

*Education:* MBA, Cranfield School; Curtin University, Australia  
*Background:* Strategy Practice, Arthur Andersen Melbourne; Strategy Consultant, McKinsey & Company/Mckinsey Global Innovation; Founder/CEO, Fresh Cosmetics; Physical Therapist (opened eight successful practices)

**683 ENTERPRISE PARTNERS**

**2223 Avenida de la Playa  
 Suite 300  
 La Jolla, CA 92037-3218**

**Phone:** 858-731-0300

**Mission Statement:** To provide the necessary capital and financial assistance to fund your venture through the full development cycle; also investing time and expertise to ensure that you will have the support and guidance needed during every major strategic decision and challenge your emerging company will face.

**Geographic Preference:** California, West Coast

**Fund Size:** \$353 million

**Founded:** 1985

**Average Investment:** \$8 million

**Minimum Investment:** \$3 million

**Investment Criteria:** Start-Up, Early Stage, may participate in Seed Funding, Later-Stage Expansion and Buyout Opportunities

**Industry Group Preference:** Enterprise Services, Life Sciences, Networking, Semiconductors, Computer Related, Software, Technology

**Portfolio Companies:** Complete Genomics, Devicescape, Quartics, Scoperta, Specific Media, VMIX Media

**Key Executives:**

**Carl Eibl**, Managing Director

*E-mail:* ceibl@epvc.com

*Education:* Philip Exeter Academy; BA, Cornell University; JD, Boston University School of Law

*Background:* CEO, Maxwell Technologies; President/COO, Stratagene Corporation; President/CEO, Mycogen Corporation; Corporate Attorney, Paul Weiss Rifkind Wharton & Garrison

*Directorships:* BMS, Enviance, IndenTrust, NEXX Systems, NP Photonics, Pivotal Systems, ReliOn, SpecificMEDIA, The Retail Equation

**Drew Senyei MD**, Managing Director

*E-mail:* dsenyei@epvc.com

*Education:* BA, Biology, Occidental College; MD, Northwestern University; Residency OB/GYN, University of California

*Background:* Assistant Adjunct Professor OB/GYN, University of California; Consultant/Pharmaceutical R&D, Eli Lilly & Company; Consultant, 3-i Ventures

*Directorships:* Anaborex, Ascenta Therapeutics, Celladon, Celula, Complete Genomics, Genoptix, Opththonix, TargeGen, Xifin

**684 ENTREPIA VENTURES**

**101 Eisenhower Parkway  
 Suite 300  
 Roseland, NJ 07068**

**Phone:** 973-467-0880  
*info@entrepia.com*  
*www.entrepia.com*

**Mission Statement:** Entrepia Ventures manages venture capital funds that invest in private technology companies in the United States and Canada. The company further funds the business development initiatives of these companies in Asian markets.

**Geographic Preference:** United States, Japan, Canada

**Founded:** 1999

**Investment Criteria:** Early-Stage, Expansion-Stage

**Industry Group Preference:** Technology, Information Technology, Multimedia, Mobility, Web-Based Applications, Next Generation Computing, IT Infrastructure  
**Portfolio Companies:** Achronix Semiconductor Corp., Bluestreak Technology Inc., Business Search Technologies Corp., FreeLinc, MagSil Corp., Vantrix Corp.

**Other Locations:**

1200 McGill College Avenue  
 Suite 1100  
 Montreal, QC H3B 4G7  
 Canada

**Phone:** 866-305-9610 **Fax:** 866-305-9610

2-5-7, Hirakawacho

Chiyada-ku  
 Tokyo 102-0093  
 Japan

**Phone:** 03-52125047 **Fax:** 03-32624843

**Key Executives:**

**Amit Srivastava**, Managing Partner

*Education:* BS, Electrical Engineering, Indian Institute of Technology; MS, Electrical Engineering, Rensselaer Polytechnic Institute; MBA, Wharton School, University of Pennsylvania

*Background:* JP Morgan Chase; Mercer Management Consulting

*Directorships:* Achronix, Bluestreak, Freelinc, Vantrix

**685 ENTREPRENEUR PARTNERS**

**2000 Market Street  
 Suite 720  
 Philadelphia, PA 19103**

**Phone:** 267-322-7000; **Fax:** 267-322-7001  
*info@epfunds.com*  
*www.epfunds.com*

**Mission Statement:** Entrepreneur Partners brings operating insight to the assessment and ownership of direct marketing companies in the middle-market.

