

1 @VENTURES
 187 Ballardvale Street
 Suite A260
 Wilmington, MA 1887

Phone: 978-658-8980 **Fax:** 978-658-8981
e-mail: bizplans@ventures.com
web: www.ventures.com

Mission Statement: @Ventures, CMGI's affiliated venture capital group, invests in early-stage and mid-stage technology companies. Formed in 1995, @Ventures has invested in more than 70 Internet, Software, and IT Companies. @Ventures mission is to identify, invest in, and help to build best-of-breed ventures across the information technology value chain.

Geographic Preference: East Coast, West Coast

Fund Size: \$280 million

Founded: 1995

Average Investment: \$5 million

Investment Criteria: Early-Stage, Mid-Stage Technology

Industry Group Preference: Internet Technology, Enterprise Services, Software, Clean Energy, Information Technology, Technology, Safety & Security, Enabling Technology, Alternative Energy

Portfolio Companies: 212 Resources, Advent Solar Inc., Carbon Flow Inc., Cobalt Biofuels, H2Gen Innovations, M2E Power, Powerit Holdings, Propel Biofuels, Object Video, Foodbuy

Other Locations:

800 Menlo Avenue
 Suite 120
 Menlo Park, CA 94025

Key Executives:

Peter H Mills, Managing Director

Education: BS Communications, Ithaca College; MBA Marketing, Graduate School of Business at Columbia University

Background: CEO, United States Display Consortium; Chief Administrative Officer, SEMATECH; Co-Founder, Softrend Inc.; Senior Vice President, BPI

Directorships: Advent Solar; Alibris; Avamar Technologies; MyFamily.com

David J Nerrow, General Partner

Education: BA Government & English, Dartmouth College; MBA Distinction, Harvard Business School
Background: Vice President, Summit Partners; Associate, Morgan, Stanley & Company; Lieutenant, United States Army

Directorships: MyFamily.com Inc; Virtual Ink Corp

Marc D. Poirier, Managing Director

Education: BS Business Administration, Providence College; MBA, Harvard Business School

Background: Vice President, CMGI's Planet Direct; Senior Manager, Ernst & Young

Directorships: Foodbuy; H2gen Innovations; Open Channel Solutions; Realm Business; ObjectVideo

David S Wetherell, Consultant

Education: BA Mathematics and Education, Ohio Wesleyan University

Background: Founder, BookLink Technologies, Inc.

Directorships: Chairman, CMGI, Inc.

Matt Horton, Principal

Education: Marriott School of Management, Brigham Young University

Background: Garage Technology Ventures; Senior Analyst, Andersen's

Rob Day, Principal

Education: MBA, Northwestern University; BA, Swarthmore College

Background: Investor, Expansion Capital Partners; Consultant, Bain & Company

Directorships: Powerit Holdings, Inc.

2 ITO1 VENTURE PARTNERS LLC
 One Stamford Landing
 Suite 101
 Stamford, CT 6902

Phone: 203-325-4000 **Fax:** 203-325-8900
e-mail: plans@1to1ventures.com
web: www.1to1ventures.com

Mission Statement: Investment strategy focuses on early-stage companies in the one-to-one marketing, or Customer Relationship Management area.

Average Investment: \$500,000

Minimum Investment: \$2 million

Investment Criteria: Early-Stage

Portfolio Companies: IntellibrIDGE, Market Tools, Knoa, Silver Carrot, Cybgnostic, Open Service, Saturn Resistance Systems, iGain

Key Executives:

Bruce Blasnik, Partner/CFO

Bob Dorf, General Partner

Background: President, Peppers and Rogers Group;

Co-Author, The One to One Fieldbook

Mark Ellis, Managing Partner

3 4C VENTURES

21 E 94th Street
 3rd Floor
 New York, NY 10128

Phone: 212-996-3133 **Fax:** 212-996-4644
web: www.4cventures.com

Mission Statement: 4C Ventures believes in taking an active role in its investments, providing support and guidance to management in areas such as strategy, recruiting, financing, operations, and perhaps most importantly, in international development.

Geographic Preference: United States, Europe, Asia

Fund Size: \$150 million

Average Investment: \$5 million

Minimum Investment: \$500,000

Investment Criteria: Early-stage technology. No biotech or medical devices or specialty retail/distribution/manufacturing without a strong technology component.

