

SPEAKER BIOGRAPHIES 2013

Cary Adams, *Sacramento Angels*

Cary Adams is the founder of ProXimal Ventures, where he invests in medical device and technology companies. He was the founding President of the Sacramento Angels, and is a former Chair of SARTA, where he now leads its MedStart Program. He has invested in fourteen seed-stage technology companies, eight in the medical device and technology space. Those companies have gone on to raise over \$150 million in venture capital from over thirty VC firms. Cary recently retired from legal practice where he was one of the founding partners of Murphy Austin Adams Schoenfeld LLC, with over thirty years legal practice experience, primarily in the healthcare industry. He has taught Legal Issues in Health Care Delivery to JD, MBA, and MHA students, receiving the Adjunct Faculty Distinguished Service Award at USC's School of Policy Planning and Development in 2006. He is a graduate of the University of Virginia and the University of Maryland School of Law, where he was Editor-in-Chief of the Maryland Law Review.

Nasir Ali, *Seed Capital Fund of Central NY*

Nasir Ali is Executive Director of the Seed Capital Fund of CNY and CEO of Upstate Venture Connect (UVC). He also serves on the board of the Upstate Venture Association of New York and Chequed.

Prior to founding UVC, Ali was president of The Tech Garden, a not-for-profit organization with the mission of creating an entrepreneurial culture in Syracuse and the Central New York region. In addition to managing the Syracuse Technology Garden incubator, Ali managed a statewide network of experienced mentors. In 2008, Ali co-taught a course in technology entrepreneurship at Syracuse University, which has since grown into a year-long community-campus collaborative effort known as the Syracuse Student Startup Accelerator. Ali also had responsibility for launching the NYSERDA-funded Center for Clean Tech Entrepreneurship and SATOP, a NASA supported small business technology assistance program.

Ali moved to Syracuse from Washington, DC, where he was an associate at Booz Allen Hamilton charged with helping IRS Commissioners manage over \$1 billion in technology modernization and workforce restructuring initiatives. Prior to this, he co-founded New Think (a mobile commerce services firm) and WritersPoint (an offshore technical writing company). Before beginning his career as an entrepreneur, Ali turned around large-scale software, telecommunications, and systems integration projects for Fortune 100 companies. He received his MBA in finance and operations management from Yale University's School of Management. Ali graduated from Princeton University.

Saeed Amidi, *Plug and Play Tech Center*

Saeed Amidi is the Founder and CEO of Plug and Play Tech Center. Plug and Play is the premier technology startup accelerator with over 300 companies which collectively have raised an excess of \$750 million. Additionally, Saeed is a General Partner in Amidzad. The fund has been investing in technology companies for over 15 years and holds successful investments in over 70 technology companies, some of which are: PayPal, Powerset, Danger, Bix, Powerset, DropBox, Lending Club, Zoosk, etc.

Saeed is a serial entrepreneur and a seasoned executive with over 28 years of experience in founding, operating, and growing successful companies. He has successfully started and grown businesses both nationally, as well as internationally, in countries like: Spain, Italy, France, Austria, etc.

Saeed's current passion is inspiring and helping entrepreneurs and startups out of universities. Some of the universities he is working with include MIT, Cornell, Carnegie Mellon, Harvard, Stanford, Berkeley, Santa Clara, Wharton, Dartmouth, and more. His objective is to identify great entrepreneurs with a passion to execute on their ideas.

Stephen Baggott, *Procter & Gamble*

Stephen J. Baggott is a founding leader of P&G's Connect+Develop open innovation program. In the 10 years since its creation, Steve has helped develop the program both internally across the company and grow it externally, developing partnerships and networks around the world. Today, C+D is a way of doing business at P&G, with more than 50% of the company's innovations fueled by external collaboration—delivering speed to market, greater efficiency and higher NPV.

As director of Global Business Development, Steve has supported and led breakthrough C+D projects in all areas of P&G that have both shared P&G innovations externally and brought partners' innovation inside the company to deliver greater value and new products to consumers globally.

Currently, Steve oversees business development and C+D efforts for P&G's roughly \$55 billion Household Care global business unit and most of the company's corporate functions.

Steve is a member of the Licensing Executives Society and is a Certified Licensing Professional. He sits on the board of the Sunny Delight Beverages Company, and on the board of trustees of the Seven Hills School. Steve graduated from Dartmouth College in 1983, and joined P&G in marketing/brand management.

Francisco Banha, *FNABA - Portugal*

Francisco Banha is an unquestionable reference in the Portuguese entrepreneurial environment. Besides being an entrepreneur through his first project –Gesbanha, company dedicated to services in the accounting and management area– Francisco Banha continued investing in innovative projects, with the support of his dedicated Team of Professionals, or in partnership with international reference entities in the respective actuation domains.

Its evidence in the Portuguese business environment emerges, strongly associated to his leader image in entrepreneurship and of venture capital. Since the middle 1990s that Francisco Banha takes part of conferences, workshops, and entrepreneurship contests to increasingly encourage young people to create and make their business plan real.

With an important academic formation and two published books about Venture Capital, Francisco Banha continues to influence several Portuguese young people and support them in raising capital to their projects, as well as dynamize the market so that others do the same in a way that it is easier to an entrepreneur practice his ideas and capacities.

Specialist in rendering services in raising venture capital and, in the time frame between 1999 and 2012, in negotiations with investors that allowed twenty Portuguese start-ups to raise to their projects a total amount of 28 million euro.

Responsible for implementing the entrepreneurship teaching method learning by doing in 140 Portuguese high schools in which 1448 teachers and 28830 students were involved. This school year 2011-2012 the mentioned Entrepreneurship Program is happening in 66 municipalities involving 750 teachers and 12.000 students.

MBA and Masters in Management by in Universidade Técnica de Lisboa .

Joseph W. Bartlett, *Sullivan & Worcester & Chair, ACA Public Policy Advisory Council*

Joseph W. Bartlett, of counsel in Sullivan & Worcester's New York office, is a member of the Corporate Department. He has extensive experience in alternative investments, venture capital, emerging companies, corporate restructurings, private equity and buyouts. Mr. Bartlett has acted as counsel to, director of, and shareholder in, a number of development stage companies during his 47-year career in the venture capital business. Mr. Bartlett has also served as trustee of a series of public mutual funds, chair of a public REIT, and as counsel to asset managers throughout his career, including the managers of public and private equity funds. He has been a limited partner in a number of pooled investment vehicles, including Bain Capital and Needham Emerging Growth Partners. Prior to joining Sullivan & Worcester, Mr. Bartlett was Of Counsel at Sonnenschein Nath & Rosenthal LLP. Mr. Bartlett has written numerous articles on private equity and corporate finance issues.

Faz Bashi, *Life Science Angels*

Faz K. Bashi, MD, has a research background in Immunology and Virology from UCSF. He is a founding member and on the Board of Directors of HealthTech Capital, Chair of the Angel Capital Association's Life Sciences sector, and an active member of the Life Science Angels Committees for Medical Devices and for Biotechnology & Pharmaceuticals. He has been active as a mentor with Pacific Community Ventures, which creates jobs and economic opportunity by increasing investment in local businesses. He has worked at San Mateo Medical Center to develop and implement special clinical projects to help the underserved, including Tele Dermatology, Diabetic Retinopathy Screening, and advancements in electronic medical records. He works as a consultant to Coleman Associates as a Deep Dive expert, and he coaches on workflow process improvement for public health clinics and safety net organizations across the US. He is passionate about novel tech-

nologies that improve the coordination and delivery of patient care through intelligent information brokering that enables true clinical collaboration, and recently joined the Advisory Board of Tiatros. Faz is also a member of the board of directors of a nonprofit foundation, called Vascular Cures, and he recently completed several triathlons with Team-In-Training to raise funds for the Leukemia and Lymphoma Society, and will be training for IronMan Lake Tahoe in September 2013.

Brian Berger, Claremont Creek Ventures

Brian Berger, MD, is an associate in Claremont Creek Venture's digital healthcare practice. Brian previously co-founded Blast, a non-invasive cancer detection medical device startup project out of Stanford. He began his career as an Assistant Professor of Radiation Oncology at the University of Texas Southwestern Medical Center, where he treated using one of the first CyberKnife machines in the United States. He then co-founded and served as the Associate Medical Director of the Baylor Radiosurgery Center. He holds an M.S. in management as a Sloan Fellow from the Stanford Graduate School of Business, an M.D. degree from the University of Texas Southwestern, and an A.B. in chemistry from Duke University.

David W. Berkus, Tech Coast Angels

Dave Berkus is acknowledged as one of the most active angel investors in the country, having made and actively participated in 86 angel technology investments, achieving an IRR of 97%. Labeled "Super Angel" by Inc. Magazine, Dave currently manages two angel VC funds (Berkus Technology Ventures, LLC and Kodiak Ventures, L.P.), is a partner in Trenchant Vhusentures, LLC, and is past Chairman of Tech Coast Angels, the largest angel network in the United States. He currently serves as chairman of six of his portfolio companies, and was named "Director of the Year, Early Stage Businesses" by Forum for Corporate Directors for his successful directorship and CEO coaching efforts, as well as "Tech Leader of the Year, 2011" by the Los Angeles County Supervisors.

Dave was the founder of Computerized Lodging Systems Inc (CLS), which he guided as CEO for over a decade that included two consecutive years on the Inc.500 list of America's fastest growing companies. For his accomplishments in advancing technology in the hospitality industry, in 1998 he was inducted into the Hospitality (HFTP) "International Hall of Fame", one of only twenty-eight so honored worldwide over the years.

Dave is author of *Extending the Runway*, *BERKONOMICS*, and *ADVANCED BERKONOMIC*, books addressing resource and growth issues for early stage businesses, and travels internationally giving keynotes and workshops on trends in technology and building great corporate boards.

Jason Best, Crowdfund Capital Advisors

Jason Best, Principal of Crowdfund Capital Advisors, is a proven leader who creates innovative business strategies and understands that success is greatly dependent on execution. He has had the opportunity to learn from both success and failure; both of which provide powerful lessons to better inform the future decisions of an effective leader. Lesson number one is that you will only achieve breakthrough results if you have the right team in place.

As a successful investor and entrepreneur, Jason brings over 10 years of executive leadership experience founding and leading companies, one of which earned an INC 500 award two years in a row as one of 500 fastest growing private companies in the U.S. He has served as a member of the leadership team in two companies that raised over \$40 million in private capital. Jason understands the challenges facing entrepreneurs and the important role that capital, execution and mentorship play in the development of successful high-growth businesses. Jason currently serves as an Entrepreneur-in-Residence at the Center for Entrepreneurship and Technology at UC Berkeley.

Jason earned his master's degree from the Thunderbird School of Global Management, the world's top international MBA program. He also holds a bachelor's degree from William Jewell College, which included two terms with St. Peter's College, Oxford University, UK as part of the Oxford Overseas Study Course.

William Carleton, McNaul Ebel Nawrot & Helgren, ACA Public Policy Advisory Council

Drawing on experience that spans the history of the Web, Bill counsels entrepreneurs, technologists, investors, board directors and executives who found, nurture and monetize growing companies.

- Startup lawyer: Bill formed and represented some of the first ventures of the Web 1.0 era, including fine.com, F5 Networks, Pantheon and Union Street. Current clients include General UI, Hoaloha Robotics, IdentityMine, Quu, Tamarac and Uber Entertainment.

- Angel investor: Bill draws on his experience as an angel investor. Today, he represents individual angels and serves on the Angel Capital Association's Public Policy Committee Advisory Council.
- In house: Bill has worked at startups and emerging companies from the inside, at Tamarac, Bot.Net and Who's Calling. He's also served on boards of directors of startups.

Bill blogs daily at Counselor @ Law and is frequently quoted on topics ranging from social media, to securities law reforms, to the #Occupy Wall Street movement. He is one of the two lawyers behind Startup Trivia, an app for iOS and Android with daily questions about startup law and culture..

Jennifer Carolan, *NewSchools Venture Fund*

Jennifer has been involved in NewSchools investments in BetterLesson, School of One, Education Elements and Engrade. She is an observer on the boards of Education Elements and Engrade and also serves on the board of Equal Opportunity Schools. Prior to NewSchools Jennifer attended Stanford School of Education and taught in the public schools for seven years. She has published on Differentiated Learning in Education Leadership and The Whole Child. Jennifer is based in NewSchools' West Coast office.

Jennifer Carolan co-leads the NewSchools Seed Fund, which makes investments in early-stage education technology companies focused on improving K-12 schools through supporting passionate entrepreneurs.

