

# FINANCING PARTNERS

Financing Partners' Deal Symposium introduces investors to pre-screened opportunities within specific industry sectors. Each submitted deal is carefully reviewed by our Deal Review Committee to ensure that the technology presents a strong opportunity for today's investor.

## 2007 Participating Funds

*The following is a list of VC firms who have attended the Deal Symposium during 2007*



The Bay Area Community Equity Fund - sponsored by the Alliance for Community Development invests equity in profitable growing businesses capable of generating substantial job and wealth creation in the target neighborhoods.



Alloy Ventures is an early-stage venture capital firm. Over the decades of our history, our limited partners have entrusted us with over \$1 billion in capital. We are currently investing out of our 5th fund a \$368 million limited partnership raised in June 2005.



American Capital makes direct minority investments of debt and equity in middle market private and public companies. Since our 1997 IPO, we have made minority investments directly in 50 companies.



The Angels' Forum (TAF) invests in seed and early-stage business ventures, with preference towards disruptive technologies that will open new, large market opportunities. TAF's investment focus includes the following industry sectors: consumer products, enterprise software, industrial products, Internet and e-commerce, medical devices and service, as well as clean-tech.



Annex Ventures supports early stage funding for entrepreneurs in the hi-tech and bio-tech markets.



Founded in 1997, AsiaTech is one of the most seasoned technology venture capital firms in Greater China. Our investment approach combines what makes Silicon Valley venture firms successful with the necessary know-how in building companies, teams and products in Greater China.



Azure Capital Partners is a venture capital firm with over \$650 million under management, headquartered in San Francisco, California. Our goal is to identify, invest in and help build earlier stage information technology companies that are at the forefront of a transformative opportunity for growth.



The Band of Angels is Silicon Valley's oldest seed funding organization. We are a formal group of more than 120 former and current high tech executives who are interested in investing their time and money into new, cutting edge, startup companies. We've seeded 240 companies in our history with 40+ profitable M&A exits and 9 Nasdaq IPOs.

# FINANCING PARTNERS

## 2007 Participating Funds Continued

### Bay Ventures

Private funds through angel investors



Blumberg Capital is a San Francisco-based, classic, early-stage venture capital firm focused on investing in emerging information technology companies in the fields of security, software, infrastructure and technology enabled services.

### Celerity Fund

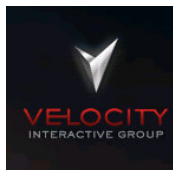
The Celerity Fund was created to engineer, manage and launch early stage life science and information technology companies with promising technologies and intellectual property.



Claremont Creek Ventures is a venture capital partnership for early stage investment in technology companies with a compelling and pragmatic vision. With headquarters in Oakland, California, we invest predominantly in California, with special consideration given to investments in the underserved San Francisco East Bay region.



Clearstone Venture Partners provides venture capital for technology and business model innovators. We have over \$650 million of committed capital raised in three funds, for investment across the horizon of technology markets, including software, enterprise infrastructure, storage, communications, security, wireless, semiconductors, advanced optics and both consumer & business Internet.



Velocity Interactive Group (formerly ComVentures) is a dynamic, evolutionary partnership, but we are not new to the business. Our partners have led large companies like AOL, Fox Interactive Media, Inktomi, Alta Vista and USA Interactive and start ups like Sportsline.com and Webvibes, and have invested in standouts like Broadcom, PairGain, Ascend, SiteSmith and Chromatis.



Dali, Hook Partners is a venture capital firm with a primary focus on early stage enterprise software, communications and semiconductor companies. We are committed not only to working with entrepreneurs, but also to providing them with our expertise in areas of relationships and operating experience.

### DoCoMo Capital

Established in the summer of 2005, DoCoMo Capital is a newly founded corporate venture capital in Silicon Valley. As a corporate venture arm of NTT DoCoMo, Inc. of Japan, we will add continued and expanding value to start-up companies that we work together with.



Draper Fisher Jurvetson is the preeminent venture capital firm with global presence through a network of partner funds, with offices in more than 33 cities around the world and over \$5.5 billion in capital commitments.

# FINANCING PARTNERS

## 2007 Participating Funds Continued



Draper Richards invests in early-stage companies, typically in a company's first round of financing. The majority of our portfolio is in information technology and telecommunications companies. We believe that information technology- comprised of software, communications, Internet, and high value-added electronic components- is the best place to find large, fast growing markets in which new companies can thrive.