Industry Group Preference: Computer Related, Software, Media, Internet Technology, Consumer Products, Telecommunications, Networking, Access Technologies, Infrastructure

Portfolio Companies: Mobilemetrics, Rightfreight, Net-Tel, Turing Capital, Alacrity System, AMCC, Virata, BroadVision, Action Technologies, Citrix System, Inc., FourII, ZYNX, Gyration, Isocor, Kalpane, Nexgen, Object Design, Olicom, Power Computing, Redgate, Terisa Systems, Vertel, SoloPoint, VLSI Technology, Wireless Access, Worlds

Other Locations:

514 Bryant Street
 Suite 105
 Palo Alto, CA 94301

Key Executives:

Andy De Mari, Partner

e-mail: ademari@4cventures.com

Education: MSEE/PhD Electrical Engineering, California Institute of Technology; Electrical Engineering, Turin Polytechnic

Background: Founder/CEO, Isocor/Retix; VP, Compucorp

Directorships: Net-Tel, Network 365

Alexandra Giurgiu, Partner

e-mail: agiurgiu@4cventures.com

Education: BS Operations Research/MS Industrial Engineering, Columbia University School of Engineering

Background: Management Team/Olivetti Venture Investment; Director International Operations, Lifeboat Associates; Administration/Finance, Chemtex

Directorships: Wireless Access, Xcelon, Isocor, Alacrity Systems

Steve Kahng, Partner
e-mail: skahng@4cventures.com
Education: MS Computer Engineering, University of Michigan; BS Electrical Engineering, Michigan Technological University
Background: Founder/CEO, Power Computing; President/CEO, Up To Date Technology; Designer Engineer, IBM 3080 Series
Amanda Johnson, Associate
Education: MBA, George Washington University; BA, Indiana University
Background: AT&T; National Geographic

4 **5AM VENTURES**

**2200 Sand Hill Road
Suite 110
Menlo Park, CA 94025**

Phone: 650-233-8600 **Fax:** 650-233-8923
e-mail: info@5amventures.com
web: www.5amventures.com

Mission Statement: Focused on creating and building the next generation of biotechnology companies.

Fund Size: \$65 million

Average Investment: \$25 million

Minimum Investment: \$4 million

Investment Criteria: Seed, Early Stage, Startups

Industry Group Preference: Life Sciences, Biotechnology
Portfolio Companies: Achagen, Alexza, Ambrx, Anaphore, Antipodean, Ikaria, KaloBios, Marcadia, Miikana, Panomics, Pearl, Pulmatrix, Synosia, Variation Biotechnologies, WaveRx, Wildcat Discovery Technologies, Ilypsa, Kalypsys, Relypsa, Tiramed

Other Locations:

Waltham Woods Corporate Center
890 Winter Street
Suite 140
Waltham, MA 2451

Key Executives:

John D Diekman PhD, Founder/Managing Partner
e-mail: john@aravis.us
Education: BS Chemistry, Princeton University; PhD Chemistry, Stanford University
Background: Founder/Managing Partner/Vice Chairman, Bay City Capital; Current Vice Chairman/CEO, Affymetrix; President, Monodonal Antibodies; President, Salutar; President/CEO, Zeecon Corporation
Directorships: The Scripps Institute; Hil Top Research; InGenuity; Kalpsys; Metabolex; Phenomix; Quidel; Syrrx

Andrew J Schwab, Founder/Managing Partner
e-mail: andy@aravis.us
Education: BS Genetics/Ethics, Davidson College
Background: Principal, Bay City Capital; VP Business Development, Digital Gene Technologies; VP, Montgomery Securities
Directorships: Smart Drug Systems
Scott M Rocklade PhD, Managing Partner
e-mail: scott@5amventures.com
Education: PhD Chemistry, Massachusetts Institute of Technology; University of California
Background: Chairman/CEO, Cubist Pharmaceuticals; President/CEO, Nycomed; Salutar; Catalytica
Directorships: Achaogen, Ilypsa, Miikana Therapeutics

5 **747 CAPITAL**

**747 Third Avenue
22nd Floor
New York, NY 10017**

Phone: 212-747-7474 **Fax:** 212-355-9055
e-mail: info@747capital.com
web: www.747capital.com

Mission Statement: An investment advisory firm that serves as a transatlantic gateway to US private equity, capitalizing their investment expertise and professional networks on both sides of

the Atlantic to offer our investor clients tailored solutions to their approach towards the US private equity market. 747 Capital sources, analyzes and selects buyout, mezzanine, and venture capital funds.

