Panelist | biographies

Alexei Andreev, PhD, is Executive Vice President / Managing Director of Harris & Harris Group, a position he has held since 2005. Prior to joining Harris & Harris Group, Mr. Andreev was an Associate with Draper Fisher Jurvetson (DFJ), a venture capital firm, where he was exclusively focused on nanotechnology and material science investment opportunities. While at DFJ, he played an integral role in sourcing and funding EoPlex, Intematix, Solicore and D-Wave Systems, for which companies he served as an active Board Director or Observer. Previously, he worked for TLcom Capital Partners, a London-based venture capital fund backed by Morgan Stanley. Prior to that, he was employed by Renaissance Capital Group/Sputnik Funds, a venture capital fund in Moscow, Russia. Before he started his business career, he was a researcher at the Centre of Nanotechnology, ISAN (RAS), in Troitsk, Russia, where he was focused on optical and electrical properties of Quantum Dot heterostructures. He was graduated from the Department of Theoretical Physics of Moscow Steel & Alloys Institute with a Ph.D. degree, where he was a recipient of the Scholarship for Outstanding Young Scientists of Russian Academia of Sciences, the Scholarship from the International Center of Fundamental Physics and Soros Scientific Foundation. He also was graduated from Moscow Steel & Alloys Institute with a B.S. with honors in Engineering/Material Sciences and from Stanford Graduate School of Business with an M.B.A.

Samuel Angus, Partner, Fenwick & West. Mr. Angus' practice concentrates on the formation of start-up companies, venture capital and debt financings, mergers and acquisitions, intellectual property licensing, joint ventures and general corporate matters. Mr. Angus represents a broad range of companies from privately held start-up companies to publicly traded corporations. His practice also includes advising entrepreneurs and investors.

Mr. Angus received a Bachelor of Arts Degree in law and society from the University of California at Santa Barbara. He received a J.D. from University of California Hastings College of the Law in 1993. At Hastings, he was the Executive Articles Editor for the *Hastings International and Comparative Law Review.* Mr. Angus sits on the advisory board of the Lester Center for Entrepreneurship & Innovation at the University of California, Berkeley. He is also a frequent lecturer at the Haas School of Business.

Brian Atwood specializes in biotechnology investing at Versant. Brian co-founded Versant Ventures after spending four years at Brentwood Venture Capital where as a general partner he led investments in biotechnology, pharmaceuticals, and bioinformatics. He also has more than 15 years of operating experience in the biotechnology industry, with emphasis on therapeutic products, devices, diagnostics, and research instrumentation.

Prior to launching his career in venture capital, Brian was founder, president, and CEO of Glycomed, a publicly traded biotechnology company.

At Glycomed, Brian concentrated on business development and strategic alliances, closing deals with Eli Lilly & Company, Millipore, Genentech, and Sankyo, before leading the sale of Glycomed to Ligand Pharmaceuticals. Prior to this, he co-founded and served as director of Perkin Elmer/Cetus Instruments, a joint venture for robotics automation and genomics research instruments and products later acquired by Perkin Elmer. Under Brian's management, the venture developed and launched the GeneAmp(r) Polymerase Chain Reaction (PCR) system, the fundamental DNA amplification innovation responsible for fueling the explosive growth of genomics research. Brian served on the Board of Directors at Pharmion Corporation (sold to Celgene in 2008). Brian currently serves as a Board member at the private companies ForteBio Inc., FivePrime Therapeutics, Veracyte, Inc., Trius Therapeutics, Inc., Synosia Therapeutics, OpGen, Inc., and PhaseRx, as well as public companies, Cadence Pharmaceuticals (CADX), and Helicos Biosciences (HLCS).

Brian received a Bachelor's degree in Biological Sciences from the University of California, Irvine; a Master's degree from the University of California, Davis, and an MBA from Harvard Business School.

Paula Brotherson, Deloitte

Clint Chao is a founding general partner at Formative Ventures. Clint invests in emerging technologies start-ups in areas such as communications, wireless, and next-generation Internet solutions. Clint is an experienced technology executive who brings more than 20 years of start-up operating experience including marketing, sales and business development to Formative Ventures. His investments and board leadership include Silicon Clocks, Smalltown, Mashery, Marketocracy and Zyray Wireless (acquired by Broadcom in 2004).