Michael Cayley, *Cdling*

Rodney Choo, *AngelAssure*

Rodney is the CEO and President of AssureTech Insurance Services, a specialty insurance wholesale brokerage. He is a recognized leader in the areas of executive and professional liability, with an emphasis on Technology/Life Sciences, Financial Institutions, Venture Capital and Private Equity and Mergers & Acquisitions. Prior to founding AssureTech, Rodney was a Managing Director at Carpenter Moore, a subsidiary of the Nasdaq OMX Group, where he led the national Financial Institutions and Capital Markets insurance group. Before then he was a Principal in both the Management Risk and Private Equity Practice Groups for Integro Insurance Brokers, managing the firm's West Coast Private Equity Practice. An attorney by training, Rodney was associated with the law firm, Latham & Watkins, and prior to that with the Federal Trade Commission, Bureau of Competition. Rodney and his wife, Janet, have a young daughter.

Andrew Clark, *Houston Angel Network*

Andrew Clark has a 25 year career spanning many facets of the technology and energy business. Andrew is a founder and principal with The Castell Group, LLC, an investment and advisory firm assisting companies in the technology business while making investments at both ends of the risk curve from short-term arbitrage to long-term venture investing. In addition, Andrew is currently president of the Houston Angel Network, where he has invested in numerous companies spanning across a broad range of industries such as consumer products, internet-enabled businesses, enterprise software, cleantech, and life sciences. In several of these investments he serves on the board, advisory board, or as a board observer. Andrew also currently serves as an Entrepreneur-in-Residence with the Houston Technology Center. Previously, Andrew was an executive at Reliant Energy, where he helped transition the company to a fully deregulated electricity market. While at Reliant, Andrew was responsible for all interactive marketing efforts including online advertising, online customer service, online customer acquisition, and the company's website. Prior to Reliant, Andrew held various management and executive roles with Compaq Computer, including being a member of the start-up team that ultimately led to the iPAQ PDA. Prior to Compaq, Andrew was a consultant with Coopers & Lybrand, focusing on the telecommunications and computer industries. Andrew holds a B.S. with a concentration in entrepreneurship from the Wharton School of the University of Pennsylvania, where he was named both a Benjamin Franklin Scholar and a University Scholar.

Carol Clark, *X-Squared Angels*

Carol Clark's entrepreneurial roots date back to 1981 when she and Fran Papalios co-founded MindLeaders, an online software training company that was sold in 2007. Taking what she learned, Carol became an angel investor and member of several well-known and influential angel groups the Ohio TechAngel Funds, Golden Seeds and Investors' Circle. Now she has founded the X Squared Angels Group focused on women-led ventures. Carol's background and perspective as a female angel investor who aims to help other women and as an entrepreneur will help you gain the insights you need

regarding whether to move your idea ahead or to understand the roles you can play in technology commercialization. Carol also serves on the College of Arts and Sciences Technology Review Board at the Ohio State University where ideas and inventions are vetted for commercialization.

Drew Clark, IBM Venture Capital Group

Drew Clark, a champion for innovation across IBM and its global ecosystem, is co-founder of and lead strategist for IBM's global venture capital group. Drew works closely with IBM's key business imperatives including Sustainability / Cleantech, Smart Healthcare and Cloud Computing, where he works closely with the global venture capital community across multiple IBM brands and industry units to help drive new business opportunities.

A serial "entrepreneur", Drew has led a range of internal startup initiatives, including a key role in formation of IBM's Internet Division. Later, Drew led IBM's search, knowledge-management, social media and Web 2.0 initiatives. He has held numerous technical and management positions in several of IBM's product divisions, and has helped lead several of IBM's most innovative development initiatives, including creation of IBM's Internet unit and later Web 2.0 and Cloud Computing units.

He earned a Bachelor of Science degree in Physics from Western Carolina University and an MS in Theoretical Plasma Physics from the University of Texas at Austin.

Brian Cohen, New York Angels

As an angel investor and mentor to entrepreneurs, Brian now serves as Chairman of the New York Angels who has invested over \$53 million into more than 70 early stage technology companies. Brian was the first investor in Pinterest and numerous other industry leading startups. As a new author, Brian's book entitled "*What Every Angel Investor Wants You To Know: An Insider Reveals How To Get Smart Funding For Your Billion Dollar Idea*" will be published and released by McGraw Hill in April 2013.

As a social entrepreneur, Brian is the founding Board member of Center4, NYC's first technology accelerator devoted to serving the non-profit community; as a disruptive media entrepreneur, Brian co-founded *Launch.it*, with his son Trace, in May 2012, the first direct-to-customer, self-publishing PR news platform; as a social media specialist, Brian created iFluence PR in 2009, a strategic behavioral-based communications consultancy for the new earned influence/social media community; as a technology media strategist, Brian is considered one of the fathers of science & technology strategic communications, and co-founded Technology Solutions, Inc. in 1983. In 1996, TSI was recognized as the #1 fastest growing agency in the United States. Brian sold the company to The McCann Erickson World Group in 1997 and became the Vice Chairman of their Technology Division; as an educator, Brian created the AIMS (Advanced Internet Media Studies) Program, a college semester program where students will be trained to use the Internet smartly and professionally. He also advises entrepreneur students at NYU and Columbia University.

As a recipient of the Distinguished Alumnus Award, Brian holds a Masters Degree in Science Communications from Boston University's School of Public Communications and currently serves on the Dean's Board of Directors.

Jo Ann Corkran, Golden Seeds

Jo Ann Corkran, Managing Partner of Golden Seeds Fund 2, has been a lead investor on multiple transactions at Golden Seeds including life sciences, consumer goods and technology deals. Jo Ann sits on the board of Crimson Hexagon, a social media monitoring company, and Bespoke Global, an ecommerce company for artisanal furniture. Prior to joining Golden Seeds, Jo Ann spent the majority of her 20 plus year Wall Street career at Credit Suisse. Most recently at CS Asset Management (CSAM) she was Global Head of Cash and Short Duration Assets. Earlier at CSAM she managed the U.S. domestic securitized assets, and U.S. Core Fixed Income Assets. Previously she was at Morgan Stanley and First Boston. She started her career as a Consulting Actuary in the Econometric Modeling Area of Buck Consultants. She used to sit on the Investment Committee of the Common Endowment Fund of the UUA 2003-2009, and the Socially Responsible Investing Committee UUA 2002-2003. Jo Ann holds a BS in Mathematics from NYU and was a Fellow of the Society of Actuaries (Lapsed).

Jim Connor, Sand Hill Angels (and Chair of 2013 ACA Summit)

Jim Connor has been involved in software applications addressing the capital markets for the past 20 years and is the CFO and an investor in Upstart Mobile, Inc. He has been a founder/CEO, CFO, treasurer and angel investor. Jim serves as a

board director and treasurer of the Sand Hill Angels, is a board director of Liftoptia, First Focus Learning Systems and the Angel Capital Association. Jim was the founder and CEO of SymPro, Inc., managed the acquisition with JP Morgan Chase and served as the division president until 2007. Personal interests include USTA competitive tennis and scuba diving. Personal statement: It is all about the team, great teams are the key to developing a product to serve the current and future needs of a market. I am a strong believer in delivering something your customers will love. I like working with people who have tasted success before, who understand the perseverance necessary to win the competitive battles, respond to obstacles, and who are willing to make the effort to be successful again.

Cromwell Coulson, *OTC Markets*

R. Cromwell Coulson is President, CEO and a Director of OTC Markets Group. In 1997, Cromwell led a group of investors in acquiring OTC Markets Group's predecessor business, the National Quotation Bureau (NQB). Cromwell led the transformation of what was an opaque and inefficient market into a technology-driven, Open, Transparent and Connected financial marketplace platform. Today, OTC Markets Group operates the OTCQX, OTCQB and OTC Pink marketplaces for over 10,000 securities. OTC Markets Group's marketplaces have vastly increased the amount and quality of information available for investors and improved the efficiency of trading. Prior to the acquisition of NQB, Cromwell was an institutional trader and portfolio manager specializing in distressed and value-oriented investments at Carr Securities Corporation, an OTC market maker. Cromwell received a BBA from Southern Methodist University in Dallas, TX and graduated from the Owner/President Management Program at Harvard Business School

Adam D'Augelli, *True Ventures*

Adam D'Augelli is an Associate at True Ventures. Growing up, Adam was drawn to startups and technology – early on as a founder of a donation-based record label and a social business in India then later as a consultant to early-stage technology companies on the East Coast. Building upon this experience, Adam led the creation of "Digital Frontiers," a course at the University of Florida exploring how the Internet and Technology are changing the global business landscape. Adam graduated Magna Cum Laude from the University of Florida with a BS & MS in Finance and was selected as one of the two Four Year Outstanding Scholars in his graduating class. Outside the office, Adam can be found at live music events both inside and outside of San Francisco, participating in half marathons, or reading GigaOM Pro Reports in Golden Gate Park.

Anne DeGheest, *HealthTech Capital*

Anne DeGheest is managing partner at MedStars Ventures Partners. Since 1986, she has been a mentor capitalist specializing in investing and mentoring early-stage start-ups in healthcare. The life science companies for which she has been a founder or an early advisor have generated over \$6 billion in market capitalization. She provided angel capital, hands-on operating expertise and/or business strategy in the founding of major companies like Pyxis (CareFusion), Aspect Medical (acquired by Covidien), VISX (acquired by AMO), Thermage (merged into Solta Medical), VISICU (acquired by Philips), Masimo (Nasdaq: MASI). She also helped grow new entrepreneurial division of large corporations like Johnson & Johnson, Baxter, Medtronic and McKesson. She was also part of the founding executive team of Nellcor (a division of Covidien), MedPool and OmniCell (Nasdaq: OMCL).

Anne founded in 2010 HealthTech Capital, a group of private investors dedicated to funding and mentoring new "HealthTech" startups to decrease healthcare cost and empower patients. HealthTech capital is an ecosystem of angels, venture capitalists, providers and industry key players with the three sets of expertise needed to succeed in this new HealthTech space: healthcare, technology and user engagement.

She is a frequent speaker at industry conferences and a guest-lecturer on entrepreneurship and angel investing at Stanford Business School, Dartmouth Tuck and Singularity University. She is an early investor, board member, observer or advisor to Pixel Optics, CareinSync Visioning and other early stage medical devices. She is an Entrepreneur-In-Residence with Canaan Partners. She started her career at Raychem after receiving a MBA from Harvard and a Master in Business Engineering from University of Brussels.

Michael de la Cruz, *Google*

Michael de la Cruz leads a Global team responsible for Google Apps and Communities for Education. His team collaborates with higher education and primary secondary education customers to leverage the benefits of a web based learning environment. He is based in Google headquarters in Mountain View, CA.

Prior to Google, Michael was the Director of Market Development at Intel Corporation responsible for delivering sales and marketing programs for the education sector. His team collaborated with Intel's regional sales groups to drive Intel's education business.

Michael was also an expat based in Shanghai, China for five years. During this time he managed global marketing teams to develop and grow new sales channels for Intel based products across China, Asia Pacific, North America, Latin America, Europe, Middle East and Africa. In 2005 he received an Intel Achievement award for his product marketing contributions to the 1st generation platform for Intel Centrino Mobile technology.

Michael has a B.S. in Electrical Engineering from Carnegie Mellon University and an MBA from Johnson Graduate School of Management at Cornell University.

Alex de Winter, *GE Ventures Healthymagination Fund*

Alex is a director at GE Ventures, in the Healthymagination Fund, where he invests in life science tools, clinical diagnostics, and big data related to healthcare. Prior to GE, Alex was a partner at Mohr Davidow Ventures. At Mohr Davidow, Alex was a board director at On-Q-ity, as well as a board observer for CardioDx, Corventis, Crescendo Bioscience, didimi, DVS Sciences, and Personalis. He started his career as a research scientist with 454 Life Sciences and Pacific Biosciences. Alex has an MBA from UC Berkeley, a Ph.D. from Stanford, and graduated magna cum laude from Amherst College.

Todd Dollinger, *The Trendlines Group (Israel)*

Todd Dollinger was born with the entrepreneur gene. At the age of 15, he joined his first start up, a tropical fish import and breeding business; later Todd would sell his share to his partner before starting college. While a university student, Todd established his second business - from which he had his second exit - a concert promotion company. His passion for transforming ideas into successful enterprises led him to launch Trendlines, Inc. with his brother Mark in 1978, providing sales, marketing and business development services in the U.S. Todd served as Trendlines' president until 1990 when he sold his interest to Mark and moved to Israel. There, Todd joined the marketing department of medical device company SRD Medical. He later became that company's CEO.

Determined to work in a capacity where he might merge his business development skills with his entrepreneurial drive, Todd founded business consultancy Trendlines International with Steve Rhodes in 1993. Trendlines International was established to support seed- and early-stage companies and the start-up activities of large corporations. Todd and Steve established their first venture fund, the Trendlines Israel Fund, in 2004 and founded The Trendlines Group in 2007 when they purchased two Israeli government licensed business incubators, the Misgav and Mofet Venture Accelerators. The business development and marketing communications services originally provided by Trendlines International continue to be offered through Signal Business Development, The Trendlines Group's business development unit.