Geographic Preference: United States

Founded: 1984

Investment Criteria: Later-Stage

Portfolio Companies: CHB Capital Partners, Chicago Growth Partners, Clearview Capital, DW Healthcare Partners, Encore Consumer Capital, Insight Equity, J.F. Lehman, Marwit Capital, Monory Capital, Summer Street Capital

Other Locations:

Penstraat 35
PO Box 4911
Willemstad, Curacao
Netherlands

Herengracht 365
Amsterdam 1016 BB
Netherlands

Key Executives:

Gijs FJ Van Thiel, Managing Partner
Education: Bachelor Management & Human Resources, Webster University; MBA International Management, American School of International Management
Background: Founder/General Partner, Triad Media Ventures; Director Financial Services, Icon International; Assistant Area Director, Netherlands Foreign Investment Agency

Marc J M Der Kinderen, Managing Partner
Education: BBA, European University, Belgium; MBA, Nijenrode School of Business; Georgia State University
Background: Executive VP, Greenfield Capital Partners; Partner, Triad Media Ventures; Analyst, Noro Group of Companies; Assistant Marketing Director, HomeBanc
Directorships: CapCorp Investments

Joshua C Sobeck, Partner
Education: BA Molecular Biology & Biochemistry, Middlebury College; MBA Finance, Columbia Business School
Background: Product Marketing Manager, Citadon

6 **AAM CAPITAL PARTNERS, LP**

**30 North LaSalle Street
Suite 3500
Chicago, IL 60602**

Phone: 312-263-2900 **Fax:** 312-263-1196
e-mail: marketing@aamcompany.com
web: www.aamcompany.com

Mission Statement: A registered independent investment advisor, specializing in the management of insurance company assets. The firm was founded in 1982 with the belief that insurance companies require the expertise of an independent investment advisor with the practical knowledge of the regulatory and competitive environment in which insurance companies operate.

Geographic Preference: United States

Fund Size: \$40 million

Founded: 1995

Average Investment: \$7 million

Minimum Investment: \$5 million

Investment Criteria: All Stages

Industry Group Preference: Insurance

Key Executives:

Marco A Bravo, CFA, Principal, Senior Portfolio Manager
Education: BA Commerce, University of Toronto
Background: Investor Services Advisor, Templeton Management; Member, Association of Investment Management and Research; Investment Analyst Society
Kevin K Adams, CFA, Vice President, Senior Portfolio Manager
Education: BS, Corporate Communications, Northern Illinois University

Background: Registered Representative, National Business Association

Michael J Ashley, VP, Corporate Bonds

Education: BA, University of Iowa; MBA, DePaul University

Background: Northern Trust Global Investments

Gregory A Bell, CFA, CPA, Director of Municipal Products

Education: BA, Accounting, Chicago State University;

MBA, Finance and Accounting, University of Chicago

Background: Northern Trust Company

Joel B Cramer, CFA, Vice President, Director of Sales and Marketing

Education: BA, Psychology, Columbia University

Background: BCS Insurance Group; First Tennessee Capital Markets

Aaron P Diefenthaler, CFA, VP, Portfolio Manager

Education: BS, Finance, Indiana University; MBA,

DePaul University

Background: Northern Trust Company

Scott A Edwards, CFA, CPA, Principal, Director of Structured Products

Education: BS, Accounting, Lehigh University; MBA,

Wharton School at the University of Pennsylvania

Background: Senior VP, Zurich Scudder Investments;

Portfolio Manager, Business Owned Life Insurance;

Salomon Brothers; Smith Barney; UBS Securities

Elizabeth G Henderson, CFA, Principal, Director of Corporate Credit

Education: BS, Finance, Indiana University; MBA,

Finance, Analytical Consulting and Marketing,

Northwestern University's Kellogg School of Management

Background: Director, Fitch Ratings; Private Placement

Investment Analyst and Credit Analyst, Lincoln

Investment Management

Marco A. Bravo, CFA, Principal, Senior Portfolio

Manager

Reed J. Nuttall, CFA, CMA, Principal, Chief Investment

Officer

John L. Schaefer, CFA, CPA, Principal, President

Oklahoma State University; MBA Finance, Wharton School, University of Pennsylvania