**Geographic Preference:** United States

**Average Investment:** \$3 to \$10 million

**Minimum Investment:** \$3 million

**Industry Group Preference:** Direct Marketing, Publishing, Retailing, Marketing

**Portfolio Companies:** AmeriFile, Peachtree Business Products, Northern Brewer

**Key Executives:**

**Salem D Shuchman**, Managing Partner

*E-mail:* sshuchman@epfunds.com

*Background:* Senior Partner, Apax Partners; Principal, Odyssey Partners

**Bruce J Newman**, Partner

*E-mail:* bnewman@epfunds.com

*Background:* Operating Partner, Graham Partners; President, Franklin Mint Company

**Jeremy Tartack**, Senior Associate

*E-mail:* jtartack@epfunds.com

*Education:* MBA, Finance & Strategic Management, Wharton School

*Background:* Black River Asset Management

**686 ENTREPRENEURS ROUNDTABLE**

**ACCELERATOR  
 214 West 29th Street  
 5th Floor  
 New York, NY 10001**

*info@erany.com*  
*www.erany.com*

**Mission Statement:** Helps startup companies accelerate their visibility, access, and credibility with customers, mentors, and investors

**Investment Criteria:** Seed

**Portfolio Companies:** Alumni Spaces, API Fortress, Blinkbuggy, Bunchcut, Connect2Care, Eventable, Ketchup, Place Pixel, Rollinglobe, SELECT

## 687 EONCAPITAL

**Phone:** 303-850-9300  
inquiry@eoncapital.com  
www.eoncapital.com

**Mission Statement:** Our experience working with and in start-up businesses, prompted us to establish our own private venture funds. eonCapital Venture Fund I and II invest in seed and early-stage Software as a Service (SaaS) and mobile application businesses. Like the creative entrepreneur, we saw a problem and desired a solution. Our goal is to help fill the funding gap for entrepreneurs of seed and early-stage companies. As entrepreneurs, we understood what it takes to build a company from the ground up and the challenges presented from concept through development and into the growth phase.

**Investment Criteria:** Start-Up, Seed-Stage, Early-Stage  
**Industry Group Preference:** Software as a Service, Mobile Applications

**Portfolio Companies:** AllAboardToys, BirdBox, Circa, Closely, CollectiveIP, CrowdTwist, DailyBurn, eonMedia, FlexTrip, FlixMaster, Forkly, FullContact, GameChanger, GoChime, GoSpotCheck, Go Toast, Highlighter, LgDb, MadKast, Nextly, MobileStorm, Mocapay, Mocavo, Nimble, ReTel Technologies, Remitly, Roximity, Rubicon Project, Socialthing, Sycara, TeamSnap, TechStars, Vanilla, VerbalizeIt, Vizify

### Key Executives:

**Dave Carlson**, Managing Director  
*Education:* BA, Communications, Bethany College; MS, International Business Management, Thunderbird School of Global Management  
*Background:* Founder, Go Toast; Founder, eonMedia  
*Directorships:* MobileStorm

## 688 EOS PARTNERS LP

320 Park Avenue  
9th Floor  
New York, NY 10022

**Phone:** 212-832-5800; **Fax:** 212-832-5815  
www.eospartners.com

**Mission Statement:** To work with stellar management teams and provide strategic and financial expertise and knowledge in order to grow businesses into industry leading companies.

**Geographic Preference:** National

**Fund Size:** \$1.5 billion

**Founded:** 1994

**Average Investment:** \$20 - \$100 million

**Minimum Investment:** \$1 million

**Investment Criteria:** Lower Middle Market, Growth Equity, Recapitalizations, Buyouts, Acquisitions, Shareholder Liquidity, Corporate Divestitures

**Industry Group Preference:** Consumer Products, Consumer Services, Energy, Healthcare Services, Business to Business, Transportation, Logistics, Media

**Portfolio Companies:** Addus Healthcare, Arbonne, BeavEx, Country Fresh, CRS Proppants, KeyImpact Sales & Systems, MC2, Mercury Media, ProEnergy Services, RCG Global Services, Residential Mortgage Services, ShelterPoint Life, Summit Business Media, True Science