Prior to co-founding Formative Ventures, Clint served as vice president of marketing, sales, and business development at SkyStream Networks (acquired by Tandberg TV), a leading provider of video routing equipment. Under his leadership, SkyStream formed partnerships with industry leaders such as AOL Time Warner, HP, Microsoft, RealNetworks, Lucent Technologies, Mitsubishi, and Philips.

Prior to joining SkyStream, Clint served as senior director of marketing at C-Cube Microsystems where he was responsible for marketing for the PC Division, a group he co-founded and grew to run rates exceeding $50M in sales annually. Clint began his tenure at C-Cube as the first salesperson for the company, where he created the company's sales representation network around the country.

Before joining C-Cube in 1990, Clint held numerous sales and sales management positions at Motorola Semiconductor, where he was recognized as one of the company's top salespeople.

Clint earned a bachelor of science degree in electrical engineering and computer science from the University of California at Berkeley.

On entrepreneurs: "Company founders are usually singularly focused on the technology behind their company, but truly successful start-ups need to also be focused on how their technology gets adopted by the marketplace – converging their offerings with the actual needs of their early-adopter customers. Entrepreneurs should look to partner with investors who have a seasoned business background to help position their company for market leadership."

Annette Finsterbusch is a director of Applied Ventures, the venture capital fund of Applied Materials, Inc., responsible for identifying, recommending and managing venture capital investments since 2004. She is also a Kauffman Fellow.

Prior to joining Applied Materials, Ms. Finsterbusch was the CEO of MindShadow.com, a technology spin-out of DaimlerChrysler's Research and Technology Center in Palo Alto. Prior to that position, Ms. Finsterbusch was an Investment Manager at DaimlerChrysler Venture Capital since 2001, responsible for enterprise software investments. Ms. Finsterbusch had also previously worked for Applied Materials, leading its business development efforts in Russia from 1996 through 2000, chartering the company's first office in Moscow.

Ms. Finsterbusch is currently a Board Director at Transfer Devices, Inc., a nanoimprint lithography company, and a Board Observer at Takumi Technology, ClearEdge Power, and Innolume, GmbH. She is a member of the 2007 Astia Executive Council, the Corporate Venture Group of SV Taskforce and has recently accepted the invitation to serve on the NVCA Corporate Venture Group Advisory Board.

Ms. Finsterbusch received a Bachelor of Science in economics and geology from the University of Houston and a Master's in Business Administration from San Jose State University where she was honored with the Graduate of the Last Decade (GOLD) Award in 2004.

Robert Garland, Partner, NEA. Robert joined NEA in 2003 and invests in biopharmaceuticals and medical devices. He is a director of Cardioxyl Pharmaceuticals and Trevena, Inc. Prior to NEA, in addition to clinical practice at the University of California, San Francisco (UCSF), he was with McKinsey & Company's Pharmaceutical & Medical Products and Corporate Finance & Strategy practices. At McKinsey, Robert worked with biotech, pharmaceutical, medical device, diagnostics, and private equity clients to evaluate investments, formulate product and corporate strategies and build businesses. Robert completed his Residency in Internal Medicine and Fellowship in Infectious Diseases at UCSF and received his MBA and MPH from the University of California, Berkeley, his MD from Baylor College of Medicine, and his BS in EE/Bioengineering from Rice University.

Steven R. Gerbsman is an internationally recognized crisis/turnaround professional and private investment banker who has been involved in maximizing enterprise, stakeholder and shareholder value in a broad variety of industries. He has worked with a wide spectrum of senior and junior lenders, bondholder groups, venture capital and equity sources, private investors and institutional groups. He has acted in the capacity of Crisis/ Turnaround CEO, Crisis Consultant, Private Investment Banker, Examiner for the Office of the United States Trustee, a member of the Board of Directors of various companies and Advisor to stakeholder groups.