Background: Principal, Allsop Venture Partners;

Investment Banking, Berthel Fisher & Company;

President/Managing Director, BFC Planning; VP

Investment Banking, BFC Financial Services

Kirk E. Kaalberg, Senior Partner

e-mail: kkaalberg@aavinvc.com

Education: BS Business Administration/Accounting,

Central College; MBA Marketing, Trinity University

Background: Co-Founder/Senior Manager, McLeodUSA;

Senior VP, Network Design and Development; Senior

Manager, MCI; Business Planning, Teleconnect; Telecom

USA

Paul D Rhines, Senior Partner

e-mail: prhines@aavinvc.com

Education: BA Accounting, University of Northern Iowa

Background: Founding General Partner, Allsop Venture

Partners; Co-Founder/Managing Member/Executive VP,

Marshall Venture Capital, LC; General Partner, RW

Allsop & Associates, LP; Regional VP, MorAmerica

Capital Corporation

Eric M Hender, Senior Partner

e-mail: ehender@aavinvc.com

Education: Business/Banking, Colorado College; Banking

Institute, University of Wisconsin; Securities Institute,

Wharton School

Background: Co-Founder, Marshall Venture Capital, LC;

SCI Financial Group; President, SCI Capital Company;

President, Securities Corporation of Iowa; Managing

Officer/Director, Source Data Systems

Directorships: Destinations Unlimited; Applied

Technology Consultants; Handy Industries LLC; Miles

Media Holding; RuffaloCODY; Inter-Med

Thies O Kolln, Partner

e-mail: tkolln@aavin.com

Education: JD, University of Chicago; summa cum laude,

Dartmouth College

Background: Boston Consulting Group; Orbitz; Kirkland

& Ellis; Law Clerk, Judge James B Loken, US Court of

Appeals

7 AAVIN VENTURE CAPITAL

118 3rd Avenue SE

Suite 630

Cedar Rapids, IL 52401

Phone: 319-247-1072 **Fax:** 319-363-9519

e-mail: inquiries@aavinvc.com

web: www.aavinvc.com

Mission Statement: Generates outstanding investment results by partnering with strong management groups to build companies into profitable acquisition candidates.

Geographic Preference: Mid-America Region

Fund Size: \$47 million

Founded: 1999

Average Investment: \$10 million

Minimum Investment: \$5 million

Investment Criteria: Late Stage, Expansion Stage,

High-Growth Opportunities, MBO, Recapitalization

Industry Group Preference: Medical Devices, Services,

Telecommunications, Manufacturing, Distribution, Industrial

Products, Computer Related, Software

Portfolio Companies: America's PowerSports, Inc.,

BrightPlant Corporation, Celleration, Inc., Compendium

Corporation, Coolibar, Inc., Dakots Services Corporation,

Dialysis Systems Inc., Diversified Graphics, Inc., Dynamic

Broadband Corporation, Hackett Precision Company, Inc.,

Halo Innovations, Inc., Handy Industries, LLC, Hoffco, Inc.,

Metalfforming Controls Corporation, PMT Industries, LLC,

RuffaloCODY, LLC, Spinal Designs International, Varidigm

Corporation, WindLogics, Inc.

Key Executives:

James D Thorp, Managing Partner

e-mail: jthorp@aavinvc.com

Education: BS Business Administration/Accounting,

8 ABBOTT CAPITAL MANAGEMENT LLC

1211 Avenue of the Americas

Suite 4300

New York, NY 10036-8701

Phone: 212-757-2700 **Fax:** 212-757-0835

web: www.abbottcapital.com

Mission Statement: Focused exclusively on private equity, venture capital, buyouts and special situations by making investments in professionally managed partnerships.