### Key Executives:

**Steven M Friedman**, Managing Partner  
*E-mail:* sfriedman@eospartners.com  
*Education:* AB, MBA, University of Chicago; JD, Brooklyn Law School  
*Background:* VP, Citibank, NA; General Partner, Odyssey Partners  
**Brian D Young**, Managing Partner  
*E-mail:* byoung@eospartners.com

*Education:* AB, Harvard University  
*Background:* General Partner, Odyssey Partners; Managing Director, First Boston Corporation  
**Beth L Bernstein**, Chief Financial Officer/Chief Compliance Officer  
*E-mail:* bbernstein@eospartners.com

*Education:* BS, Fairleigh Dickinson University; CPA  
*Background:* Senior Accountant, Coopers & Lybrand

**Brian MacHale**, Managing Director, Business Development  
*E-mail:* bmachale@eospartners.com

*Education:* BA, International Hotel Management, Shannon College, National University of Ireland  
*Background:* Managing Director, Business Development, Del Mar Asset Management; Managing Director, Sales & Marketing, LibertyView Capital Management

**Renata Cirne**, Director, Business Development  
*E-mail:* rcirne@eospartners.com

*Education:* BS, Business Management, Iona College  
*Background:* Director, Business Development, Opus Capital Management; CMO, Amida Capital Management; Consultant, Kylin Capital Management; Assistant VP, Tremont Capital Management

**Jay Appel**, Director, Operations  
*E-mail:* jappel@eospartners.com

*Education:* BS, Accounting & Finance, University of Maryland  
*Background:* Manager, Portfolio Accounting Group, Bisys-RK Alternative Investments; Senior Fund Accountant, AllianceBernstein

**Evan Steen**, Senior Portfolio Manager  
*E-mail:* esteen@eospartners.com

*Education:* BA, Brown University; MBA, Columbia Business School  
*Background:* Mitchell Hutchins Asset Management

**Daniel Friedman**, Portfolio Manager  
*E-mail:* dfriedman@eospartners.com

*Education:* BA, Yale University  
*Background:* Research Analyst, Corsair Capital Management; Investment Banking Analyst, Natural Resources Group, Goldman Sachs

**Haley Chrystie**, Associate  
*E-mail:* hchrystie@eospartners.com

*Education:* BA, Political Science, University of California, San Diego  
*Background:* Morris Polich & Purdy LLP; Pettit Kohn Ingrassia & Lutz

## 689 EPIC PARTNERS

116 W 23rd Street  
5th Floor  
New York, NY 10011

**Phone:** 646-375-2123; **Fax:** 646-349-3460  
info@epicpartnersllc.com  
www.epicpartnersllc.com

**Mission Statement:** A merchant banking firm focused exclusively on investing in the education and training sector.

**Founded:** 2000

**Investment Criteria:** Minimum \$2 Million in EBITDA

**Industry Group Preference:** Training, Education

**Portfolio Companies:** Oasis Children's Services, University of Sint Eustatius School of Medicine

### Key Executives:

**Robert Puopolo**, Partner  
646-375-2123

*E-mail:* rtpuopolo@epicpartnersllc.com  
*Education:* AB Economics, Harvard University; MBA, Harvard Business School

*Background:* Partner, Leeds Equity Partners; Oppenheimer & Co; Bear Stearns & Co; Kidder, Peabody & Co

*Directorships:* Helma Institute; Oasis Children Services

**Peter Yoon**, Principal  
347-840-1730

*E-mail:* pyoon@epicpartnersllc.com  
*Education:* BS, Economics, United States Military Academy; MBA, NYU Stern  
*Background:* United States Army; UBS; Bank of Montreal

**690 EPIC VENTURES**  
**15 West South Temple**  
**Suite 500**  
**Salt Lake City, UT 84101**

**Phone:** 801-524-8939  
*info@epicvc.com*  
*www.epicvc.com*

**Mission Statement:** To invest in companies positioned to become leaders in the technology industry.

**Geographic Preference:** Mountain & Western States

**Fund Size:** \$60 million

**Investment Criteria:** Early-Stage

**Industry Group Preference:** High Technology, Clean Technology, Communications, Consumer Services, Business Services, Enterprise Software, Internet Technology, Life Sciences