Mr. Gerbsman has over 37 years of senior management, marketing, sales and finance experience and has been involved in various business and investment ventures as an officer, director, consultant and investor, both in the US and internationally.

Since 1980, he has been in the business of maximizing enterprise value for highly leveraged, under-valued, under-performing and under-capitalized companies and their Intellectual Property, as well as assisting Mobile 2.0 companies with strategic alliances, M&A, distribution of content and licensing. To date, Mr. Gerbsman has been involved in over $ 2.1 billion of restructuring, financing and M&A transactions. In 2000, he also began focusing on Israeli and European technology and life science companies, with the objective of providing access to the US capital markets and developing strategic alliances, M&A and licensing opportunities for them.

In 1999, Mr. Gerbsman expanded Gerbsman Partners' "Board of Intellectual Capital" as a resource to rapidly identify business and marketing strategies, strategic alliance candidates and financing for its client companies and their Intellectual Property. This distinguished group includes nationally and internationally recognized financial, communications, media, advertising, public relations and technology operating executives.

Mr. Gerbsman has also assisted numerous Venture Capital/Equity Investors in terminating/restructuring their real estate and equipment lease executory contracts. To date, Gerbsman Partners has restructured/ terminated in excess of $ 725 million of real estate, sub-debt and equipment lease executory contracts and has maximized enterprise value for numerous technology and life science companies and their Intellectual Property.

Prior to forming Gerbsman Partners in 1980, he was president of four operating divisions of ITEL Corporation with responsibility in the leasing, business and technology sectors. Mr. Gerbsman began his business career at the IBM Corporation in 1967. Mr. Gerbsman received a BS degree in Accounting from Hunter College, New York and attended the Baruch Graduate School of Business.

Jim Glasheen, General Partner, Technology Partners joined Technology Partners from CIT Venture Capital, where he served as Managing Director, leading the Group's efforts in Life Science investing. Previously, Jim was a leader within McKinsey & Company's Pharmaceutical and Medical Products Practice. Over the course of several years, Jim worked extensively with a broad range Life Science Companies on M&A, business development and strategic issues.

Jim earned a B.S. from Duke University in Biology / Mechanical Engineering and a M.A. and a Ph.D. from Harvard University in Biology. He also was a Deutsche Akademische Austauschdienst (DAAD) fellow at Universitaet des Saarlandes, Germany and a post-doctoral fellow at University of California, Berkeley. Jim has published several papers and had his research highlighted in several major media outlets, including: Nature, The New York Times, Scientific American, CNN, Die Zeit, and Le Monde.

Jim is on the Advisory Council of the Lester Center for Entrepreneurship & Innovation at the University of California, Berkeley. Jim also serves as an advisor to the National Science Foundation’s (NSF) SBIR program in Washington D.C. This successful and innovative program provides federal grants to start-up companies to fund research programs in areas that will have a significant commercial impact.

***Nat Goldhaber*,** Manager Director, Claremont Creek Ventures. Nat is an expert on mobile technology with a broad interest in areas such as mobile payments and social networking. His focus on this investment field is built on twenty years of experience in IT as: CEO of Cybergold; founder of Centram Systems West; founding CEO of Kaleida Labs and Vice President of Sun Microsystems. Prior to his business career, Nat served as Special Assistant to Pennsylvania’s Lt. Governor, William Scranton, III. He ran the state’s Energy Agency as its Interim Director. Some past investments include: Ask Jeeves, Shiva and Macromedia. Nat is currently on the board of cFares.

Nat holds a master’s degree in Education and is an emeritus member of the Executive Board of the College of Letters and Science at UC Berkeley. He serves on the Advisory Board for the Silicon Valley Association of Startup Entrepreneurs, as a member of the US Secret Service Electronics Crime Taskforce, and is a Board Member of the Federation of American Scientists.