Founded: 1986

Key Executives:

Raymond L Held, Managing Director/Chairman

Education: BA, Economics, Queens College; MA, Public

Law & Government, Columbia University; MBA,

Finance, New York University

Background: Senior VP/Director, Manufacturer Hanover

Investment Corporation; Standard & Poor's Corporation

Jonathan D Roth, Managing Director/President

Education: AB, Economics, Cornell University; MBA,

The Fuqua School of Business, Duke University

Background: Associate, Elmrock Partners; Financial

Analyst, Amoco Corporation; Corporate Lending Officer,

Chemical Bank

Thaddeus I Gray CFA, Managing Director/Chief

Investment Officer

Education: BA, History, University of Pennsylvania;

MBA, Finance, New York University

Background: Assistant VP, Commerzbank Capital

Markets Corporation; Credit Commercial de France, Paris

Meredith L Rerisi, Managing Director

Education: BS, Applied Economics and Business

Management, Cornell University; MBA, Duke University
Background: Equity Analyst, American High Growth Equities Corporation

Matthew M Smith, Managing Director

Education: Financial Examiner, Federal Reserve Bank of New York; First Trust Washington; BankAmerica

Background: AB, History and MBA, Finance, Georgetown University

Lauren M. Massey, CPA, Managing Director, Finance & Administration

Kathryn J. Stokel, CFA, Managing Director, Chief Operating Officer

Charles H. van Horne, Managing Director, Marketing and Client Services

9 ABELL VENTURE FUND

111 South Calvert Street

Suite 2300

Baltimore, MD 21202-6174

Phone: 410-547-1300 **Fax:** 410-539-6579

e-mail: abell@abell.org

web: www.abell.org

Mission Statement: Dedicated to the enhancement of the quality of life in Baltimore and Maryland.

Geographic Preference: Baltimore, Nearby

Fund Size: \$25 million

Founded: 1953

Average Investment: \$1 million

Investment Criteria: Companies that create jobs in Baltimore; promotes various social objectives, such as increasing energy efficiency and producing alternative energy

Industry Group Preference: Telecommunications, Internet Technology, Software

Portfolio Companies: CeraTech, OTEC International, PAICE Corporation, Lawrenceville Plasma Physics Inc., ThermoChem Recovery

Key Executives:

Robert C Embry Jr, President

Education: University of Maryland

Background: Assistant Secretary, Housing and Urban Development

10 ABERDARE VENTURES

One Embarcadero Center

Suite 4000

San Francisco, CA 94111

Phone: 415-392-7442 **Fax:** 415-392-4264

web: www.aberdare.com

Mission Statement: Experienced venture investors and operators of healthcare technology companies.

Geographic Preference: San Francisco area

Founded: 1981

Average Investment: \$15 million

Minimum Investment: \$1 million

Investment Criteria: Early Stage

Industry Group Preference: Healthcare,

Biopharmaceuticals, Medical Devices, Therapeutics

Portfolio Companies: Anacor, Avera, Conatus, Idun, Kai, Kemia, Mpex, Pharmion, Ruxton, Salmedix, Sequoia, Visionary Therapeutics, Ablation Frontiers, Ample Medical, EnteroMedics, Nevro Corporation, Paracor Medical, Vertiflex, Posit Science, Ironwood, Trinity Therapeutics, CAVU Medical, NxThera Inc., Portaro

Key Executives:

Paul Klingenstein, Managing Partner

Education: AB, Harvard; MBA, Stanford

Background: Warburg, Pincus; Accel Partners;

Rockefeller Foundation

Directorships: Alibris, Anacor Pharmaceuticals, Aviron, CapitalThinking, Circline, Glycomed, Idun

Pharmaceuticals, Isis Pharmaceuticals, Pharmion, US Behavioral Health

Dan Kisner MD, Partner

Education: BA, Rutgers University; MD, Georgetown University

Background: President/CEO, Caliper Technologies; President/COO, Isis Pharmaceuticals Inc; Division VP of Pharmaceutical Development, Abbott Laboratories; VP Clinical R&D, SmithKline Beckman Pharmaceuticals; Division of Oncology, University of Texas; American Board of Internal Medicine & Medical Oncology

Directorships: Avera Pharmaceuticals

Sami Hamadé, Partner

Education: Bachelors, Engineering, American University of Beirut; Masters, Engineering, University of Michigan; MBA, Stanford Graduate School of Business

Background: VP, Guidant Corporation; Compass Group

Vince Kim, Partner

Education: AB, Princeton University

Background: Associate, Acacia Venture Partner; APM

Directorships: Ample Medical; EnteroMedics; Posit Science

Naheed Ismaili Misfeldt, Partner

Education: BA, UC Berkeley; MPH, Columbia University

Background: Bay City Capital; Associate Healthcare Group, Chase H&Q

Directorships: Anacor, Microbia, Salmedix, Pharmion, Kauffman Fellows Program

Jake Odden, Partner & CFO

11 ABN AMRO PRIVATE EQUITY

208 S LaSalle Street

10th Floor

Chicago, IL 60604

Phone: 312-855-7292 **Fax:** 312-553-6648

web: www.capital.abnamro.com

Mission Statement: Focused on making investments in four broad industries including business services, communications, information technology and healthcare services.