Today, Todd is the Chairman and CEO of The Trendlines Group. Under the leadership of Todd and Steve, The Trendlines Group's portfolio companies and three investment funds have raised more than \$130 million. He has taken two companies public on the Tel Aviv Stock Exchange: ETVIEW Medical and FlowSense Medical. Additionally, Todd serves as chairman of the Misgav Venture Accelerator and as a director and chairman of the board of a number of public and private companies.

Cassie Doyle, *Consul General of Canada*

Ms. Cassie Doyle was appointed as Consul General of Canada with accreditation for northern California, Nevada, Hawaii and Guam, effective January 10, 2011. A native of Canada's west coast, Ms. Cassie Doyle has served at the executive level of all three orders of government including as Deputy Minister with both the governments of Canada and British Columbia. Over the past 15 years, she has led departments that have focused on advancing Canada's energy, natural resource and environmental agendas. Ms. Doyle achieved notable success in the development of clean energy innovation and efficiency programs, improvements in the performance of the government's regulatory system for major projects and the transformation of the forest industry. She has a proven track record of collaborating effectively with stakeholders from across the spectrum of public, private and non-governmental sectors.

Ms. Doyle served as Canada's Deputy Minister of Natural Resources from 2006 to 2010 after three years as the Associate

Deputy Minister of Environment Canada. She was also a member of the Board of Directors for the Atomic Energy Corporation of Canada. Prior to joining the federal government in 2002, Ms. Doyle held a number of senior positions with the British Columbia Government including the CEO of the BC Assets and Land Corporation, Deputy Minister of Environment, Lands and Parks and Deputy Minister of Small Business, Tourism and Culture. Ms. Doyle started her career with the City of Ottawa working in housing and urban development.

Ms. Doyle holds a Master's degree in Social Policy and Administration from Carleton University and a Bachelor's degree in Sociology from the University of Victoria. She has served as the Chair of Oxfam Canada, the chair of the 2010 Community Campaign and a member of the Board of Directors of the Ottawa United Way.

Andy Dreyfuss, *Piedmont Angel Network*

Andrew Dreyfuss is currently the Fund Executive for the Piedmont Angel Network, an early stage committed capital fund based in the Triad. PAN recently launched its third fund and has invested approximately \$15M in 23 start-up companies since 2002. Additionally, Andy co-manages two real estate investment funds that are investing in residential subdivisions. Andy was the Placement Director for the Babcock Graduate School of Management at Wake Forest University from 2003 to 2008. Prior to this assignment, Mr. Dreyfuss was Director of Operations Planning for The Coca-Cola Company in Atlanta. While at Coca-Cola, he led the planning process for a group with a \$90 million budget and 1,200 employees. Andy also collaborated closely with HR on reorganizations and compensation plans. Additionally, he has held finance positions with Apple Computer and SAP. Andy graduated Magna cum Laude from Santa Clara University with a B.S. in Economics and received a MBA degree from Wake Forest University.

Mike Drzal, *LeClairRyan*

Mike is a shareholder at LeClairRyan and serves as chair of the Firm's Venture Capital practice. He also is a member of the Firm's BioPharma and Energy teams. He focuses his practice on and customarily acts as lead counsel in connection with debt and equity financings, mergers and acquisitions, strategic alliances, joint ventures, management buyouts, intellectual property licensing transactions and a variety of domestic and international transactions. Mike currently serves as general counsel to a number of emerging companies, including alternative energy, bioinformatics, diagnostics, digital media, high-tech research and development, internet, medical device, medical information technology, pharmaceutical, SaaS, and traditional and high-tech manufacturing and distribution companies. Mike currently serves as co-chair of the Steering Committee for the Greater Roanoke and Blacksburg Regional Innovation Blueprint, a regional initiative of the Roanoke-Blacksburg Technology Council.

Mike currently serves as general counsel to three pharmaceutical companies; three medical device companies and two bioinformatics companies; and he has extensive experience in the medical information technology field. Mike has worked on the following transactions in the BioPharma industry: organization of companies; employment and incentive compensation agreements; numerous rounds of financing, ranging from friends and family to institutional venture capital; sale of a BioPharma company; numerous licensing deals, including but not limited to outlicensing key science from a variety of universities; contract manufacturing agreements; and clinical trial agreements.

Aside from his work in the life sciences and energy verticals, Mike currently represents three SaaS companies targeting the higher education vertical and a company in the digital media space. Finally, Mike has served as general counsel to traditional and high-tech manufacturing and distribution businesses, both venture and private equity-backed.

Matt Dunbar, *Upstate Carolina Angel Network*

Matt Dunbar is managing director of the Upstate Carolina Angel Network (UCAN), a group of accredited investors who support high-growth, start-up ventures in South Carolina and the Southeast. Since its founding 2008, UCAN's has invested nearly \$7 million in 25 companies. In his role as managing director, Matt is responsible for the day-to-day operations of the investor network, including coordination of the group's efforts to screen, select, evaluate, and structure early stage investments. Dunbar began his career as a manufacturing and plastics engineer with Eastman Chemical Company in Kingsport, Tennessee, and he later worked with several Fortune 500 clients as a strategy and management consultant with the Boston Consulting Group in Atlanta. He holds a B.S. in chemical engineering from Clemson University, Summa Cum Laude, and an M.B.A. and master's degree in education from Stanford University.

Rory Eakin, *CircleUp*

Rory has supported entrepreneurs nearly all his career, most recently as Director of Investments at Humanity United, part of the Omidyar family enterprises. At Humanity United, he invested in small businesses and social enterprises to stimulate job creation and promote stability in fragile economies. He began his career at a startup providing financial training to small businesses in Cape Town, South Africa. Rory is a former consultant with The Boston Consulting Group.

Rory received his MBA from Stanford as well as a public policy degree from Princeton. He holds Series 24, 63, and 82 licenses with WRH+Co., and enjoys listening to weekend NPR quiz shows a little too much.

Mike Eckert, Atlanta Technology Angels

Mike Eckert is currently the Executive Chairman of the Atlanta Technology Angels, the largest angel investment group in the Southeast and is an active member in the Atlanta early-stage/entrepreneur eco-system. Mike has extensive start up experiences as a member of the launch team of The Weather Channel/Weather.com and serving as its CEO, and as CEO of Pathfire, an early stage digital media technology infrastructure business, both Georgia-based companies. Mike also serves as a Fellow in Georgia Tech's VentureLab program, is associated with the Advanced Technology Development Center as a coach, mentor and speaker, is a judge of many start-up business plan competitions, has served and serves on the boards of directors of a number of early stage companies, is an active angel investor and is a limited partner in a number of Venture Capital funds.

Curtis Feeny, Voyager Capital

Curtis Feeny has invested in enterprise software, data center systems, wireless infrastructure and Smart Grid technologies. He also has expertise in SaaS, open source, and capital efficient software companies. Curtis has served on 14 boards, both public and private, and has been a managing director at Voyager Capital since 2000, when he opened the Silicon Valley office. Since 2000, he was on the board of Trammell Crow Company (TCC:NYSE), which was purchased by CB Richard Ellis (CBG:NYSE) in 2006, and has remained on the board since. In 2006, Curtis was also appointed by President George W. Bush to be a Trustee of the Presidio Trust.

Before joining Voyager, Curtis was the first Executive Vice President of the newly formed Stanford Management Company, helping oversee the University's endowment from 1992 to 2000, when assets under management grew from \$1.5 billion to \$9 billion. He was responsible for investing and managing real estate and other asset classes including private equity and venture capital. Before joining Stanford, Curtis was managing partner for Trammell Crow in Seattle, with \$700 million of assets under management. Previously, he worked in energy R&D and the semiconductor industry. Curtis has an MBA from Harvard Business School, and a BS in mechanical engineering, magna cum laude, from Texas A&M University.

Eric K. Ferraro, LeClairRyan

Mr. Ferraro focuses his practice on the representation of technology companies, from early startups to mature publicly traded corporations, entrepreneurs, investors and financial services firms. He has over 18 years of legal and business experience in private practice, in-house, and as a technology company founder and investor. This experience affords Mr. Ferraro the ability to offer clients an integrated counseling approach that balances legal protection and corporate best practices with business, technical, investment and strategic considerations.

Mr. Ferraro's clients include enterprise software and mobile developers, social media and gaming companies, consumer Internet and e-commerce businesses, music and entertainment companies, and digital creative agencies. He advises his clients in matters relating to entity formation and founder arrangements, corporate governance, seed and venture capital financing, employment and equity compensation, intellectual property protection, technology licensing and product distribution, mergers and acquisitions, public offerings, and SEC reporting and compliance. Mr. Ferraro also has significant experience in executive compensation transactions, often representing CEOs and executive teams in high-value M&A transactions.

Mr. Ferraro has substantial expertise in matters relating to digital media law. He was a co-founder of a digital media venture that was acquired by The Orchard (a Sony Music company) in 2012. He advises his media clients on matters such as data security, online privacy, content licensing, publishing and syndication, copyright and royalty administration, and regulatory issues relating to e-commerce, online advertising and Internet law under the DMCA, FTC Act and CAN-SPAM.

Ross Finlay, First Angel Network Association

Ross Finlay, a Co-founder and Director of the First Angel Network Association has been an angel investor since 2000. He has assisted many companies in raising private equity. Mr. Finlay is a recognized facilitator, senior business consulting professional and strategic change consultant who has an extensive background in public, private and not-for-profit sectors. He has implemented major business changes in a number of organizations and has experience in conducting organizational reviews in the public/private and the not-for-profit sectors. He has extensive business networks throughout Atlantic Canada. He has been Executive Director of a provincial professional association and President of a national consulting company working with scientific, engineering and technical areas. Since his move home to Nova Scotia, Ross has managed his own successful consulting practice. He returned to the corporate world for a time with PricewaterhouseCoopers LLP and Solution Inc Ltd. – a Halifax based software development company. In 2002 Ross was a recipient of the Queen Elizabeth II Jubilee Medal for outstanding community service through his efforts in numerous charities.

Steve Flaim, *Tech Coast Angels*

Dr. Flaim holds a doctorate in Human Physiology and Pharmacology from the University of California at Davis. He held faculty positions in Medicine and Physiology at the Pennsylvania State University College of Medicine and senior management roles at the Johnson & Johnson Pharmaceutical Research Institute, the Squibb Institute for Medical Research, Alliance Pharmaceutical Corporation, Trega Biosciences, Inc. and Galileo Pharmaceuticals, Inc. Dr. Flaim is Founder and President of Flaim Partners Consulting, a Fellow of the American College of Cardiology, the American Heart Association, the American College of Clinical Pharmacology, and the Royal Society of Medicine. He is a board member of Pivotal Biosciences, Inc. and AnaBios Corporation, Chairman of the Board for Leading Biosciences, and he is a member of the Editorial Board of the Journal of Pharmacology and Experimental Therapeutics. Dr. Flaim is Chairman of the Board of Governors for the Tech Coast Angels, Past President of the San Diego Network of Tech Coast Angels, an Entrepreneur-in-Residence with CONNECT, Chairman of the Board of Directors for the John G. Watson Foundation and is active in numerous regional and national scientific organizations. He was a Technology and Business advisor to the William J. von Liebig Center for Entrepreneurism and Technology Advancement at the University of California, San Diego for the past 13 years. He is Co-founder and CEO of CardioCreate, Inc., Chairman & CEO of OncoFluor, Inc. and Special Advisor to the Office of Translational Alliances and Coordination in the Division of Extramural Research Activities, National Heart, Lung and Blood Institutes of the National Institutes of Health.

Bril Flint, *Central Texas Angel Network*

Bril is an experienced Technology and Media Executive. He is an active early-stage/angel investor and is Chairman of the Board of Directors for the Central Texas Angel Network. He also assists a number of Austin-based startups, particularly in the mobile space.

Bril's management career began at Bain & Co., where he was a Consultant and Engagement Manager. He led project teams doing work in manufacturing, packaging and software industries that served both consumer and B2B markets. Following Bain, Bril was Vice President of Strategic Planning for the North American division of EMI-Capitol Music in the mid-90s, its most profitable period ever. After EMI, Bril built and organized the Corporate Planning department at Dell Computer, helping the company grow from \$7B in revenue to \$30B. He was also VP of Planning and Finance for Worldwide Operations at Dell, including manufacturing, distribution, and procurement. Bril also served as VP Finance and Planning for the Large Corporate Accounts sales division. Bril joined Apple Computer in 2003, just prior to the launch of the iTunes Music Store. He led the 100-person organization running the Demand/Supply Planning function for all Apple and Mac products and the Americas Finance team.

Bril has a Bachelor's Degree in Mechanical Engineering from MIT and a Master of Science degree in Management from the Sloan School of Management at MIT.

Luis Galveias, *EBAN*

Luis collaborates with EBAN since 2010 and he is from 2013 the leading person at the EBAN Secretariat. Initially working as Project Manager and Communication Officer, Luis was responsible for the implementation of the ICT Finance Market-Place/ ACCESS ICT initiative and the organization of EBAN events. He has been working in the early stage financing industry since 2004 when he joined Gesventure (Business Angels Club) in Portugal. Luis has been involved with a wide range of national and international initiatives such as the National Business Angels Week (FNABA), the EBAN Congress 2007, the Business Angels Leaders Forum (kick-start for WBAA) and the EASY Project. Currently living in Luxembourg, his academic background is in Economics (U. Coimbra, Portugal) and holds a Master in Marketing from ISEG (Lisbon, Portugal).