Chris Groves, President & Chief Executive Officer, Centric Software, Inc., joined Centric Software, Inc., in 1997 as President and CEO and member of the Board of Directors. Before coming to Centric, Chris was VP and GM of Computervision's Workgroup Products business unit in Boston, where he drove rapid growth of the company's industry leading product data management software. The business unit served global customers in the aerospace, automotive, and manufacturing industries. Chris also held executive positions within Computervision's marketing, operations and indirect sales organizations. Previously, he held various executive roles at cellular pioneer Novatel Communications, including SVP of Product Development and VP of Manufacturing. Chris began his career as a research and development manager at Mitel Semiconductor. He received a BASc in Engineering Physics from the University of Toronto, and is a graduate of the Executive PMD Program at Harvard Business School.

Paul Holland, General Partner, Foundation Capital, brings with him the veteran knowledge of working with and aiding technology start-ups in their earliest stages. His primary focus has been the development and acceleration of enterprise software companies. He has a compelling professional profile that is highlighted by his role in taking two venture-funded software start-ups, Kana Communications (KANA), and Pure Software (RATL), public.

Prior to becoming a general partner at Foundation Capital, Paul was senior vice president of worldwide sales at Kana Communications, joining them in 1997 as their 15th team member and increasing their sales over 5000% in just three years. At Kana, a leading supplier of Enterprise Relationship Management solutions to strategic e-businesses, Paul went on to build a team of over 350 people that secured more than 900 customers worldwide, and with Paul's help they were listed among the top ten IPOs of 1999. Before Kana, Paul helped grow revenues for another highly successful start-up, Pure Software, bringing them from a market value of $2 million to over $1 billion in his five year tenure there as vice president and general manager. They had the second most successful IPO of 1995 and were later acquired by Rational Software. He began his professional career at SRI International (formerly the Stanford Research Institute) Paul currently serves on the board of directors for Talking Blocks, Ketera and manageStar.

Paul enjoys spending time with his wife Linda Yates, and their three daughters, Kylie, Devon, and Piper. In his spare time he enjoys golfing, volleyball and traveling; he has visited over 50 countries to date. Paul has been guest lecturer on entrepreneurship at Dartmouth's Amos Tuck School of Business, Harvard Business School and the Stanford Graduate School of Engineering.

He received an MBA from the University of California at Berkeley; an MA in Foreign Affairs from the University of Virginia; and a BS from James Madison University.

Raymond Liao*, Siemens*

Chip Lion, Partner, Morrison & Foerster, represents both public and private companies in a broad range of industries and sectors, including biotechnology, medical device and information technology. He also represents several venture capitalists in private equity financings and fund formation and operations. He currently serves as Chair of the Venture Capital and Private Equity Committee of the Business Section of the ABA. Mr. Lion has extensive experience in structuring, negotiating and advising clients on a wide variety of acquisition transactions and related matters, including stock acquisitions, asset acquisitions, mergers, divestitures, auction transactions, tender offers, defensive strategies, leveraged buy-outs and cross border transactions. Mr. Lion is nationally recognized for his work with

Limited Liability Companies (LLCs). He has written extensively on LLCs and partnerships and has participated on many panels on LLCs, including the American Law Institute-American Bar Association LLC satellite telecast for the past five years. As former Chair of the Partnerships Committee of the Business Law Section of the California State Bar, he formed and participated in the Committee that helped draft the California LLC Act that became law on September 30, 1994.

Mr. Lion co-chairs the firm's Private Equity Group. He received a Bachelors Degree from The University of California, Davis and law degrees from Santa Clara University and New York University.

Gilman Louie is a partner of Alsop Louie Partners, a venture capital fund focused on helping entrepreneurs start companies. He is the founder and former CEO of In-Q-Tel, a strategic venture fund created to help enhance national security by connecting the Central Intelligence Agency and U.S. intelligence community with venture-backed entrepreneurial companies. Previously Gilman built a career as a pioneer in the interactive entertainment industry, with accomplishments that include the design and development of the Falcon F-16 flight simulator as well as being the person who licensed Tetris, the world's most popular computer game, from its developers in the Soviet Union. During that career, Gilman founded and ran a company called Spectrum Holobyte which ultimately was acquired by Hasbro Corporation, where he served as chief creative officer of Hasbro Interactive and general manager of the Games.com group before founding In-Q-Tel.