Geographic Preference: North America

Fund Size: \$300 million

Founded: 1996

Average Investment: \$10 million

Minimum Investment: \$500, 000

Investment Criteria: Mid-Stage Venture

Industry Group Preference: Consumer Services, Communications, Information Technology, Healthcare

Portfolio Companies: Caspian Networks, CopperCom, Corechange, Daleen Technologies, Dental One, GT Nexus, Nayna Networks, Nixsun, Oasis Technology, Openwave Systems, Pluris, ProCaveo, Tavve Software Company, Telenisus Corporation, Upshot.com, Visual Insights, WellMed, Worldweb.net, YellowBrix, fourthchannel.com

Key Executives:

Keith A Walz, Managing Director

312-855-7292

Fax: 312-552-6648

Education: MBA, DePaul University; BS, Engineering, University of Illinois

Background: AAI; Finance Associate, Tyson Foods

Directorships: Visual Insights, Oasis Technology, Upshot, GT Nexus, YellowBrix, ProCaveo, fourthchannel

Daniel J Foreman, Managing Director

Education: MBA, University of Chicago; BS,

Engineering, University of Illinois

Background: Ameritech Development Corporation; Booz, Allen & Hamilton

Directorships: Daleen Technologies, Corechange, Dental One, Tavve

John J Vrionis, Principal

Education: BA, Economics, Harvard University

Background: Deutsche Banc Alex Brown

Directorships: ProCaveo

12 ABRYPARTNERS

111 Huntington Avenue
Boston, MA 2199

Phone: 617-859-2959 Fax: 617-859-8797
e-mail: information@abry.com
web: www.abry.com

Mission Statement: ABRYPartners is one of the most experienced and successful media-focused private equity investment firms in North America. Since 1989, ABRYP has completed over \$18.0 billion of leveraged transactions and other private equity and mezzanine investments, representing investments in more than 450 media properties.

Fund Size: \$1.7 billion

Founded: 1989

Average Investment: \$20 million - \$125 million

Minimum Investment: \$10 million

Investment Criteria: Leveraged, Buyouts, Expansion Capital, Backing Platform Acquisitions, Mezzanine, Roll-ups/Consolidations, Recapitalization for partial liquidity.

Industry Group Preference: Media, Communications

Portfolio Companies: Atlantic Broadband, Brash Entertainment, Caprock, Cast & Crew Entertainment Services, Inc., Charleston Newspapers, Companion Technologies, Consolidated Theatres, Country Road Communications, Cygnus Business Media, CyrusOne, Dolan Media Company, F&W Publications, Inc., Fanfare Media Works, Hanley Wood, Hispanic Yellow Pages Network, Home Town Cable, iTradeNetwork, KidzCo LLC, KnowledgePoint360 Group LLC, Language Line Services, Legendary Pictures, Monitronics, Music Reports Inc., Muzak, Navtech, Nexstar Broadcasting Group, PSI, Proquest Information and Learning, Talent Partners

Key Executives:

Royce Yudkoff, Co-Founder/President

Education: Dartmouth College; Harvard Business School

Background: Partner, Bain & Company; Founder, Information Partners

Andrew Banks, Co-Founder/Chairman

Education: Harvard Law School; Rhodes Scholar; MA, Oxford University; University of Florida

Background: Partner, Bain & Co; TELCO Board, National Association of Broadcasters

Peggy Koenig, Managing Partner

Education: MBA, Wharton Business School; Cornell University

Background: Partner/Board Member, Sillerman Communications Management Corporation

Jay Grossman, Managing Partner

Education: MBA, Harvard Business School; Dickinson College

Background: Managing Director/Co-Head Media Entertainment Group, Prudential Securities; Corporate Finance, Kidder, Peabody & Company

Peni Garber, Partner

Education: Bryant College

Background: PricewaterhouseCoopers

Tim Nickel, VP

Education: Cornell University

Background: Director, Nexstar Broadcasting; Monitronics; Legendary Pictures; Credit Suisse First Boston;