Valerie Gaydos, *Angel Venture Forum*

Valerie's company, Capital Growth, Inc. specializes in business building, financing & organizational development. Her firm provides both equity and debt capital to various high growth businesses. In addition, she is also President of Fifty-First Associates, LLC, an association management & government relations firm in PA & Washington, DC which represents clients in retail and various healthcare professions.

Valerie founded her first company, Capital Growth, Inc. (CGI), in 1994 as a venture capital data and information publishing company and has bought and successfully sold several small business properties over the last several years. With more than 15 years of implementing profitable solutions in business and financing for small companies and organizations, CGI currently specializes in business building, angel investing and venture capital for early stage companies.

For more than 6 years she directed the Private Investors Forum (Philadelphia) and served as President of the Pennsylvania Angel Network. She is member of the Lancaster Angel Network and serves on the Policy Committee of the Angel Capital Association. She and her colleagues founded The Angel Venture Forum which is an ad hoc consortium of active angel investors in Mid-Atlantic region.

Valerie has been involved in many start-ups from concept, operational development, strategic planning, implementation & exit. She is an active investor & company board member assisting companies in locating experts, company financing and key resources to develop & grow new business.

James Geshwiler, *CommonAngels*

James joined CommonAngels in 1999 and currently manages the group's investments in Apperian, HNW, Influitive, InsightSquared, ParElastic, Skyhook Wireless and TimeTrade. He also is on the Board of Trustees of the Massachusetts Technology Leadership Council and the board of the MIT Alumni Association. James was the founding chairman of the Angel Capital Association. He also was the founding chairman of ACA's sister organization, the Angel Capital Education Foundation, in partnership with the Kauffman Foundation, now Angel Resources Institute. He holds a bachelor's degree with highest honors from the Liberal Arts Honors Program at the University of Texas at Austin, a master's degree in political science from UCLA, and an MBA from MIT's Sloan School of Management. James also is an avid rower and a member of Cambridge Boat Club.

Sean Glass, *Acceleprise.vc*

Sean is an entrepreneur and investor who co-founded the higher education focused online financial services firm, Higher One. At Higher One he served as founding president and then as part of the executive team as Chief Marketing Officer for 8 years. Higher One went public in 2010 (NYSE:ONE). Prior to Higher One, Sean helped found the Yale Entrepreneurial Society. He is currently a Venture Partner at Novak Biddle Venture Partners and CEO of EmployInsight. Sean has been featured in numerous publications including the Wall Street Journal, NY Times, Washington Post, and Entrepreneur Magazine.

Philippe Gluntz, *France Angels*

Philippe Gluntz, a French Citizen, is graduated from Ivy League "Ecole Polytechnique" and "Ecole des Ponts et Chaussées". He also graduated from "l'Institut d'Etudes Politiques de Paris" in Economics and holds a PhD in Management from Vanderbilt University.

Philippe Gluntz spent most of his career as C.O.O. then C.E.O. of computer services and telecom companies, singularly of GSI, European leader in IT and payroll outsourcing, that he started up with close friends in the mid seventies, and eventually sold in 1995 to ADP Employer Services, for which he served as C.E.O. for Europe and Corporate Vice-President until 2002, when he was appointed non executive Chairman, and started to invest as a Business Angel in several start-ups in the IT and Telecom sectors.

He has also been in charge of one the largest mergers of the 80's, between Alcatel-CIT (France) and I.T.T. Telecom (USA), leading to the creation of the current Alcatel Group (13 Billion USD and 120000 employees at that time), of which he has been the C.O.O. from 1986 to 1991.

Philippe Gluntz is now Chairman and Board Member of several NTIC and Logistic companies, and is heavily involved in the Venture Capital market, on top of his academic teaching. He spends most of his time as President of the French federation of Business Angels Networks and early stage Funds(France Angels), and of the Confederation of European Business Angels (BAE)

Bob Goff, *Sierra Angels*

Bob Goff Founded Sierra Angels and serves as its President. Mr. Goff's career was primarily in semiconductors in Silicon Valley where he had the opportunity to manage three successive high growth businesses from early stage through IPOs and subsequent strategic mergers with Fortune 500 companies. He became active in specialized venture capital investments and subsequently became a principal in investment banking firm specializing in strategic mergers. Upon retiring to Lake Tahoe in 1997 he lead the founding of the Sierra Angels to provide coaching, venture capital and connectivity to early stage technology companies in the region. He also made a commitment to devote time and energy to his post-career passion: the confluence of education, entrepreneurship and technology and applying his strong advocacy for collaboration among complementary organizations to help accelerate innovation commercialization progress throughout the State and region. In addition to his active role as Chair of Sierra Angels, Mr. Goff serves on a number of nonprofit and for-profit boards in support of his collaborative and converging interests. These include Chair Emeritus of Golden Capital Network (a Nevada and California collaboration), Initial Chairman of Nevada's Center for Entrepreneurship & Technology (CET), Member of UC Davis External Research Advisory Board, a founding Board Member of Research Ventures, Inc. (joint venture between UNR and DRI to promote commercialization of their technology). Mr. Goff serves as Director and Member of Investor advisory board at Golden Capital Network. In 2002 Mr. Goff was inducted by TBAN into Nevada's High Tech Hall of Fame, and in 2005 was honored by the Kauffman Foundation-funded Angel Capital Association as the first recipient of the Hans Severiens Award.

Garrett Goldberg, *Boise Angel Alliance*

Garrett is founder and manager of GSquare Companies, a multidimensional company primarily focused on real estate development and management in Boise. Since its creation in 2005, GSquare Companies has also ventured into various business development and retail avenues, including both the music production and wine industries, establishing and developing new venues, promoting shows on the ground, and supporting the arts throughout Idaho. Garrett is the youngest member of the Boise Angel Fund having been exposed to many different industries and is involved in Idaho State politics. Garrett holds a BA in Political Science from Stanford University and an MBA from the University of Washington.

Eric Gonzalez - *Montage Capital*

Eric brings extensive investing, entrepreneurial and operating experience to Montage Capital. His investing experience includes serving from 2000 to 2005 as a General Partner at DCM, a global venture capital firm based in Menlo Park, CA, with over \$2 billion under management. At DCM, he sourced, invested in and served as a board member for several startup companies in the communications and internet spaces, in the US and in China.

Most notably, Eric sourced and led two Series A investments in companies that ultimately listed on public exchanges and that were two of DCM's most successful outcomes, Renren (NYSE: RENN) and Inteliquent (Nasdaq: IQNT). Eric also led the Series A investment in Coradiant (acquired by BMC Software) and DCM's initial investment in Colubris (acquired by HP).

In addition to his venture capital investing experience, from 2005 to 2010 Eric served on the board of trustees for Presidio Fund, a Morningstar 5-star rated value-oriented mutual fund based in San Francisco. He also gained financial experience early in his career as a financial analyst at Boston-based boutique investment bank BNE Associates (now called Stonebridge Associates) from 1988 to 1990, and as a financial analyst at Hewlett-Packard from 1992 to 1994.

From 2006 to 2011 Eric pursued an entrepreneurial interest, founding online gaming company Ujogo and serving as the company's President and CEO. Eric has additional operating experience from product management roles at Hewlett-Packard (1994 to 1995) and Cisco Systems (1995 to 2000). Eric received a BA in Economics (magna cum laude) from Harvard, and an MBA from Stanford.

Mark Gorenberg, Hummer Winblad Venture Partners

Mark Gorenberg is a Managing Director of Hummer Winblad Venture Partners. Mark joined co-founders Ann Winblad and John Hummer as Hummer Winblad Venture Partners began investing our first fund in 1990. Prior to Hummer Winblad Venture Partners Mark was at Sun Microsystems where he managed emerging new media areas and was a member of the original SparcStation team. Over the last 20 years Mark has served as a board member for numerous successful Hummer Winblad start-ups, including Omniture (IPO and acquired by Adobe), AdForce (IPO and acquired by CMGI), NetDynamics (acquired by Sun Microsystems) and Scopus Technologies (IPO and acquired by Siebel) and Crowdfactory (acquired by Marketo). Currently, he serves as a Director of [6connect](#), [Cenzic](#), [Domo](#), [Signal Demand](#), [OptiMine](#), and [InsideSales](#). In 2011, Mark was appointed by President Barack Obama to the President's Council of Advisors on Science and Technology (PCAST), a 21-person advisory group of the nation's leading scientists and engineers (www.whitehouse.gov/ostp/pcast). Mark is a member of the Board of Trustees of the Massachusetts Institute of Technology Corporation, a member of the Steering Committee of Deshpande Center for Technological Innovation at MIT, the Leadership Board of the McGovern Institute for Brain Research at MIT, the Technology Advisory Committee of the Federal Communications Commission (FCC), and the Board of the H. John Heinz III Center for Science, Economics, and the Environment. In 2012, Mark also became a Director of the National Venture Capital Association (NVCA). Mark received a B.S.E.E. from MIT, an M.S.E.E. from the University of Minnesota, and an M.S. in Engineering Management from Stanford University.

Jeff Gray, Glue Networks

Jeff Gray is a thought leader in the field of Next-Gen Cloud Based Networking. His mission is to help customers do more with less while positively touching the lives of others around him. Jeff has helped numerous companies develop and execute their strategic vision. Jeff has worked closely with Cisco Systems, VMware, HP, and Panduit on next-generation data center and cloud computing initiatives. Jeff was the former VP Business Development of Yelofin Networks, a hybrid Virtual Network Operator where he was responsible for US operations. A former executive of networking and telecom spin-offs of Cisco Systems and E.ON Energie, he also worked on strategic network initiatives of power utilities throughout the US and Europe developing network and smart grid strategies and architectures. Jeff developed Deutsche Bank's global e-Commerce strategy for the transaction bank and helped design and build several Deutsche Bank funded technology companies. Jeff has lived and worked in California, New York, Germany, Sweden, Norway, the UK, and holds a BA from California Polytechnic State University, San Luis Obispo. Jeff currently serves on the Board of Leaders of the Institute for Entrepreneurial Leadership of John F. Kennedy University. Jeff enjoys ski racing Far West Masters on weekends, surfing, golf, weight lifting, running, and backpacking.

Nelson Gray, LINC Scotland and Ohio Tech Angels

Following the sale of his own business Nelson became an educator, angel investor, mentor, and non-executive director.

He has invested in 27 companies personally, more than 50 as a fund manager, is a member of angel groups in Scotland and the USA, and sits on the advisory board for the UK government's Angel Co- Investment Fund.

A former Vice President of EBAN, the European Trade Association for Business Angels, he was their Business Angel of the Year in 2008, Nelson is now Director, International Relations, with Business Angels Europe.

Recognised internationally as a "thought leader" he has delivered training and mentoring to entrepreneurs and angel investors in many countries, including Chile, India, Australia, and across Europe. Nelson has provided advice on the establishment and structuring of innovative early stage investment funds and the development of business angel investing at an international level, working with the likes of The Inter America Development Bank, The International Science and Technology Centre, Moscow, and government agencies including Jordan, Finland, New Zealand, and Kazakhstan.

Jordan Green, Australian Association of Angel Investors

Jordan is an internationally sought after thought leader in early-stage investing. He is an experienced engineer, entrepreneur, executive, venture capitalist and Angel investor. He has over thirty years of experience in growing and advising technology oriented companies in Australia, USA, Asia and Europe.

A Silicon Valley software veteran, Jordan was a founding partner of one of the best performing venture capital fund managers in Australia; he is co-founder and Chairman of the Australian Association of Angel Investors (AAAI) and Founder/President of Angel investor group, Melbourne Angels Inc.

Jordan delivers training on Angel investing and early-stage business development, is an invited speaker on Angel investing at international conferences, is a featured speaker at business events and he has been an invited lecturer at Universities in Australia, Asia, Europe and North America. A frequent judge for entrepreneurial events, Jordan also advises governments on policy and programmes for the early-stage investment and entrepreneurial space. He is a Case Manager for Commercialisation Australia, the primary Australian government grant program for commercialising innovation and is active in a variety of community organisations.

A Fellow of the AAAI and Graduate member of the Australian Institute of Company Directors, Jordan has a degree in Electronics Engineering from RMIT, a MBA from the Melbourne Business School and post-graduate qualifications in Marketing, Strategy, Innovation and Product Development with experience as a postgraduate research fellow in biomedical engineering at the Technion – Israel Institute of Technology. He has been director, CEO, executive, or engineer for over a dozen technology and engineering companies since starting his career with IBM. Jordan remains an optimist and a collaborator.