The majority of the East Gate portfolio is located in Northern California but the team will invest outside this region if there is a strong, local anchor investor. Entrepreneurs seeking investment from East Gate should have an outstanding value proposition, a dedicated management team with a proven ability to execute, and a unique and groundbreaking technology.



Entrepreneurs Foundation and its participating companies have contributed more than \$5.6 million to support the Bay Area community and matched nearly 10,000 employees with over 140 Bay Area community organizations.



FT Ventures is a leading private equity firm in the business services and software sectors, investing in companies that offer meaningful solutions to the global financial services industry.



Granite Ventures has been helping early-stage technology companies build solid foundations for success since 1992. We focus our investments on two sectors where our partners have deep domain expertise, broad industry knowledge, and significant investment experience: Communications and Components and Software.



Hercules Technology Growth Capital, Inc. (Nasdaq: HTGC) is the leading publicly traded specialty finance company offering senior and subordinated working capital loans, senior revolving loans, bridge loans and equipment loans, as well as direct equity investment exclusively to privately-held growth companies backed by top-tier venture capital and private equity firms, at all stages of development.



The Hitachi Corporate Ventures Catalyst (CVC) Fund is the venture capital arm for Hitachi, Ltd.'s global corporate family. The CVC Fund provides investment capital and arranges strategic business relationships for companies which target emerging growth markets that align with Hitachi's business strategies.



Hummer Winblad Venture Partners was founded in 1989 as the first venture capital fund to invest exclusively in software companies. Through our history, we've had the opportunity to invest in the pioneers and leaders of several generations of software applications, architectures, delivery methods and business models.

# FINANCING PARTNERS

## 2007 Participating Funds Continued



Ignite Group provides capital for financing new or growing business ventures.



For over a decade, the team at Infinity Capital has been practicing and refining its craft: seeking out enabling technologies that can solve, uniquely well, critically-important business problems 3-5 years in the future.



In-Q-Tel was established in 1999 as an independent, private, not-for-profit company to help the CIA and the greater US Intelligence Community (IC) to identify, acquire, and deploy cutting-edge technologies.



JAIC America's principal investments have been made in US cutting-edge technologies, services, and business models. Since its establishment in 1999, JAIC America has invested in more than 30 start-up companies.



KeyNote Ventures is a venture capital firm with a primary focus on early stage enterprise software, communications and semiconductor companies. We are committed not only to working with entrepreneurs, but also to providing them with our expertise in areas of relationships and operating experience.



KLM's investment focus is on innovative companies in the communications, information technology and semiconductor industries. KLM Capital believes that these are lucrative fields for investment, and it has considerable expertise and networking in these fields through its partners and advisors.



We view ourselves as enablers of great ideas. Entrepreneurs often think of Leapfrog as filling the void between 'angels' and the larger venture funds. Our typical initial investments range between \$1M and \$3M, with several times that amount reserved for future growth of the business.



The partners of Lightspeed have invested over \$800M in more than 100 technology companies over the past two decades. Our team invests in the U.S., Israel and Asia and has contributed strong operational and sector expertise to market leaders such as Blue Nile, Brocade, Ciena, eHealthinsurance, Galileo Technology, Informatica, Kiva Software, Metasolv, Phone.com, Quantum Effect Devices, Sirocco and Waveset, working closely with these companies throughout the early stages of their business development lifecycles.



MDV invests in entrepreneurs forming innovative companies in the areas of information technology, energy and materials, and life sciences. For more than 20 years, MDV's mission has been to identify, mentor and develop companies that redefine how organizations and individuals apply new technologies and scientific advances.

# FINANCING PARTNERS

## 2007 Participating Funds Continued

### **NewPath Ventures, LLC**

NewPath Ventures proactively creates and funds leading-edge startup companies that focus on systems, silicon, software and services.

### **nueva**ventures

Nueva Ventures is a seed- and early-stage venture capital firm located in Silicon Valley. Our typical investment is: Series A from \$100,000 to \$1 million, Series B up to \$2 million (total) - Potential for additional co-investment by our LPs.

### **ONSET** VENTURES

ONSET has backed over 100 companies since 1984, focusing on early-stage and select later-stage enterprises in business-to-business markets. We have an enviable track record: over 80% of ONSET investments have gone on to achieve successive levels of financing, significantly higher than the industry at large.