Syndicated Finance Group, Chase Securities

John Hunt, Partner

Education: Graduate, University of Massachusetts

Background: General Partner, Boston Ventures

Management

Robert MacInnis, Partner

Education: MBA, Summa Cum Laude, Boston University; Summa Cum Laude, Merrimack College

Background: CFO, Weather Services Corporation; Senior

Manager, PricewaterhouseCoopers

Blake Battaglia, Principal

Education: Honors Graduate, University of Texas

Background: Investment Banking Department, Morgan Stanley

Directorships: WideOpenWest; Nexstar Broadcasting Group; Atlantic Broadband

Hilary K Grove, Principal

Education: Dartmouth College

Background: Investment Banking Analyst, Lehman Brothers

Directorships: Cygnus Business Media; Muzak; Billing Services Group

Tomer Yosef-Or, VP

Education: University of Rhode Island

Background: Manager, PricewaterhouseCoopers' Merger & Acquisition Group

Erik Brooks, Partner

Education: MBA, Harvard Business School; Bennett

Scholar, Magna Cum Laude; Brown University

Background: Vice President, NCH Capital

Roger Marrero, Principal

Education: MBA, Harvard Business School; Graduated with honors, University of Texas

Background: Principal, Apax Partners; Hicks, Muse, Tate & Furst; Goldman Sachs

Brian St.Jean, Principal

Education: Graduate, Princeton University

Background: Media and Entertainment Group at Prudential Securities

Azra Nanji, VP

Education: Duke University

Background: Investment Banking Analyst, Goldman Sachs

C. J Brucato, Partner

John Connor, Partner

Brent Stone, Principal

13 ABS CAPITAL PARTNERS

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web: www.abscapital.com

Mission Statement: To create significant, market-leading companies. Investment strategy focuses on companies in the health care, enterprise software, business services and media and communications sectors.

Geographic Preference: United States

Fund Size: \$1.5 billion

Founded: 1990

Average Investment: \$10-40 million

Investment Criteria: Mid-Later Stage Growth, Expansion, Buyout, Recapitalizations

Industry Group Preference: Communications, Technology, Business to Business, Healthcare, Media

Portfolio Companies: American Public Education Inc., Restaurant Technologies Inc., Payformance Corporation, eFashionSolutions LLC, Modular Space Corporation, Sentient Flight Group, AviaDX Inc., Familymeds Group, Radiant Research Inc., Source Medical Solutions Inc., Superior Vision Services Inc., Course Advisor Inc., Virbrant Media Inc., WhenU.com Inc., Advanced Interactive Sciences LLC, Innovation Interactive Inc., Control Point Solutions Inc., MobileAware Ltd., Cyvelliance Int., Double-Take Software Inc., Emptoris Inc., Renew Data Corporation, Rosetta Stone, Inc., The Cobait Group, Inc., Workscape Inc., Metastorm

Other Locations:

1700 Montgomery Street

Suite 440

San Francisco, CA 94111-1021

1050 Winter Street

Suite 1000

Waltham, MA 2451

Key Executives:

Tim Weglicki, Founding Partner
Education: John Hopkins University; Wharton School
Background: Alex, Brown
Directorships: Member, Dean; S Advisory Council; Member, Parent's Committee of Denison University; Trustee, Garrison Forest School

Don Hebb, Chairman/Founding Partner
Education: Kenyon College; Harvard Law School; Harvard Business School
Background: President/CEO, Alex. Brown & Sons
Directorships: T. Rowe Price Grp; SBA Communications Corp; Brown Capital Holdings; National Venture Capital Assn; Health Advisory Board Johns Hopkins; Kenyon College; Maryland Science Center

Ralph Terkowitz, General Partner
Education: Cornell University; University of California, Berkeley
Background: CIO/CTO, Washington Post Company; Founder/CEO, WashingtonPost.Newsweek Interactive; CEO, Brass Ring
Directorships: TRUSTe; Member, Wilmer Eye Institute; Indian CEO High Tech Council; Cornell University Council; Newspaper Association of America's Business Committee on Industry Development

Bobby Goswami, General Partner
Education: MIT; Dartmouth College
Background: PhaseForward; Channelwave Software; Alex. Brown & Sons Technology Investment Group; Merrill Lynch; Goldman Sachs; Andersen Consulting

Deric Emry, General Partner
Education: Wharton School; Columbia University
Background: SBA Communications Corporation; Dolan Media Company; Deutsche Banc
Directorships: Memeber, Walters Museum of Art