Aura Greenberg, Google

Steve Hahn, The Dow Chemical Company

Steve joined Dow in Midland, Michigan in 1982 and has worked in a variety of business and corporate research and new business development functions at Dow prior to assuming his current role in 2007. As Research Fellow, Steve leads Dow's effort to identify emerging, strategically aligned chemical, materials, water and energy related business opportunities. He is focusing on the North American West Coast region and is currently located in the San Francisco/Silicon Valley area of Northern California.

Steve has a B.S. in Chemistry from Michigan Tech and an M.S. in Chemistry from Central Michigan University. He holds 37 issued U.S. Patents, has 40 publications in refereed journals, and 6 chapters in scientific reference books. Steve was named a Dow Inventor of the Year in 1990 and 1996, the Distinguished Alumni Lecturer at Michigan Tech in 1996 and 2003, and received the Dow Excellence In Science Award in 1999. He was a Visiting Professor of Chemistry and IPrime Scholar at the University of Minnesota in 2002. He received the American Chemical Society Cooperative Research Award in 2008 and the Council for Chemical Research Collaboration Award in 2010. He has represented Dow on Advisory Boards at the University of Connecticut at Michigan Tech. Steve also serves on the advisory board for the Global Social Venturing Competition at the Haas School of Business at UC-Berkeley.

John Hall, Sand Hill Angels

John Hall has more than 21 years of experience in the venture capital industry. In 1989 he co-founded Newtek Ventures II where he was a General Partner until 1999 when he co-founded Horizon Ventures.

Before becoming a venture capitalist, John had broad experience as a senior financial executive over a 20-year period including Syntex Pharmaceuticals for 7 years as the International Chemical Group Controller and Intel Semiconductors for 4 years as Group Controller of International Operations. He was a co-founder of Cadnetix, a successful EDA software company where he was CFO for 7 years, taking them through their IPO and later participating in the sale of the company for over \$300M in 1989.

As a venture capitalist, John has been a member of 21 boards of directors of both private and public companies and currently serves on the boards of four private companies. He holds a B.S. degree in Accounting and Finance and an MBA in Finance from San Jose State University.

Jean Hammond, Hub Angels, Launchpad Venture Group and Golden Seeds

Jean is a successful serial entrepreneur with more than 20 years of experience in the high-tech industry. She is an investor and member of Hub Angels, Launchpad Venture Group and Boston chapter of Golden Seeds. Founder of LearnLaunch.org to bring support, community and peer learning to the important future economic cluster in ed tech in New England. Founder of LearnLaunchX education and learning oriented accelerator. She has played an active board level role with over 20 of her many angel investments Her activities with nonprofits include being on the board of Thompson Island Outward

Bound and The Technology Capital Network. She co-founded Quarry Technologies and AXON Networks. She earned an M.S. from the MIT Sloan School of Management.

Sara Hanks, *CrowdCheck*

Sara Hanks, co-founder and CEO of CrowdCheck, is an attorney with over 30 years of experience in the corporate and securities field. Her most recent position was General Counsel of the Congressional Oversight Panel, the overseer of the Troubled Asset Relief Program (TARP), which was chaired by now-Senator Elizabeth Warren. Sara brings a wealth of legal expertise in securities and start-ups to the emerging marketplace for crowdfunding and other online offerings. Her new company, CrowdCheck, helps entrepreneurs through the disclosure and due diligence process, giving online investors the information they need to make an informed investment decision and avoid fraud.

Sara has worked with the London law firm Norton Rose, as well as the D.C. office of Rogers & Wells. She later joined the Division of Corporation Finance of the Securities and Exchange Commission and as Chief of the Office of International Corporate Finance led the team drafting the regulations that put into place a new generation of rules governing the capital-raising process and the way in which non-U.S. companies accessed the U.S. capital markets.

Sara received her law degree from Oxford University and is a member of the New York and DC bars and a Solicitor of the Supreme Court of England and Wales. When not working on corporate and securities matters, Sara is an aunt, Army wife, skier, cyclist, gardener and animal lover.

Dan Hansen, *Montgomery & Hansen and ACA Public Policy Advisory Council*

Dan has been practicing law in Silicon Valley for over 16 years. He concentrates his practice on corporate and securities law for early stage companies and investors. He represents clients in all aspects of corporate transactions, including formation, equity and debt financings, option plans, employment agreements, subsidiary formation, license and technology agreements, spin outs, asset sales, and mergers and acquisitions. He also has experience in intellectual property matters and dispute resolution; and in forming and advising limited liability companies.

Dan represents venture capital funds, angel investors and other investors in investment transactions, partnership matters and other transactions. Dan's investor side practice is unique in that he works regularly with a number of angel groups in Silicon Valley, including The Angels' Forum, Sand Hill Angels, and Band of Angels, as well as many individual high net-worth angel investors. Prior to co-founding M&H, Dan was a partner at Brobeck, Phleger & Harrison, LLP in Palo Alto, California, where he practiced for 10 years.

Dan holds a B.S.M.E., an M.B.A., and a J.D. from the University of Utah and an L.L.M in Trade Regulation from New York University. In addition to California, he is also admitted to practice in the United State Patent & Trademark Office.

Jeff Harbach, *Central Texas Angel Network*

Jeff Harbach is the Executive Director of the Central Texas Angel Network (CTAN). Based out of Austin, TX, CTAN is one of the most active angel networks in the United States. Jeff is responsible for engaging and mentoring entrepreneurs through the fundraising process, recruiting professional investors with industry experience, and supporting the growth of entrepreneurship in Texas.

Jeff's background is that of an entrepreneur. After graduating from BYU he purchased and operated two 7-Eleven stores in Las Vegas, Nevada, which he still owns 10 years later. He has led multiple startups, including a luxury furniture store and interior design firm, a golf destination club, and a private country club golf network. Jeff was also an angel investor himself with the Vegas Valley Angels.

Jeff received his MBA from the McCombs School of Business at the University of Texas at Austin where he served as the Director of the Venture Fellows program. He holds a BS from Brigham Young University in Business Management/Information Systems.

Andrew Hargadon, *University of California, Davis*

Andrew Hargadon is the *Charles J. Soderquist Chair in Entrepreneurship*, Professor of Technology Management at the Graduate School of Management at University of California, Davis, a Senior Fellow at the Kauffman Foundation and Faculty Director of the Child Family Institute for Innovation and Entrepreneurship.

Professor Hargadon's research focuses on the effective management of innovation and entrepreneurship, particularly in the development and commercialization of sustainable technologies. He has written extensively on knowledge and technology brokering and the role of learning and knowledge management in innovation and has published numerous articles and chapters in leading scholarly and applied publications.

As the founding director of two key centers at the University of California, Davis—the Child Family Institute for Innovation and Entrepreneurship and the Energy Efficiency Center— Hargadon is at the forefront of teaching, research, and practice in cross-disciplinary entrepreneurship.

Hargadon received his doctoral degree from the Management Science and Engineering Department in Stanford University's School of Engineering, where he was named Boeing Fellow and Sloan Foundation Future Professor of Manufacturing. He received his bachelor's and master's degrees from Stanford University's Product Design Program in the Mechanical Engineering Department. Prior to his academic appointment, he worked as a product designer at Apple Computer and taught in the Product Design program at Stanford University. He is the author of *How Breakthroughs Happen: The Surprising Truth About How Companies Innovate* (Harvard Business School Press 2003).

Meredith Haviland, *Foley Hoag*

Meredith Haviland's corporate practice focuses on investment advisers, emerging companies and investors. She advises registered investment advisers and hedge fund managers on various matters of regulatory compliance and assists with the formation of both onshore and offshore hedge funds. Meredith also represents investors in venture capital transactions, including initial and follow-on rounds. On the company side, she counsels start-up companies on securing venture capital financing, as well as advising them on formation and general corporate matters.

Meredith's practice includes assisting clients with international business transactions, with a particular expertise on transactions in the Australasia region. She regularly assists non-U.S. investment managers on U.S. regulatory and securities matters. Meredith also counsels non-profit entities on various matters, including incorporation and obtaining their tax-exempt status. In addition, she is a member of the firm's Hiring Committee.

Prior to law school, Meredith worked as a Research Analyst for the Massachusetts Joint Legislative Committee on Human Services and Elderly Affairs (1998-2001).

Russ Holdstein, *North Bay Angels*

Marianne Hudson, *Angel Capital Association*

Ms. Hudson leads the Angel Capital Association (ACA), the professional alliance of angel investors and angel groups in North America, with 200 member groups representing 8,000 individual accredited investors, and supports the Angel Resource Institute (ARI), which provides information, education, and research about angel investing to investors, policy makers, university leaders, entrepreneurial support professionals, and entrepreneurs. ARI was founded by the Ewing Marion Kauffman Foundation in 2005 and spun out of Kauffman as an independent charitable organization in March, 2007. Ms. Hudson led the angel initiative at the Kauffman Foundation that resulted in ARI and also oversaw many of the Foundation's entrepreneurial education and mentoring programs designed to ensure that more entrepreneurs develop sustainable, innovative businesses. An angel investor herself, Ms. Hudson is a member of the Women's Capital Connection and Mid-America Angels in her home base of Kansas City. Ms Hudson has worked in the entrepreneurial support field for more than 25 years. She holds a B.A. in Economics and Political Science from the University of Kansas and an M.A. in Public Policy from Rutgers University.

John O. Huston, *Ohio TechAngel Funds*

During his 30-year commercial banking career, John's positions at banks in five states ranged from Chief Lending Officer to Chief Credit Officer to CEO. Upon retiring from banking in 2000 he commenced his business angel activities and formed USPrivateCompanies, LLC which has provided equity to over forty of Ohio's most promising entrepreneurs.

John was appointed by Governor Taft to the Ohio Venture Capital Authority at its inception in 2003. The Authority's Ohio Capital Fund generates high paying jobs by making \$150 million of early stage capital available to the state's most promising technology entrepreneurs. Twenty-one venture capital firms have already received funding via this program. When John's term expired in February 2010 Governor Strickland appointed him to the Third Frontier Advisory Board. Ohio's Third Frontier Program is a \$1.6 billion bi-partisan commitment to expand Ohio's technological strengths and promote commercialization. By a most gratifying 62% approval of the May, 2010 ballot issue, Ohio voters have now expanded the program by \$700 million.

When John launched the first Ohio TechAngel Fund in 2004 the group became a founding member of the Angel Capital Association. Now with three funds and 280+ members, the Ohio TechAngels is one of North America's largest angel groups. John is also a member of the North Coast Angel Fund I & II, (Cleveland) and the East Central Ohio TechAngel Fund (Athens), serving on their Executive Committees.

John attended the University of Virginia on a Navy ROTC scholarship, graduating with a BA in economics. While stationed as a navy pilot in Georgia he obtained his MBA at night from Georgia Southern University. John and his wife, Liz, reside in Columbus, Ohio. Their two married children (and two grandchildren) live in Cleveland and San Francisco.

Donna Jang, *HealthTech Capital and Sand Hill Angels*

Anil Joshi, *Mumbai Angels and Bangalore Angels*

Anil heads the operations at Mumbai Angels and Bangalore Angels, the leading Angel Investment forums in India. Anil's professional experience includes involvement in corporate management functions in medium and large organizations, Investment in startups, Project management, Joint Ventures and business development.

He began his career at Century Rayon, B.K. Birla Group Company at shop floor and moved to Sales to head the Branch Office post his MBA. He then moved to Business Access India Pvt. Ltd., specializing consulting services to Scandinavian companies from diverse industrial sectors to establish their presence in the Asian markets. Then he moved to Transasia Biomedical Ltd., India's largest manufacturer and Exporter of Bio-Medical equipment and Reagents for Medical Diagnostic applications. Before Mumbai Angels, he was with the Artheon Group, a diversified Group focusing on Telecom, IT & Energy, heading all new projects and investment in startups.

Specialties: Angel Investment, setting up of new venture and scaling up. Analysing new opportunities for funding, Business Development, JV & Merger, Entry Strategy.

Robert Jungerhans, *Microsoft*

Daphne Kis, *Golden Seeds*

Daphne Kis is currently Advisor to the Markle Foundation's Initiative for America's Economic Future in a Networked World. With nearly 25 years experience in the technology industry and world of startups, Kis serves on the board of directors of Applywise, Style for Hire (a Golden Seeds investment), FilmBuff, and iPerceptions, a publicly-traded Canadian web analytics company where she also chairs the compensation committee. She is especially interested in women and entrepreneurship and regularly mentors young women-led companies. Kis is a board director of Young Audiences Arts for Learning, a national affiliate network that serves more than five million schoolchildren around the country. Prior to selling her company to CNET Networks, she was President & CEO of EDventure Holdings, publisher of *Release 1.0*, the information technology's leading monthly report on emerging trends, and executive producer of PC Forum, the industry's premier annual executive conference. She has been angel investing since the early 90's when EDventure Ventures, an early stage fund in which she was a partner, funded the first internet provider in Hungary.