### **OPUS** CAPITAL

Opus Capital Ventures was formed by a team with a long history of successful investing and operating experience. Previous investments by the Opus Capital team and funds under their management include such companies as Adaptec, AirGate, BlueNile, Brocade, Cardiovascular Imaging Systems, Ciena, eHealthinsurance, Electronics for Imaging, FedEx, Heartstream and Vantive.

### **PACIFICA** FUND

Pacifica Fund is a Silicon Valley venture fund specializing in early investments in select, emerging information technology and materials science companies. We help bridge the funding gap — the hard-to-find \$1 to \$5 million required by many small companies.

### **Panasonic Venture Group**

As a strategic investor, the Panasonic Venture Group makes venture capital investments in companies to foster technology partnerships with Panasonic R&D units. Companies that receive investments from PVG present clear, strategic competitive advantages to Panasonic. Our investments are designed to build strong relationships between our portfolio companies and Panasonic.

### **RIDGELIFT** ventures

As a seed investor, we work with very early stage companies - often at the formation stage with the founders and a business idea. Working with the founders, we help develop the strategy and business plan for the company leveraging our unique combination of venture and operating experience.

### **Sand Hill Angels**

The Sand Hill Angels are a group of successful Silicon Valley executives and accredited investors that are passionate about entrepreneurialism and the commercialization of disruptive new technologies through start-up companies. We make early stage investments in promising startups and in addition to venture capital, we seek to provide expertise and assistance to our portfolio companies.

# FINANCING PARTNERS

## 2007 Participating Funds Continued



Sierra Ventures is a private venture capital firm focusing its investments in Information Technology companies. Sierra Ventures manages nine venture capital partnerships, which together have more than \$1.5 billion of committed capital.

SOFINNOVAVENTURES

Founded in 1974, our firm invests venture capital in early-stage Life Science and Information Technology startup companies. Our mission is to provide entrepreneurs with the resources, experience and skill sets necessary to grow early-stage companies into great businesses. Sofinnova Ventures combines extensive venture capital experience with deep technical, startup and operational management. We are experienced entrepreneurs, having founded, operated, acquired, sold, and taken public companies in our operational careers.



Steelpoint Capital Partners invests in and works with leading businesses & exceptional management teams to help them grow into industry-leading companies. We commit capital, time and the collective expertise of our partners who bring extensive experience as entrepreneurs, investors, and operating executives.



Storm Ventures was founded by a seasoned group of industry veterans with the common vision of sharing our collective experience, passion and energy to help talented and driven entrepreneurs build great companies of enduring value. With over \$500 million under management, Storm Ventures focuses on seed and early stage information technology companies which best leverages our operational experience and global network.



Tallwood Venture Capital focuses on investments in differentiated technologies and products that we believe will have a significant impact on the semiconductor industry. We seek out talented entrepreneurs and potent ideas likely to make a real difference in semiconductor and semiconductor-related markets.



Thomvest is a venture capital investor with a focus on technology companies. Our firm focuses on working with companies which are distinguished by their intellectual property and their ability to apply that technology to serve large and growing markets. As a result, we have established a track record of successful companies and investments.



The Tribe of Angels is a Jewish business network for entrepreneurs and angel investors.

# FINANCING PARTNERS

## 2007 Participating Funds Continued



Since its inception in 1986, Trinity Ventures has produced outstanding results for its portfolio companies and its investors. Some of our notable successes include Crescendo (acquired by Cisco), Digital Market (acquired by Agile Software), Extreme Networks (IPO), Forte (IPO), Illustra (acquired by Informix), IntruVert Networks (acquired by Network Associates), KIVA Software (acquired by Netscape), Net Effect Systems (acquired by Ask Jeeves), Network Alchemy (acquired by Nokia), P.F. Chang's (IPO), SciQuest (IPO), Speedera networks (acquired by Akamai Technologies), Starbucks (IPO), Sygate (acquired by Symantec), and Wall Data (IPO).



Walden invests across three focus areas – Digital Media, Technology-Enabled Services, and Internet Commerce. Over our thirty-two year history, we have sought to back companies that are transforming their respective industries.



Founded in 1983, Woodside Fund is an early-stage venture capital firm located in Silicon Valley. Woodside Fund invests in an average of four to six companies per year and approximately 15 to 20 companies over a fund's lifetime. We expect to invest \$5 to 10 million in each portfolio company, with an initial commitment of \$2 to 5 million.



With a 12-year track record of successful technology investing and close to \$1.4 billion under management, the Worldview team—now on our fourth fund—has both the experience and the resources to invest in a broad range of information technology markets, including communications, semiconductors, enterprise infrastructure and software.