John Stobo, Managing General Partner
Education: University of California; Johnson Graduate School of Management
Directorships: Trustee, Marin Primary & Middle School

Laura Witt, General Partner
Education: Princeton University; Wharton School
Background: Senior Consultant, Monitor Company; Consultant, Oliver, Wyman & Company

Phillip A Clough, Managing General Partner
Education: United States Military Academy; Darden Graduate School of Business Administration; Univeristy of Virginia
Background: CEO, SITEL Corporation; Investment Banking Group, Alex. Brown & Sons; Captain, United States Army
Directorships: Trustee, St. Paul's School; Memeber, Young Presidents' Organization; Financial Advisory Member, Career College Association

Mark Anderson, General Partner
Education: DePauw University
Background: Deutsche Bank Alex
Directorships: AviraDX, Source Medical Solutions, Inc., Cbr Systems, Inc., Print, Inc.

Cal Wheaton, General Partner
Education: Colby College; University of Pennsylvania
Background: VP, Deutsche Banc Alex; Brown & Sons and Kidder, Peabody
Directorships: Brandywine Senior Care, Inc., Liquidity Services, Inc., Continuum Health Care, Inc.

Paul Mariani, Principal
Education: Stanford University
Background: Robertson Stephens and Soundview Technology Group

Stephanie Carter, Marketing and Communications Partner

Robyn Lehman, Financial Principal

14 ABS VENTURES

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Waltham, MA 2451

Phone: 781-250-0400 **Fax:** 781-250-0345
e-mail: abs@absventures.com
web: www.absventures.com

Mission Statement: ABS Ventures is a Boston-based venture firm focused on software, communications and healthcare device investment opportunities.

Geographic Preference: United States

Fund Size: \$320 million

Founded: 1983

Average Investment: \$15 million

Minimum Investment: \$3 million

Investment Criteria: Bridge, First Stage, Mezzanine, Second Stage

Industry Group Preference: Software, Communications, Healthcare

Portfolio Companies: Active Network, Adepra, DAFCA, Inight, Gomez, Island Data, Qualys, Zilliant, HighRoads, ScaleMP, Cognio, Paratek, CVRx, Emphasys, Evalve, Intact Medical Corporation, Rib-X Pharmaceuticals, Eyeonics, LuMend, Satiety

Key Executives:

Brun Grayson, Managing Partner

e-mail: bruns@absventures.com

Education: Harvard College; Oxford University; University of Virginia Law School; Rhodes Scholar; Captain, United States Army

Background: Venture Capitalist, Adler & Company; Associate, McKinsey & Company; Manager Venture Funds, Alex. Brown & Sons

Bill Burgess, Managing Partner

Education: Ba, Dartmouth College; MBA, Harvard Business School

Background: Managing Director/Global Head/Vice Chairman, Deutsche Bank Venture Partners; Head of Technology Investment Banking, Alex. Brown & Sons

Directorships: Chairman, New England Aquarium; Trustee/Treasurer, St. Mark's School

Pierre Suhrcke, Partner, London Office

Education: MBA, University of Trier

Background: Various Senior Management Positions, Deutsche Bank

Jim Sanger, General Partner

Education: BA cum laude, University of Pennsylvania; Postgraduate Coursework, Oxford University

Background: Managing Director, Deutsche Bank; CTO/Director of Tech Investment, Deutsche Bank's London Office

Scott Yaphe, General Partner

e-mail: scott@absventures.com

Education: MBA, Harvard Business School; Bachelor of Commerce, McGill University

Background: Director Corporate Development, Saraide; Management Consultant, AT Kearney

Directorships: SynchronOSS; Paratek;

Matthias Norweg, Principal

Education: MS Technical Engineering & Business Administration, Technische Universitat Berlin; MBA, Duke University's Fuqua

Background: Deutsche Bank Venture Partner; Advanced Technology Group; Project Manager, Global Settlements Technology Group; Member, Farechase;

Directorships: Memeber, TripleHop Technologies; Board Observer, Hotbar & Mobular

Thayer Swartwood, Principal

Education: BA, Vanderbilt Unviersity

Background: Deutsche Bank's Venture Partners; Corporate Development, ZEFER

Andy Mims, Principal

Education: BA, Princeton University; MBA, Dartmouth College