Alan Knitowski, *Phunware*

Alan is a successful serial entrepreneur with multiple post Internet and technology bubble exits to such companies as Cisco Systems (NASDAQ: CSCO), Level 3 Communications (NASDAQ: LVLT) and Internet Security Systems (NASDAQ: ISSX). He has been a Founder, Executive, Angel Investor and Fund Manager throughout his career in the private sector after serving in the United States Army as an Airborne, Air Assault and Ranger qualified Captain in the Corps of Engineers both domestically and abroad. He has also created and managed companies that have won both regional and national awards for growth, including the 2008 Deloitte Technology Fast 50 Orange County and the Deloitte Technology Fast 500 North America awards. As a mobile industry expert Alan is frequently quoted in trade publications and is a frequent panelist in industry events.

Previously, Alan was President of Alternative Investments for Curo Capital LLC and both Managing Director and President of Strategic Investments for Trymetris Capital Management LLC. In the past he was a Co-Founder and Director of Terverse Communications, a next-generation advanced services ASP focused on wholesale communications services for carriers, service providers and value-added resellers, which was acquired in July 2003 by Level 3 Communications. Before this time, Alan was Director of Marketing for the Voice Technology Group at Cisco Systems and was responsible for business, market and community development, including business planning and strategy for Cisco's global packet communications initiatives. In November 2000, Alan joined Cisco as part of the Vovida Networks acquisition, where he served as Co-Founder, President and Chief Executive Officer and led the company from idea conception through its eventual acquisition by Cisco.

In the past, Alan was an Angel Investor and Director of vCIS, a proactive software behavior analysis and anti-virus security company, and helped negotiate and structure its acquisition by Internet Security Systems in October 2002, which was subsequently acquired by IBM (NYSE: IBM) in August 2006.

Alan holds an MBA from the University of California at Berkeley, an MS in industrial engineering from the Georgia Institute of Technology and a BS in industrial engineering from the University of Miami (Magna Cum Laude). He also serves as a member of the Central Texas Angel Network and the Austin Technology Council.

Ari Korhonen, *EBAN and FiBan (Finland)*

Ari Korhonen is an angel investor and the founder of Lagoon Capital. He has been a successful technology entrepreneur and a business angel for over 25 years. He developed his company Komartek into an international success story. Komartek was bought in 2004 by WM-data (presently CGI). His position in WM-data was Vice President.

As an angel investor Ari has made 20 investments during the last five years – these include DealDash, Finnish Web Payments, WOT, SkySQL, ThirdPresence, Miradore, Helpten, in4mo, XMLdation, Twid, CitySocialising and 360Cities. Among these companies was also Severa from which he made successful exit.

Ari was nominated by EBAN as European Business Angel of the Year in 2009. He was elected as FiBAN Vice Chairman of the Board in 2010 and EBAN board member and Vice-President in 2012. Ari has been featured in several business magazines and blogs. He holds a Master of Science degree in engineering from Lappeenranta University of Technology.

Sarosh Kumana, *Sand Hill Angels*

Sarosh Kumana is a real estate entrepreneur and angel investor based in San Francisco, with over 25 years of startup and management experience. He founded and ran a leading California government foreclosure brokerage and a mortgage brokerage company for over 15 years. He is President of Pacific Capital Management, managing member of Jungle LLC, and also manages several other private investment vehicles. He is a member of Health Tech Capital, a limited partner in numerous VC funds, and active with Sand Hill Angels in Silicon Valley as President of the Board of Directors.

Previously, he was responsible for financial product development at Citicorp, and later, Controller for the Retail Banking Division at Crocker Bank in San Francisco.

Sarosh has a major commitment to global sustainability. He sponsors and supports a number of educational projects in the US and around the world through the Foundation for a Sustainable Future. Sarosh serves on the Ambassador Council at Global Footprint Network, and on the Advisory Council of the Don Jones Center for Entrepreneurship at Tepper Busi-

ness School, Carnegie Mellon University.

Sarosh received a B.Com. from Sydenham College, University of Bombay, and an MBA from Carnegie-Mellon University.

Carey Lai, Intel Capital

Carey Lai joined Intel Capital as an Investment Director in July 2011 and focuses on Internet-Enabled Consumer and Marketing Services, Digital Media, Technology-Enabled Cloud Services and Virally-Adopted Software. Carey joined Intel Capital from Institutional Venture Partners (IVP) where he was a Vice President focused on fast growing later-stage investments. While at IVP, his investments included ArcSight (HPQ), Business.com (DEXO), Concur (CNQR), ConnectAndSell, Danger (MSFT), Data Domain (EMC), HomeAway (AWAY), Mobile365 (SAP), SuccessFactors (SFSF), and Synchronoss (SNCR). Carey also worked in the Technology Investment Banking Group at Banc of America Securities as a Financial Analyst focused on Software and Financial Technology. His transaction experience included offerings for some of the leading technology companies, including Blackbaud Software (BLKB), Computer Associates (CA), Hewlett Packard (HPQ), Sungard Data Systems (SDS), and Tibco Software (TIBX). Earlier in his career, Carey worked at PricewaterhouseCoopers focused on the Software sector as well as at eBay in Business Development. Carey holds an M.B.A. from the Wharton School of Business at the University of Pennsylvania and a B.A. in International Economics from the University of California Los Angeles.

David Lambert, Right Side Capital Management

David Lambert delivers operational management expertise and provides a hard core entrepreneur's perspective. He started his first company right out of college. Most recently, he was the co-founder of a venture-funded Internet jobs startup. He's an expert in growing ventures from nothing to significant ongoing operations. He's also been an angel investor and startup advisor. His job is to manage the entire organization and ensure our offering appeals to founders of seed-stage startups.

Dirk Lammerts, Burrill Digital Health

Dr. Lammerts has more than 20 years of professional experience in healthcare, life sciences, and high-tech industries. Dr. Lammerts has a combined medical and computer science background. He holds an M.D. from Duesseldorf University Medical School and trained in Neurology at the University of Cologne Medical Center. He also received Board certification in Medical Computer Science by the German Medical Association. Early in his career, Dr. Lammerts developed computer-based training programs for neurological patients suffering from memory and cognitive deficits.

Dr. Lammerts worked as a senior engagement manager for McKinsey & Company advising clients across a broad spectrum of industries in the U.S., Europe, and Asia-Pacific. He also held positions as Vice President Molecular Diagnostics at Affymetrix and as Vice President Marketing and Corporate Development at XDX, building businesses in molecular diagnostics and personalized medicine.

Throughout his career, Dr. Lammerts has been driving technology convergence through innovative use of computer technologies and online, mobile, and interactive media in medicine, based on the premise that these technologies are providing a platform to fundamentally improve access to and quality of healthcare worldwide.

Dan Lankford, Wavepoint Ventures

Dan brings more than 30 years of experience in the telecommunications equipment, software, semiconductor, and energy technology industries to Wavepoint, including senior leadership roles at AT&T/Bell Labs/Agere Systems and several early-stage companies.

Prior to Wavepoint, Dan was Chairman and CEO of BOLDER Technologies, where he took the company from early-stage through IPO and raised more than \$100 million in the private and public markets. BOLDER was an energy technology company that, among other things, supplied the batteries for the original Chrysler hybrid electric vehicle project. Before joining BOLDER he was the CEO of AT&T Microelectronics (Agere Systems) Europe, where he increased revenues from \$15 million to \$250 million in five years and established the company as one of the leading chip, opto-electronic, and power systems suppliers to the European electronics industry.

Prior to moving to Europe, Dan served as vice president of marketing for AT&T's \$2.5 billion worldwide microelectronics business. He was also part of the team that commercialized the UNIX business at Bell Labs. He has been involved with early-stage technology ventures for more than 20 years as an investor, board member, executive, and consultant. Dan has a master's degree in management from Stanford Business School where he was a Sloan Fellow; he also has a bachelor's degree in industrial engineering (with honors) from Johns Hopkins University and has attended the Senior European Executive Program at IMD in Lausanne, Switzerland. Dan is a former commissioner on the Colorado Governor's Commission on Science and Technology and has presented at the White House Conference on Alternative Energy.

Zach Lawrence, *Ohio Tech Angels*

Zach has 9 years of professional investment experience and joined the Ohio TechAngel Funds management team in 2011. He focuses on screening deal flow, due diligence, and ongoing portfolio management. Previously Zach served as a research analyst for a 6-person team at UBS Financial Services which focused on private wealth management and institutional consulting. He acted as an assistant portfolio manager for the team's discretionary portfolio management clients, performed investment due diligence for the team's institutional clients, and profiled companies for potential referral to the UBS Investment Banking and Private Equity deal origination team.

Zach earned a B.A. in Philosophy from the Ohio State University and a Master of Accounting and Financial Management from the Keller Graduate School of Management. He has earned the Chartered Financial Analyst® designation, and previously served as a grader for the CFA Exam Grading Program. Zach lives in Dublin with his wife and daughter, and volunteers with several charitable organizations and is a member of the Worthington Noon Lions Club.

Mike Leatherbee, *Startup Chile and Stanford University*

Mike Leatherbee, is Assistant Professor of Innovation at Pontificia Universidad Católica de Chile, Advisory Board Member of Start-Up Chile, and Ph.D.(c) at Stanford University's Management Science and Engineering Department. He has been involved in innovation as an entrepreneur, a professor, a public-policy designer, and a researcher. In 2003 he co-founded and was CEO of Yx Wireless, one of Chile's emblematic technology ventures. After successfully growing the company into Latin America, he was invited in 2009 to become Assistant Professor of Innovation at the School of Engineering of Chile's top university. There he designed a course on Technological Entrepreneurship, a Minor of Innovation, co-designed an executive Masters of Innovation, and led the creation of a strategic alliance between Universidad Católica, Stanford Technology Ventures Program, and Ministerio de Economía de Chile. In 2010 he was invited to become Secretary General of Start-Up Chile's advisory board, a recently world-famous public policy which he helped to design. He is currently researching the impact of public policies on entrepreneurial behaviors at Stanford University.

Ephraim Lindenbaum, *Advance Ventures*

Mr. Ephraim Lindenbaum is the Founder of Advance Ventures LLC and serves as its Managing Director. Mr. Lindenbaum serves as the Managing Director of Advance Ventures LLC, Investment Arm. He is Co-founder of Environmental Institute of America, Inc. Mr. Lindenbaum is a career entrepreneur achieving success across a broad range of industries and market sectors. He has founded and grown several successful ventures and executed exit strategies that have delivered substantial shareholder value.

Mr. Lindenbaum has directed numerous early stage and follow-on rounds of financing from venture based, institutional and public markets investors, as well as M&A transactions with private and public companies. He was the Chief Executive Officer, Chairman, and Co-Founder at Broadcast Production Group, Inc. (BPG) till its acquisition in August 1999 by How2 now Parago. In Mr. Lindenbaum's 11 years as the Chief Executive Officer/Chairman, he organically grew Parago from formation to over 200 employees and contractors with offices strategically located in the United States, Asia, and Latin America. During his team at BPG, Mr. Lindenbaum structured its international growth, market diversification, and technology strategy. Through an effective market diversification strategy, he developed a client base of international corporations, Fortune 1000 companies, and national advertising/P.R. firms. Mr. Lindenbaum has served as the outside Chief Strategic Officer or Advisor at AnalystonRecord, DiveQuest, Horsepower, iTrackclaims, iPhoneBuddy.com, Netaphor Software, Inc, Solaireo, Inc, and marketFusion. In addition, he serves as Member of Advisory Board at numerous companies, professional, and charitable organizations.

Mr. Lindenbaum was among the youngest members of the Young Entrepreneurs Organization (YEO). In 1995, he was selected as one of the 30 most influential business leaders under 30 years of age in the Silicon Valley and listed among inno-

vators.

Ben Littauer, Boston Harbor Angels/ Launchpad Ventures, Walnut Ventures

Mr. Littauer is a business and technology management consultant with expertise in Internet and communications technologies, as well as healthcare IT. In addition he is an active angel investor, member of Boston Harbor Angels.

Mr. Littauer was Technology Strategist for Beth Israel Deaconess Medical Center in Boston, where he defined the architecture for PatientSite, a system that allows patients to communicate securely with their healthcare team and view their own medical records. He also was a consultant to the Massachusetts Health Data Consortium on healthcare data security projects. Mr. Littauer was co-founder, President, and CTO of Baranof Software, the leading vendor of service-level management software for messaging and Internet applications. Baranof was sold to Tally Systems in 1997.

He has worked for Cisco Systems, Tumbleweed Communications, On Technology, Sun Microsystems, Symantec, Lotus, and BBN. In addition he has worked with a number of startup ventures including LocaModa.com, Zion.com, and CafeAbroad.com. He has spoken at the Open Group, The New England HIPAA Workgroup, ISSA, and numerous other conferences and events. Mr. Littauer was also an analyst with Ferris Research and Baroudi Bloor International.

Parker MacDonell, Ohio TechAngels

Parker MacDonell is a seasoned financial services and business executive whose personal mission includes helping others succeed in business. He assists business owners with capital formation, succession planning, goal setting and value creation. His goal is to help business owners through the next step in the growth of their enterprise and to remove obstacles that may stem from access to capital and funding.