**Portfolio Companies:** Adaptive Computing, Alliance Health, Canopy, Clinkle, Cloud Lending, The Clymb, Dotgo, eSionic, Everspin, Exagen Diagnostics, Health Catalyst, HG Data, HyTrust, Insidesales.com, Instructure, Iovation, Janrain, Joyent, Knod, Lavu, Le Tote, Medsphere, Moki, NetDocuments, Nuvi, Primary Data, Q Therapeutics, Signal, SolutionReach, SpinGo

**Other Locations:**

317 Commercial Street Northeast  
 Albuquerque, NM 87102

**Key Executives:**

**Nick Efstratis**, Managing Director  
*Education:* BS, Entrepreneurship, Brigham Young University; MBA, Marriott School, Brigham Young University  
*Background:* Business Development Group, Excite; Founder, Management Team, NetDocuments; Founder, Ranchlife Adventures

**Kent Madsen**, Managing Director  
*Education:* BS, Mechanical Engineering & Applied Mechanics, MA, International Studies, University of Pennsylvania; MSE, University of Michigan; MBA, Wharton School

*Background:* Managing Director, Wasatch Venture Fund; Advanced Technology Group, Ford Motor Company  
*Directorships:* Pivot Solutions, Q Therapeutics, Zettacore, Everspin, S5 Wireless

**Damon Kirchmeier**, Director  
*Education:* BS, Oregon State University; MBA, University of Utah

*Background:* President, Rockwell Time, USA; Partner, Auxano Funding; Managing Director, InnoVentures Capital Partners

**Ryan Hemingway**, Director  
*Education:* BS, Psychology, MSS, Economics, Utah State University; MBA, University of Oxford  
*Background:* Zions Bank Capital Markets Group; Nevada State Bank

**Katie Szczepaniak Rice**, Senior Associate  
*Education:* BS, Engineering, Massachusetts Institute of Technology; MBA, University of Chicago  
*Background:* Strategic Market Analyst, Cabot Corporation; Consultant, Kline & Co.  
*Directorships:* Lavu, DOTGO, Figaro

**Chris Stone**, Advisor  
*Education:* University of New Hampshire; MBA, Harvard Business School  
*Background:* CEO, SiCortex; CEO, StreamServe; Vice-Chairman & Co-CEO, Novell; Founder, Tilion; Data General  
*Directorships:* iovation Software

**691 EPIDAREX CAPITAL**  
**7910 Woodmont Avenue**  
**Suite 1210**  
**Bethesda, MD 20814**

**Phone:** 301-298-5455; **Fax:** 301-357-8517  
*www.epidarex.com*

**Mission Statement:** Epidarex Capital is a venture capital fund that invests in early-stage, high-growth life science companies in the United States and United Kingdom. Their focus is on providing start-up and growth equity capital to young companies currently developing commercial applications of novel research.

**Geographic Preference:** United States, United Kingdom

**Investment Criteria:** Early-Stage

**Industry Group Preference:** Life Sciences

**Portfolio Companies:** Apellis Pharmaceuticals

**Other Locations:**

4F Le Gratte-Ciel Building 3  
 5-22-3 Shimbashi, Minatoku  
 Tokyo 105-0004  
 Japan

**Phone:** 81-3-6459-0258

20 Charlotte Square  
 Edinburgh EH2 4DF  
 United Kingdom

**Phone:** 44-131-243-3700

**Key Executives:**

**A. Sinclair Dunlop**, Managing Partner  
*Education:* MA, International Relations, Syracuse University; MA, Political Economy, Glasgow University; MBA, Columbia Business School  
*Background:* MASA Life Science Ventures  
*Directorships:* Maxcyte, Mediquest Therapeutics, Apellis Pharmaceuticals, enGene

**Kyparissia Sirinakis**, Managing Partner  
*Education:* Boston College School of Management  
*Background:* Founder & Managing Director, WomenAngels.net; MLSV  
*Directorships:* Correlologic Systems, Envisionier Medical Technologies, FASgen

**692 EPLANET CAPITAL**  
**99 Almaden Blvd**  
**Suite 600**  
**San Jose, CA 95113**

**Phone:** 408-236-6500; **Fax:** 408-554-6600  
*siliconvalley@eplanetcapital.com*  
*www.eplanetcapital.com*

**Mission Statement:** ePlanet Capital seeks to partner with management teams and offer the contacts, resources, and expertise necessary to help portfolio companies achieve growth and success.