Gilman has served on a number of boards of directors, including Wizards of the Coast, Total Entertainment Network, Direct Language, FASA Interactive, and most recently the National Venture Capital Association. He serves as a member of the Markle Foundation Task Force on National Security in the Information Age. In 2006, Gilman was presented with the Directors Award by the Director of the Central Intelligence Agency, Porter Goss, for his service in creating In-Q-Tel and providing service to the intelligence community. Gilman completed the Advanced Management program/International Seniors Management Program at Harvard Business School and received a Bachelor of Science in Business Administration from San Francisco State University.

Vincent Meza, Director of Business Development – Venture Capital & Private Equity, VentureOne heads the client services division of VentureOne, focusing on contract renewals, client and employee training, and new product development. He has also recently assumed the new position of Director of Business Development – Venture Capital & Private Equity. Before joining VentureOne, Mr. Meza worked in the treasury department for Autodesk Inc. He also served as a broker on the retail side of Morgan Stanley. Mr. Meza earned his BA in international relations from San Francisco State University.

Laura Oliphant is a Investment Manager in Intel Capital, where she makes and manages investments in the semiconductor capital equipment and materials areas. She joined Intel in 1991 and Intel Capital in 2001. In 2006, Laura was given the Intel Achievement Award for the strategic impact of her investing activities.

Prior to joining Intel Capital, Laura was one of the key coordinators for Intel's transition to the 300 mm wafer size. As part of this project, Laura managed the selection activities for about 20% of the fab tools, which required her to interact with the key executives of the major equipment suppliers. In 2000, Laura served as the industry co-chair for the SEMATECH Metrology and Yield Management Tools Program Advisory Group. Laura also played key roles in the Year 2000 transition and in the management of major suppliers to Intel.

Laura joined Intel in 1991 as a Process Engineer, where she developed a lithography technology that is currently used in Intel's mobile processors. While in the Technology Development group, she also was a yield engineer.

Her areas of expertise include venture investing, process technology. Laura holds a PhD in Chemical Engineering from the University of California at Berkeley and a BE from Manhattan College.

Tim Recker is the Managing Director, Private Equity at the University of California Office of the President. He is responsible for the University of California Regents Private Equity program. Previously, Mr. Recker was Director of Alternative Investments for the Michigan Retirement System where he oversaw a $13 billion portfolio of Private Equity, Hedge Funds and Structured Products. Prior to that, he was a portfolio manager for GE Asset Management running a $5.5 billion multi asset portfolio. Mr. Recker is Secretary and an Executive Committee Board member of the Institutional Limited Partners Association (ILPA). Mr. Recker is a Chartered Financial Analyst with an MBA from the University of North Carolina at Chapel Hill, and a BA in Economics and Business Administration from Bellarmine College.

Russell Siegelman, Partner, Kleiner Perkins Caufield & Byers. As a Partner at Kleiner Perkins Caufield & Byers, Russell invests in consumer and energy related technologies and markets, including software, electronic commerce, Web services, semiconductors, consumer systems, and media and telecommunications. He is currently on the boards of Digital Chocolate, Friendster, Lilliputian Systems, Mobilygen, Quorum Systems and RazorGator. He also leads the firm’s investment in WildBlue Communications, and is also on the board of the non-profit organization “Sustainable Conservation”. Russ joined KPCB after seven years at Microsoft. At Microsoft, he helped launch LAN Manager, Microsoft’s first network operating system, then was the marketing manager in charge of Windows for Workgroups, a small-business networking version of Windows. For the first half of 1993, Russell worked directly with Bill Gates, during which time he researched the online market and recommended an entry strategy for that market. This led to the formation of the Microsoft Network (MSN), Microsoft’s online service. Russell became the first employee of this division and became its General Manager and then Vice President through April of 1996. Under his direction, MSN was developed and launched and reached over one million paying members. Russ was also responsible for the formation of the Slate project, Microsoft’s World Wide Web political and arts commentary. He recruited the editor, Michael Kinsley, and was the business manager in charge of Slate until he left Microsoft in July 1996.