Parker's financial services career has combined commercial banking, angel investing and start-up business ventures. At Bank One, he led teams of retail, commercial and community bankers to serve their clients. At CFBank, he successfully launched the entry of the company into the Columbus market and built a base of satisfied clients. As a member of the Executive Committee of, and an investor in, the Ohio TechAngel Funds, Parker assists entrepreneurs with the growth of their emerging businesses. He is an active angel investor in fourteen companies. He co-founded a highly successful entertainment venture in Columbus and a Nashville-based publishing company. Parker has served on the boards of five for-profit companies, one of which had a successful liquidity event. He has also served the communities in which he's lived and worked on the boards of twelve not-for-profit organizations in the arts, workforce development, healthcare and other fields. Parker is the immediate past chair of the Small Business Council of the Columbus Chamber and a member of the Chamber Board of Directors.

Parker holds an undergraduate degree in music from Dartmouth College and a Master's Degree in Public and Private Management from the Yale School of Management. He is an active musical performer, and the thrill of being on stage is exceeded only by the satisfaction of participating in a new venture and helping it succeed.

John Manzetti, Pittsburgh Life Sciences Greenhouse

John Manzetti is the Founder and Managing Director of the PLSG Accelerator Fund, LLC, a seed and early-stage venture fund focused on high impact investments in the life sciences and healthcare sectors. John is also the President and CEO of the Pittsburgh Life Sciences Greenhouse (PLSG), a nationally-recognized economic development investment firm committed to innovate and build successful life sciences companies. As President and CEO of the PLSG, John and his team have made 150 investments in a portfolio of companies with over \$1 billion in conservative market valuation. The team has also invested more than \$6 million into 10 companies on behalf of the PLSG Accelerator Fund, LLC limited partners.

John is a visionary financial and corporate leader, technology entrepreneur, investor, start-up advisor and expert on the topics of venture capital formation, economic development and the commercialization of innovation. He is globally recognized for his prowess in taking innovation from concept to commercialization and market entry.

He has led \$150 million in capital rounds and \$1 billion in mergers and acquisitions during his career. John has vast experience managing large organizations; he has run a \$600 million multinational organization with 6 global divisions and has directed operations for a five plant company leading more than 7,000 employees during his tenure.

Mr. Manzetti holds a Bachelor of Science in Business Administration, an MBA from the University of Akron and an Honorary Doctorate of Entrepreneurial Business from Geneva College.

Larry Marcus, *Walden Venture Capital*

Larry was named to Billboard's Power100: most powerful people in music for 2012. His focus is digital media and consumer services as a Managing Director at Walden Venture Capital, a San Francisco based venture capital firm that targets Sprout Stage investments in the digital media and cloud services industries.

Larry has been a Director at Pandora since early 2004 when Walden led the "rebirth round" to focus the company on launching a consumer-facing service through the IPO. Larry is a Director at SoundHound (sound and voice search), Band-Page (online platform to connect fans and bands), Aarki (monitizing mobile), a Board Observer at PowerCloud Systems (cloud OS) and led Walden's investment in Terayon (acquired by Motorola).

Prior to joining Walden in 2000, Larry was a digital media sell-side Equity Research Analyst at Deutsche Bank Alex. Brown where he lead the IPOs of Maxis, Terayon, CBS MarketWatch, Edmark, and Netflix (initial S-1 IPO filing) among other equity and debt financings (Sierra On-line, Excite@Home, Spectrum Holobyte, CBS Sportsline). Prior experience includes Robertson Stephens & Company, Digidesign and General Management in computer services retail. Larry serves on the non-profit Board of the JazzSchool in Berkeley, CA.

Larry received a Bachelor of Arts and a Master of Business Administration from the University of California at Berkeley.

Christopher Marlett, *MDB Capital Group*

Christopher Marlett is CEO and Founder of MDB Capital Group LLC. His entire 26 year career has been focused on financing emerging growth companies in the public markets.

During the last 15 years he transitioned to a core focus of financing companies that possess potentially disruptive technology. He has become a thought leader in the area of financing development stage companies in the public markets as a preferable alternative to traditional venture capital. Additionally he began studying the impact of intellectual property as a method of gaining and retaining market leadership. This led to the development of PatentVest, the first business intelligence database platform focused upon intellectual property.

He has co-founded or launched four companies into the public markets from near inception that progressed to over \$1B in market value. His exclusive focus today is on financing disruptive technology. He also developed a process for creation an execution of a dominant IP position for the companies he finances as a method to gain market leadership. Mr. Marlett graduated from University of Southern California in 1986 with a B.S. in Business Administration.

Fred Marxer, *North Texas Angel Network*

As an engaged leader in the Angel Investing community, Fred is a member of the Ohio Technology Angel Fund (Columbus), the North Texas Angel Network (former Board Chairman) and the Alliance of Texas Angel Networks (a founding Director). He has screened hundreds of startups, worked on scores of due diligence teams, invested in 22 companies, had three modest exits and is not in the money, yet.

Fred has been a serial entrepreneur, a big company executive and a college professor after beginning his career as a CPA for Arthur Andersen. Fred grew up in St. Louis and earned a BA at the University of Missouri, and master and doctorate degrees from Webster University. Fred serves on several boards and keeps his hand in large business by serving on the board of a major contractor for the Department of Defense and NASA.

Allan W. May, *Life Science Angels*

Allan is a founder of Life Science Angels, the largest angel organization in the U.S. focused solely on early stage medical device and life science start-ups, and comprised solely of high net worth individuals from the medical device or biotech fields. Since 2005, LSA has invested over \$35M in 32 early stage companies, attracted in excess of \$700M in contemporary or follow-on venture capital, and achieved five favorable exits. In 2011, Allan initiated the Life Science Angel Network, a

syndicate of angel groups throughout the United States, which will focus on increasing the syndication and capitalization of highly vetted medical device and biotech startups.

In 2007, Allan joined renowned inventor, entrepreneur and cardiac surgeon, Dr. Thomas Fogarty, in co-founding Emergent Medical Partners, a boutique venture fund focused on early stage medical device company creation and investing. EMP has made 25 investments to date with 4 successful exits, including eValve and Ardian.

In 2010, Allan was elected chairman of the board of the Kauffman Foundation's Angel Capital Education Foundation, now known as the Angel Resource Institute. ARI, a nonprofit devoted to the promotion and study of angel investing, works closely with the Angel Capital Association in furthering angel investing and entrepreneurial mentoring.

Allan has been founder, chair/CEO, or investor in over 50 medtech and biotech startups, including Athenagen (Comentis), Nanostim, nSpine, and BioMimmedica. He lectures frequently at universities, conferences and government programs on trends and developments affecting early stage biotech and medtech investing. He co-chaired Singularity University's Innovation and Entrepreneurship Track at its 2011 FutureMed Program, and is a member of the editorial board of Elsevier Windhover's In Vivo magazine.

John May, *New Dominion Angels*

John May is the managing partner of New Vantage Group, a McLean, VA firm that innovatively mobilizes private equity into early-stage companies and provides advisory services to both funds, private investors and entrepreneurs. Mr. May's experience in private equity capital over the last 25 years ranges from venture capital fund management to angel investing in the USA and angel ecosystem development abroad.

Mr. May has been at the forefront of the angel investor movement. He is the founder of five investment groups, as well as the Investors' Circle, a national non-profit group of 125 family and institutional investors working to grow the social venture capital industry. He is chair-emeritus of the Angel Capital Association (formerly a program of the Ewing Marion Kauffman Foundation), and is a lead instructor for the "Power of Angel Investing" seminars, a program of the Angel Resource Institute. He is the co-author of two books, *Every Business Needs an Angel* (Crown Business: 2001) and *State of the Art: An Executive Briefing on Cutting-Edge Practices in American Angel Investing* (Darden Publishing: 2003).

Currently, Mr. May is actively involved with cross-border angel investing and developing angel investment ecosystems in emerging markets. In addition to speaking on angel investment topics in over 20 countries, he is managing partner of Seraphim, a UK-based global venture fund, and is working on USAID projects promoting the formation of angel groups in Indonesia and the Middle East. He also serves on the advisory board for Conservation International's "Verde Investments." Mr. May firmly believes that angel investing can trigger success in high-growth companies that spur job creation and economic development around the world.

Mr. May holds a BA from Earlham College, an MPA from the Maxwell School at Syracuse University and is a Batten Fellow at the University of Virginia's Darden School of Business.

Ralph Mayer, *Tech Coast Angels*

Mr. Ralph Mayer has been Chief Executive Officer of Multistat, Inc. since April 2007. Before joining Multistat, Mr. Mayer served as President of San Diego Network at Tech Coast Angels Inc. Mr. Mayer has been an active angel investor since 2000. He founded MatrixOne Inc. He is a veteran of the Computer Aided Design (CAD) industry as well as being an experienced investor in technology ventures. Mr. Mayer started his career in Massachusetts with CAD pioneer Applicon Inc. as part of the team creating one of the first 3D CAD systems. He later joined Computervision Inc. After Computervision, Mr. Mayer was a founder of Adra Systems Inc., a Lowell, Massachusetts based startup developing and marketing Computer Aided Design (CAD) workstations and software. He held various executive positions in software development and marketing at both Adra and its successor company MatrixOne Inc. Mr. Mayer came to San Diego in 1998 to join Division Inc. - a San Diego and UK based software company developing visualization products - to lead product marketing and software development. As a result of his efforts Division was bought by PTC - one of the leading companies in the CAD/PLM sector - in 1999. Mr. Mayer also serves as a Director of AIRSIS Inc. He has been Director of Multistat Inc. since 2005. He serves as a Director of Angel Capital Association. He serves as Member of Advisory Board at Colizer Inc. He served as a Director of San Diego Tech Coast Angels. He has written books on the Return on Investment of PLM Systems, and on CAD/CAM Database

Translation. He was a leader in the creation of the CAD database standards IGES and PDES, and was Secretary of the IGES/PES Steering Committee. He holds a Master's of Science from M.I.T and a Bachelor's Degree in Architecture from McGill University in Montreal.

Christopher McCannell, APCO Worldwide

Christopher McCannell, director in APCO Worldwide's Washington, D.C., office, brings substantive experience in government relations, having managed Congressional staff, drafted successful legislation, worked with advocacy communities and developed strategic media plans. Chris is currently a consultant for the Angel Capital Association in Washington, DC and provides federal policy analysis, lobbying and stakeholder engagement around angel issues.

Mr. McCannell previously served as vice president of government affairs at Ameriprise Financial, where he was responsible for maintaining legislative priorities related to the House Financial Services and Senate Banking committees. He also managed the implementation and rule-making of the Dodd-Frank regulatory reform agenda with constituent business units, company stakeholders, and key policymakers and regulatory authorities.

Prior to joining Ameriprise Financial, Mr. McCannell was chief of staff to Rep. Michael E. McMahon (D-N.Y.). Earlier in his career, Mr. McCannell served as chief of staff and floor assistant to Rep. Joseph Crowley (D-N.Y.), who currently serves as vice chair of the Democratic caucus. He was also press secretary to Rep. Steny H. Hoyer (D-M.D.) and Rep. Paul E. Kanjorski (D-P.A.), where he directed media communication across regional districts and Washington, D.C., and worked closely with political teams to create official media and message plans. Mr. McCannell began his career as a press assistant in the office of Sen. Frank Lautenberg (D-N.J.) and the office of the Democratic Policy Committee.

Mr. McCannell holds a Bachelor of Arts in political science with a concentration in international relations from Fordham University.

Loretta McCarthy, Golden Seeds

Loretta McCarthy is Managing Director of Golden Seeds LLC, an investor consortium that invests in early-stage, women-led companies. Since its founding six years ago, Golden Seeds has invested over \$22 million in 36 companies. At Golden Seeds, Ms. McCarthy is co-leader of the New York chapter. In this capacity, she is an active participant in screening companies, completing due diligence and mentoring entrepreneurs.

She has personally invested in over 15 early-stage companies and is a member of the board of directors of several of them. Previously, Ms. McCarthy held executive positions in several organizations. For 16 years, she was with Oppenheimer Funds, Inc., a leading investment management firm, where she was Executive Vice President, Chief Marketing Officer and a member of the Executive Committee. She was responsible for product development, marketing and strategic planning functions.

Prior to Oppenheimer Funds, she was with the America Express Company where she developed and implemented the model for launching the American Express Card into new industries, including retail, sports, health care and telecommunications. Early in her career, she worked at the Dayton-Hudson Corporation in Minneapolis (currently Target Corporation) as a buyer and merchandise manager. She serves on the board of directors of Prolitec, Inc., an indoor air quality company, and Carnegie Speech Company, a language training company.

She is a member of the Women's Forum of New York. Ms. McCarthy holds an MBA from the University of Colorado and a BA in Business Administration from the University of Arizona. She resides in New York City.