**Geographic Preference:** United States, Asia, Europe

**Founded:** 1999

**Investment Criteria:** Growth Capital, Expansion Stage

**Industry Group Preference:** Internet, E-Commerce, Semiconductors, Electronics, Wireless, Telecommunications, Healthcare, Medical Technology, Green Energy, Energy Efficiency, Gaming

**Portfolio Companies:** Baidu, End2End, Focus Media, Friendi, High Power Lithium, HiSoft Technology International, iKang, Moreens, Naseeb Networks, Newgen, OrderDynamics, Palringo, Silicon Mitus, Skype, Tribe Mobile, Virgin Mobile

**Other Locations:**

ePlanet Capital Ltd, 2nd Floor  
 Berkeley Square House  
 Berkeley Square  
 London W1J 6BD

United Kingdom  
**Phone:** 44-20-8334-8802 **Fax:** 44-20-8334-8100

ePlanet Advisors Private Limited  
202-B Rear, III Floor  
Sobha Alexander Plaza, 16/2 Commissariat Road  
Bangalore 560 025

India  
**Phone:** 91-80-4154-0240 **Fax:** 91-80-4154-0250

Beijing Representative Office  
1502, Tower 1, China World Trade Center  
No. 1 Jianguomen Wai Avenue  
Beijing 100004  
China

**Phone:** 86-1065059396 **Fax:** 86-1065059395

#### Key Executives:

**Asad Jamal**, Founder/Chairman/Managing Partner

*Education:* BSc, London School of Economics

*Background:* Peregrine Investment Holdings

**Dennis Atkinson**, Managing Partner, London

*Education:* BS, Physics, Exeter University; MBA,

Harvard Business School

*Background:* Principal, Softbank Europe Ventures; Global

Product Manager, Reuters Business Information

**Jerry Ilhuyn Cho**, Managing Partner, Beijing

*Education:* BEng, Dongguk University, Seoul; MS,

Electrical Engineering, University of Southern California

*Background:* Samsung Electronics

**Amira Atallah**, Managing Director, Silicon Valley/Chief

Financial Officer

*Education:* BA, Economics, University of California,

Davis; CPA

*Background:* Deloitte Tax LLP; Arthur Andersen

**Hemant Khatwani**, Vice President, Bangalore

*Education:* BMS College of Engineering; MBA, Indian

Institute of Management

*Background:* AMP Capital Investors; Project Finance &

Principal Investments, Infrastructure Development

Finance Company

*Background:* President, 1st Worldwide Financial Partners;  
Managing Director, Banc One Capital Markets

**Patrick J Donnellan**, Managing Director

*Education:* BS, Bates College; MBA, Carnegie Mellon  
University

*Background:* Principal, Booz Allen Hamilton

## 694 EQUITEK CAPITAL

3659 Green Road

Suite 101

Beachwood, OH 44122

**Phone:** 216-360-0151; **Fax:** 216-373-9399

www.equitekcapital.com

**Mission Statement:** Equitek Capital is a venture capital firm that focuses on growth-stage deals. The firm invests in companies in the technology sector.

**Investment Criteria:** Growth Stage

**Industry Group Preference:** Technology

**Portfolio Companies:** Alien Technology, Chorom Technologies, DFT Microsystems, Eclipse Aviation, Embedded Planet, Flarion Technologies, Fsona Communications, Quicksilver Technology, Viztec

#### Key Executives:

**Ken Ehrhart**, Founding Managing Director

*Education:* BA, University of California, Berkeley

*Background:* Director of Research, Gilder Technology Report

**Greg Somer**, Founding Managing Director

*Education:* BSEE, MIT; MSEE, Stanford University

*Background:* Manager, New Products Planning Group, Cypress Semiconductor; Foreign Exchange Derivative Specialist, J.P. Morgan; BNP

**Paul Grim**, Founding Managing Director

*Education:* BSME, MIT; MBA, MIT Sloan School of Management

*Background:* Strategy Managing Consultant, Telecoms and Media Group, Gemini Consulting; Coopers & Lybrand France; IT Specialist, IBM France/CGI

**John Gannon**, Founding Managing Director

*Education:* BSAE, Pennsylvania State University; MBA, University of Chicago

*Background:* Orbit Specialist, General Electric

Astro-Space Division; Risk Manager, Merrill Lynch;

Barclays Capital

## 693 EQUINOX CAPITAL

41 West Putnam Avenue

Greenwich, CT 06830

**Phone:** 203-622-1605; **Fax:** 203-622-4684

info@equinox-capital.com

www.equinox-capital.com

**Mission Statement:** Equinox Capital makes equity investments in small to medium sized companies facing constraints and provides the corporate environment necessary to help build emerging market leaders.