Prior to joining Microsoft, Russell was a software engineer who wrote artificial intelligence applications for the financial services industry at Applied Expert Systems, a Cambridge, Massachusetts startup, and was also an engineering consultant. He earned his BS from the Massachusetts Institute of Technology in Physics in 1984 and an MBA from Harvard University where he was a Baker Scholar in 1989.

Amra Tamreen

Pete Vlastelica is the CEO of Yardbarker, the web's most interactive sports media network. He co-founded the company in 2006, while he was a full-time MBA student at the Haas School of Business. As CEO, Pete is responsible for establishing and continuously evaluating the company's overall strategic direction, and he works especially closely with the sales, business development, marketing, and content teams. He is currently obsessed with balancing user growth and revenue maximization; fostering a work culture that makes the company's employees love their jobs; and helping celebrity athletes become great bloggers.

Prior to founding Yardbarker, Pete managed business development at the Walt Disney Internet Group in London and at Plumb Design in New York. In addition to his Haas MBA, he has a BA in Public Policy from Stanford.

Sanjay Wagle, Vice President, VantagePoint brings six years of experience in private equity and project finance, with a focus on the clean technologies sector, including renewable energy, clean water, transportation and materials. Prior to VantagePoint, he served as a Principal and member of the founding team of Expansion Capital Partners, a venture capital firm focused on investing in clean technologies. Sanjay previously served as an Associate and Assistant to the Chairman of Blum Capital Partners and as an Investment Officer at the International Finance Corporation, a unit of the World Bank where he focused on leading and structuring project finance for private sector infrastructure projects in the power, transport and water sectors. Sanjay attended Harvard University where he received a B.A. and the Haas School of Business at the University of California, Berkeley, receiving an M.B.A.

Randy Williams is the founder & CEO of the Keiretsu Forum, which he founded in September 2000 to provide a disciplined and structured approach to private equity investing. Randy's passion for investing and bringing together like-minded community leaders has created powerful and giving environment for entrepreneurs. Since its inception, Keiretsu Forum members have invested over $175MM in 161 companies in technology, real estate, healthcare/biotech/life sciences and other sectors of the economy with high growth opportunity. Keiretsu Forum has expanded to 15 chapters throughout the United States, China and Europe. With over 700 members, Keiretsu Forum is the largest angel investment community in world.

Randy has 30 years of experience in finance, real estate, and marketing. He currently holds board and advisory positions in eight companies. Randy was Co-Founder and Director of Diablo Valley Bank from 2003 to 2007. During its first three years the bank grew to more than $250 million in assets, serving the entrepreneurial community of the San Francisco Bay Area. Heritage Bank recently acquired the bank for $70MM creating a $50MM increase in shareholder value realizing a 4X return on investment. Randy was President of Pacific Union Commercial Brokerage, Founder of the Lamorinda Bank, and Managing Director of Kennedy-Wilson International, an international real estate investment company.

Randy is also the Founder of the Keiretsu Forum Charitable Foundation. Since its inception in 2001, 91 deserving charities have been granted sizable donations. The goal of the Keiretsu Forum Charitable Foundation is to grant $250,000 annually to worthy local charities throughout the Keiretsu Forum chapter network.

Randy holds a Bachelor of Arts degree from the University of California Berkeley and a Masters degree from St. Mary's College of California.

Tim Wilson**,** a partner at Partech International since 2001, focuses on communications and components investments. Between 1997 and 2001, Tim was the Chief Marketing Officer for Digital Island, a Partech portfolio company. The company was acquired by Cable & Wireless in 2001 for $350M. Prior to Digital Island, Tim was a General Manager at Lucent Technology where he led the international voice communications product management team (now Avaya) with P&L for product lines generating over $2B in annual sales and coauthored a VOIP related patent. Before Lucent, Tim held a variety of senior management positions within AT&T (North America and Australia) and AT&T Bell Labs from 1983-1995.

Tim’s current portfolio companies include ARIO Data Networks, Discera, Invensense, Spudnik and Teknovus where he holds a board seat with each company. He graduated summa cum laude, Phi Beta Kappa from Bowdoin College receiving his undergraduate degree in Physics. He received his MBA from Duke University's Fuqua School of Business where he was named a Fuqua Scholar.