 of the Exchange Act;  |
| (b) | <input type="radio"/>            | Bank as defined in section 3(a)(6) of the Exchange Act;  |
| (c) | <input type="radio"/>            | Insurance company as defined in section 3(a)(19) of the Exchange Act;  |
| (d) | <input type="radio"/>            | Investment company registered under section 8 of the Investment Company Act;   |
| (e) | <input checked="" type="radio"/> | An investment adviser in accordance with Rule 13d-1(b)(1)(ii)(E);  |
| (f) | <input type="radio"/>            | An employee benefit plan or endowment fund in accordance with Rule 13d-1(b)(1)(ii)(F);   |
| (g) | <input checked="" type="radio"/> | A parent holding company or control person in accordance with Rule 13d-1(b)(1)(ii)(G);   |
| (h) | <input type="radio"/>            | A savings association as defined in Section 3(b) of the Federal Deposit Insurance Act;   |
| (i) | <input type="radio"/>            | A church plan that is excluded from the definition of an investment company under section 3(c)(14) of the Investment Company Act;  |
| (j) | <input type="radio"/>            | A non-U.S. institution in accordance with Rule 13d-1(b)(1)(ii)(J);   |
| (k) | <input type="radio"/>            | Group, in accordance with Rule 13d-1(b)(1)(ii)(K). If filing as a non-U.S. institution in accordance with Rule 13d-1(b)(1)(ii)(J), please specify the type of institution: _____ |

If this statement is filed pursuant to Rule 13d-1(c), check this box. [ ]

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**Item 4 Ownership:(1)**

- (a) Amount beneficially owned:  
  
Incorporated by reference to Item 9 of the cover page pertaining to each reporting person.
- (b) Percent of class:  
  
Incorporated by reference to Item 11 of the cover page pertaining to each reporting person.
- (c) Number of shares as to which such person has:
  - (i) Sole power to vote or to direct the vote:  
  
Incorporated by reference to Item 5 of the cover page pertaining to each reporting person.
  - (ii) Shared power to vote or to direct the vote:  
  
Incorporated by reference to Item 6 of the cover page pertaining to each reporting person.
  - (iii) Sole power to dispose or to direct the disposition of:  
  
Incorporated by reference to Item 7 of the cover page pertaining to each reporting person.
  - (iv) Shared power to dispose or to direct the disposition of:  
  
Incorporated by reference to Item 8 of the cover page pertaining to each reporting person.

(1) Douglas Granat, Lawrence A. Oberman, Steven G. Simon and Bradley F. Simon are the controlling shareholders and/or sole directors of Trigran Investments, Inc. and thus may be considered the beneficial owners of shares beneficially owned by Trigran Investments, Inc.

**Item 5 Ownership of Five Percent or Less of a Class:**

Not Applicable.

**Item 6 Ownership of More than Five Percent on Behalf of Another Person:**

Owners of accounts managed by Trigran Investments, Inc. have or may have the right to receive or the power to direct the receipt of dividends from, or the proceeds from the sale of, securities held in their accounts. No such account has such power with respect to more than five percent of the class of securities to which this Schedule 13G relates.

**Item 7 Identification and Classification of the Subsidiary Which Acquired the Security Being Reported on By the Parent Holding Company:**

Not Applicable.

**Item 8 Identification and Classification of Members of the Group:**

Not Applicable.

**Item 9 Notice of Dissolution of Group:**

Not Applicable.

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**Item 10**

**Certification:**

By signing below I certify that, to the best of my knowledge and belief, the securities referred to above were not acquired and are not held for the purpose of or with the effect of changing or influencing the control of the issuer of the securities and were not acquired and are not held in connection with or as a participant in any transaction having that purpose or effect.

After reasonable inquiry and to the best of its knowledge and belief, the undersigned certify that the information set forth in this statement is true, complete and correct.

Dated this 11th day of February, 2016

**TRIGRAN INVESTMENTS, INC.**

By: s/ Lawrence A. Oberman  
Name: Lawrence A. Oberman  
Title: Executive Vice President and Director

s/ Douglas Granat  
Douglas Granat

s/ Lawrence A. Oberman  
Lawrence A. Oberman

s/ Steven G. Simon  
Steven G. Simon

/s/ Bradley F. Simon  
Bradley F. Simon

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INDEX TO EXHIBITS

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EXHIBIT 1: Agreement to Make a Joint Filing

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