**Founded:** 1996

**Investment Criteria:** Owner Recapitalizations, Add-On Acquisitions, Growth Capital, Management Buyouts, Turnarounds

**Industry Group Preference:** Healthcare, Communications

**Portfolio Companies:** Care Management Technologies, Comprehensive NeuroScience, Cushcraft Corporation, Diamond Communication Products

#### Key Executives:

**Steven C Rodger**, Founder

*Education:* BA, University of Virginia; MBA, Harvard Business School

*Background:* Principal, Bessemer Securities; Mergers & Acquisitions, Bear Stearns & Co.; Donaldson Lufkin & Jenrette

**Gregory S Czuba**, Managing Director

*Education:* BS, MS, Electrical Engineering & Computer Science, Massachusetts Institute of Technology

*Background:* CEO, Cushcraft Corporation; VP, Celient Corporation; President, Remec Wireless; Senior Director, Hughes Network Systems

**Donald J Donahue Jr.**, Managing Director

*Education:* BA, Georgetown University; MBA, New York University Stern School of Business

## 695 EQUITY SOUTH

2855 Marconi Drive

Suite 370

Alpharetta, GA 30005

**Phone:** 678-612-9876

dld@equity-south.com

www.equity-south.com

**Mission Statement:** Pursues acquisitions or substantial equity investments in businesses with revenues from \$10 million to \$50 million and who have growth potential from internal efforts or through acquisitions.

**Geographic Preference:** Northeast, Southeast, Southwest

**Fund Size:** \$42 million

**Founded:** 1987

**Average Investment:** \$3 million - \$5 million

**Minimum Investment:** \$1 million

**Investment Criteria:** Mezzanine, LBO, Recapitalizations, Controlblock Purchases

**Industry Group Preference:** Services, Software, Manufacturing, Distribution

**Portfolio Companies:** American Screen Art, Carstar, F.B. Leopold Company, Loyaltyworks, PaySys International, PolyVision, Saunders, Sports & Recreation, VCG, VisAER

#### Key Executives:

**Douglas L Diamond**, Managing Director

*Education:* BS, University of Virginia

*Background:* CPA, Arthur Anderson and Co.; Director,

Grubb and Williams, Ltd.  
*Directorships:* VisAER, MMS Incentives, Carstar,  
 American Screen Art  
**John Y Williams**, Managing Director  
 404-237-6222  
*Fax:* 404-261-1578  
*Education:* BS, Georgia Institute of Technology; MBA,  
 Harvard  
*Background:* 18 years in Investment Banking; CFA;  
 Co-Founder of Grubb & Williams, Ltd  
*Directorships:* Tech Data Corporation, Williams  
 International Group, American Screen Art  
**Michael Dunn**, Managing Director  
*Education:* Pierce College  
*Background:* CEO, PolyVision Corporation; CEO,  
 Alliance International Group

**696 EQUUS TOTAL RETURN**

8 Greenway Plaza  
 Suite 930  
 Houston, TX 77046

**Fax:** 212-671-1534  
**Toll-Free:** 888-323-4533  
 info@equuscap.com  
 www.equuscap.com

**Mission Statement:** Focuses on the potential for long-term capital gains or a combination of capital gains with some level of current income.

**Geographic Preference:** United States

**Fund Size:** \$70 million

**Founded:** 1983

**Average Investment:** \$15 million

**Minimum Investment:** \$1 million

**Investment Criteria:** Recapitalizations, Acquisitions

**Industry Group Preference:** Consumer Products, Distribution, Industrial Equipment, Medical & Health Related

**Portfolio Companies:** Equus Energy, Equus Media Development Company, Infinita Corporation, Orco Property Group, PalletOne, Inc., Spectrum Management, Trulite

**Key Executives:**

**Alessandro Bendetti**, Executive Chairman  
*Background:* CEO, SAE Capital  
*Directorships:* Attali Investment Partners, SPQR Capital Holdings, Cadogen Petroleum, Versatile Systems

**John A Hardy**, Chief Executive Officer  
*Background:* Professor, University of British Columbia

*Directorships:* Versatile Systems

**SJ Brown**, Chief Investment Officer

**Kenneth I Denos**, Director

**Gregory J Flanagan**, Director

**Henry W Hankinson**, Director

**L'Sheryl D Hudson**, Senior Vice President, CFO & CCO

**Robert L Knauss**, Director

**Bertrand Des Pallieres**, Director

*Background:* Global Head of Structured Credit, JP Morgan

*Directorships:* Orco Property Group, SPQR Capital Holdings, Cadogan Petroleum, Attali Investment Partners, Versatile Systems, Euromax Capital Global Finance

**Richard F Bergner**, Director

**Fraser Atkinson**, Director

*Background:* KPMG

*Directorships:* Versatile Systems

**697 ESCALATE CAPITAL PARTNERS**

300 West Sixth Street  
 Suite 2230  
 Austin, TX 78701

**Phone:** 512-651-2100  
 www.escalatecapital.com

**Mission Statement:** A mezzanine firm that invests in later stage companies experiencing growth. Escalate Capital focuses on the

technology industry, particularly the tech-enabled services, healthcare and Internet sectors.

**Investment Criteria:** Mezzanine, Growth Capital, Permanent Working Capital, Acquisitin Financing, Recapitalizations, Later Stage

**Industry Group Preference:** Software, Mobile, Wireless, Tech-Enabled Services, Healthcare, Medical Devices

**Portfolio Companies:** Accolade, Adaptyl, Allconnect, Arcadia, Arterioocyte, BlackDuck, Certona, ControlScan, Donuts, Dstillery, eFolder, Entrada, FireApps, Fishbowl, Glowpoint, HealthX, HotChalk, J.Hilburn, Kareo, LiveIntent, MarketForce, MoPro, Motionsoft, Needle, OneCommand, OwnerIQ, PaySimple, Peerless Network, Phreesia, Revionics, Signiant, SportVision, Viverae, WorkFront

**Other Locations:**

150 S Almaden Blvd  
 Suite 925  
 San Jose, CA 95113  
**Phone:** 408-200-0095

**Key Executives:**

**Tony Schell**, Managing Director  
*Education:* BBA, MBA, University of Texas  
*Background:* Managing Director, Comerica Bank; Imperial Bank; The Sabre Group; Coopers & Lybrand; MBank Dallas; First Gibraltar Bank

**Ross Cockrell**, Managing Director  
*Education:* BA, Harvard University; MBA, University of Texas

*Background:* General Partner, Austin Ventures; Lomas Financial

**Simon James**, Chief Financial Officer  
*Education:* BBA, University of Washington

*Background:* Chief Administrative Officer, Technology & Life Sciences Division, Comerica; VP, Semiconductor Industry, Silicon Valley Bank

**Larry Bradshaw**, Principal

*Education:* BS, Duke University; MBA, University of Texas

*Background:* Associate, Healthcare Corporate Finance Group, JP Morgan; Research Analyst, Joel Mogy Investment Counsel

**Chris Julich**, Principal

*Education:* BA, Wake Forest University

*Background:* Senior Market Manager, RBC Centura Bank; VP, Technology & Life Sciences Group, Comerica Bank; Associate, Capital Investment Partners

**698 ESCHELON ENERGY PARTNERS**

712 Main Street  
 Suite 2200  
 Houston, TX 77002-3290

**Phone:** 713-546-2621; **Fax:** 713-546-2620  
 tsg@eschelonadvisors.com  
 www.eschelonadvisors.com

**Mission Statement:** Eschelon Energy Advisors provides private equity capital to companies in the energy sector with the objective of giving its partners the chance to become involved in the growth of the North American energy industry.

**Geographic Preference:** North America

**Average Investment:** \$5 million

**Minimum Investment:** \$500, 000

**Investment Criteria:** Management, Business Plan, Co-Investors, Valuation

**Industry Group Preference:** Energy, Oil & Gas

**Portfolio Companies:** Itron, Strand Energy

**Key Executives:**

**Tom Glanville**, Managing Partner  
*Education:* BS, Economics, University of Virginia; MS, Mineral Economics, Colorado School of Mines  
*Background:* Reliant; Enron Corp.; Bankers Trust Company

*Directorships:* Itron, Chroma Exploration & Production, Strand Energy