Ken McClelland, JMP Securities

Kevin McClelland is a Managing Director and head of technology investment banking at JMP Securities. Prior to joining JMP, Kevin was Principal at Broadview International, a technology-focused M&A advisory firm, where he led the firm's west coast infrastructure software M&A practice and completed more than 30 transactions, including buy-side and sell-side advisory engagements, divestitures, private placements and strategic advisory assignments. Kevin previously worked for Andersen Consulting, now Accenture, designing and implementing custom and off-the-shelf software applications.

Kevin holds an MBA from Harvard Business School, a BS in electrical engineering from the University of Illinois and a BA from Wheaton College.

Dave McClure, *500 Startups*

Dave McClure is a venture capitalist & founding partner at 500 Startups, an internet startup seed fund and incubator program in Mountain View, CA. He likes to hang out with entrepreneurs, and occasionally invest in startups foolish enough to let him. He has been an investor in over 250 companies including Mint.com, Twilio, Wildfire Interactive, SendGrid, TaskRabbit, SlideShare, Mashery, CreditKarma, KISSmetrics, and MakerBot, among others.

Dave has been geeking out in Silicon Valley for over twenty years, and has worked with companies such as PayPal, Founders Fund, Facebook, LinkedIn, Twilio, Mint.com, Simply Hired, O'Reilly Media, Intel, & Microsoft. Years ago he used to do real work like coding or marketing or running conferences, but these days he mostly does useless stuff like sending lots of email, blogging, and hanging out on Facebook and Twitter.

Dave also likes to play ultimate frisbee when his knees don't hurt.

Larry Miller, *BlueTree Allied Angels*

As an Executive in Residence, Larry Miller works with the management teams of early-stage life sciences and medical device companies and other start-ups. Larry helps entrepreneurs address their critical business issues including product and business development, fundraising, sales and marketing, and strategic planning. Some of these high potential enterprises receive grant or investment funds and become members of the Innovation Works investment portfolio. For portfolio companies, Larry provides mentoring and network access, and may serve as an observer on the board of directors

Larry has more than 25 years experience in leading and managing medical device companies. His executive background includes 16 years of P&L and balance sheet management of divisions as large as \$600M in sales to leading small skunkworks, product development teams designing novel permanent magnet based MRI systems. Prior to joining Innovation Works, Larry was President and CEO of Biomec, a privately held technology accelerator and investment company which raised over \$20M in SBIR grants and provided contract engineering and manufacturing for radiology product manufacturers and distributors. Earlier, Larry was President of the Healthcare Products group at Picker International and Philips Medical systems, a \$600M distributor of radiology supplies. He also managed the Asia/ Pacific region for sales and service of the diagnostic imaging product portfolio, and was president of the Picker Financial Group, a JV, captive, leasing company. Other experience included leading the marketing and sales of CT and MRI products for Picker and General Electric Medical systems.

Larry has earned a Bachelor of Science in Mechanical Engineering from the University of Pennsylvania and an MBA from the Wharton School.

Arnold Milstein, MD, MPH, *Stanford Clinical Excellence Research Center*

Dr. Milstein is a Professor of Medicine at Stanford and directs the Stanford Clinical Excellence Research Center. The Center is a collaboration of the Schools of Medicine, Engineering and Business to design and demonstrate in multi-state locations new health care delivery models that safely lower per capita health care spending and improve patients' experience of their care.

Before joining Stanford's faculty, his career of applied research spanned private and public sector healthcare delivery and purchasing strategy. After launching a healthcare performance improvement firm subsequently acquired by Mercer and expanded globally, he co-founded two nationally influential public benefit initiatives, the Leapfrog Group in 1989 and the Consumer-Purchaser Disclosure Project 7 years later. He also served on the faculty of UCSF's Health Policy Institute and was appointed to a six year term as a Congressional MedPAC Commissioner. Since its inception, he has been the Medical Director of the Pacific Business Group on Health (PBGH), which is now the largest regional employer-led healthcare improvement coalition in the U.S.

Citing his nationally distinguished innovation in health care policy and delivery methods, he was selected for the highest annual award of both the National Business Group on Health (NBGH) and of the American College of Medical Quality.

Elected to the Institute of Medicine (IOM) of the National Academy of Sciences, he chaired the planning committee of its series on best methods to lower per capita health care spending and improve clinical outcomes.

He was educated at Harvard (BA–Economics), Tufts (MD) and UC Berkeley (MPH Healthcare Evaluation).

Dan Mindus, *CIT Gap Fund and NextGen Angels*

Dan Mindus is Investment Director at CIT GAP Funds, where he manages initial company screening, due diligence, deal structuring, and serves at the board level on several portfolio companies. Prior to joining CIT GAP Funds, Dan was Vice President at the New Vantage Group, an early-stage investing company, where he led more than 20 investments. Dan has done stints at two consumer Internet startups, and in public policy, where his work was featured in The New York Times, The Financial Times, USA Today, The Washington Post, The BBC, Good Morning America, CNBC, and many other media outlets. He started his career at the Gerson Lehrman Group, an independent investment research firm in New York City. Dan holds a BA from Yale and an MBA from Harvard Business School.

Christopher Mirabile, *Launchpad Venture Group*

Christopher Mirabile is the Managing Director of Race Point Capital Group, a venture investment group focused on seed and early-stage investments in the high technology space. He is also the Managing Director of Race Point Capital Fund I LLC, which is a separate but affiliated early stage investment fund. In addition to his work with Race Point Capital, Christopher is an active member of the Boston-area angel investing community.

Christopher has spent time as a public company CFO, a corporate lawyer and as a management consultant with Price Waterhouse's Strategic Consulting Group. Christopher is a regular advisor to start-ups, a frequent panelist and speaker and has been published and quoted in numerous business periodicals. He is a member of the Board of Directors of Boston World Partnerships, and an Entrepreneur-in-Residence at Babson's Olin School of Business.

Christopher earned his J.D. from Boston College Law School and his B.A., with honors, from Colgate University.

Catherine V. Mott, *Blue Tree Allied Angels*

Catherine Mott is a founder and CEO of BlueTree Capital Group and BlueTree Allied Angels located in Wexford, PA (suburb of Pittsburgh, PA.) BlueTree Allied Angels is one of 350 professionally managed angel investor networks in US and Canada. As of June 2011, BlueTree Allied Angels has invested ~ \$17 million in 28 regional companies. Ms. Mott is the past chairman of the Angel Capital Education Foundation, an organization that researches angel capital, tracks angel capital, and provides education to bring professionalism and ethics to the industry. In July 2010, she was named chairman of the board of the Angel Capital Association, the professional trade association for Angel Networks and Angel Funds in the U.S. Most recently, in September 2011, Ms. Mott was one of 21 individuals selected for the SEC Advisory Committee on Small and Emerging Companies.

Ms. Mott has been a speaker/panelist at national and regional conferences: the National Association of Seed and Venture Funds (NASVF) annual conference, the Angel Capital Association annual summit, the State Science and Technology Initiative (SSTI) Annual Conference, as well as the Michigan Growth Capital Conference, North Carolina's Angel Investor Summit, and the National Governors' Association. In 2009, she served as a Corporate Ambassador for the US Dept of State representing professional managers of Angel Networks in the US.

Previously, Catherine had founded Synergetics Sales Performance Group, (formerly Strategic Sales Solutions), and Indigo Capital Development, LLC. In 2002, she was recognized as one of Pennsylvania's 50 Best Women in Business. Prior to forming her own businesses, Catherine worked 17 years in corporate banking management where she served in senior management roles for investment sales/wealth management, commercial lending, business development, and retail expansion.

Catherine holds an MBA in finance, a BS in education and a master's degree in Education.

Craig Mullett, *Angel Investor Forum and AngelHub (South Africa)*

Craig is the Founder and President of Branison Group. He is an active angel investor in the USA, a member of the Angel Investor Forum and has given international seminars on angel group formation. Craig has previously held positions at Am-

phenol Corporation, Wooltru Group & Deloitte (where he qualified as a Chartered Accountant), as well as directorships on several public, private and non-profit boards. He has an MBA from the Netherlands Business School at Nyenrode University (where his thesis was on private equity in South Africa), and has a Bachelor of Commerce (Honors) degree from the University of Cape Town. Craig also attended the International Leadership Academy of the United Nations in Jordan and was a Rotary Business Exchange Scholar to Malawi and Finland.

Craig was born in Cape Town, South Africa, and maintains strong links to Africa. He is on the board of the University of Cape Town Fund and also an advisor to AngelHub. Craig enjoys the New England seasons of his current hometown of Guilford (CT) and biking, hiking and collecting quotes while traveling with his wife and two daughters.

Jacob Mullins, *Shasta Ventures/ exitround.com*

Jacob joined Shasta Ventures in the summer of 2011 bringing with him a wealth of experience from many sides of the modern day startup industry. Before Shasta, Jacob joined Microsoft to help design and launch the BizSpark program, Microsoft's first initiative tailored specifically for early-stage startups. As US program lead, his focus was working with all constituents of the startup ecosystem, from early-stage incubators, investors, service providers, and more, to help align mutual interests for the startup's success. At the time of his leaving, BizSpark had over 35,000 members in over 100 countries. Prior to Microsoft, Jacob was the "business guy" at VentureBeat.com leading all non-editorial efforts including revenue generation, advertising relationships and strategic partnerships with companies like The New York Times and IDG. During college, Jacob co-founded a nutraceutical company with significant international operations in South Africa. As CEO, he led this startup to become a publicly traded-OTC company that manufactured and distributed three product lines: a dietary supplement, gum, and energy drink, in retail, online, and direct marketing channels.

Jacob is the co-founder and Chairman of the Beverly Mullins Memorial Scholarship, a scholarship at UC Berkeley that offers financial assistance to non-traditional aged single parents who are defying all obstacles in the pursuit of education. Jacob has a B.A. in Political Science from Yale University.

Claire Munck, *Be Angels (Belgium)*

Claire is responsible for business development projects and Board member at Be Angels, a business angel group based in Belgium and one of Europe's largest and most performing. Her key responsibilities include the recruitment of new investors and the management of a women angel group she created last year as a subsidiary of Be Angels. As an independent consultant Claire also works with Go Beyond, a cross-border platform of services for early stage investors, helping with business development and account management of HWNI, family offices, corporations and professional organisations across Europe. In 2013, Claire joined the Board of Business Angels Europe, Europe's confederation of angel investing gathering Europe's strongest national federations of angel groups. Claire spent close to 10 years with EBAN, the European Trade Association for Business Angels, Seed Funds and other market players, including 5 years as Managing Director from 2006 to 2011. She was also manager of the WBAA - World Business Angels Association from 2007 to 2012. Prior to that, Claire was project manager for the European Association of Regional Development Agencies - EURADA - one of the founding members of EBAN. Claire holds a Post-Graduate Degree from the Free University of Brussels (Great Distinction), an MA from EFAP Brussels (Great Distinction) and a BA from McGill University Canada (Distinction).

Manthi Nguyen, *Sand Hill Angels/ Band of Angels*

Manthi Nguyen has over twenty five years of diverse experience in all functions of managing and growing businesses with capital efficiency and operational effectiveness in a wide range of industries: real-time control systems, telecommunications and networking, Internet services, publishing, health and fitness, and manufacturing.

In the early part of her career, Manthi joined General Motors Advanced Manufacturing Research in developing technologies for office and factory automation. She participated in developing international standards for Open System Interconnect with National Institute of Standard and Technology (NIST). Manthi was involved in a series of early startup developing routing and networking technologies that were later acquired by NEC, Cabletron, Tut Systems, and Cisco. In the last 10 years, Manthi has brought her executive experience to focus on small businesses.

Manthi Nguyen received her BSEE from University of Washington, and her MBA from University of Michigan.

Katherine O'Neill, *JumpStart New Jersey Angel Network*

Katherine O'Neill is the Executive Director for JumpStart New Jersey Angel Network, a member led angel investor group that invests in early stage high growth companies in Mid-Atlantic region, and an investor in technology businesses. She currently serves on the Board of the Angel Capital Association ACA the national organization representing angel investor groups in North America. Katherine represents the ACA at both national and international events.

Katherine is a member of the NJ Economic Development Authority Edison Fund Advisory Board, Ben Franklin Technology Partners of SEPA Advisory Board, NJ Technology CFO Advisory Board, Princeton University MIRTHE Investment Focus Group and Rutgers Innovation Park Advisory Board. In recent years she has spoken at and judged business plan competitions both regionally and nationally at events such as IMPACT, Astia, Microsoft BizSpark NYC competition, Tri State Donald W. Reynolds Cup, Princeton University Jumpstart Innovation Forum and Start Up Weekend Princeton.

Katherine is a seasoned financial executive and investor in early stage enterprises with extensive experience in start up and entrepreneurial operations as well as operational experiences in a diverse range of businesses. She has particular expertise developing technology-based business as well as strategic business plans. She has extensive multi-national experience and financial operation management and knowledge of healthcare pharmaceuticals, information systems, e-commerce and social media. She is the president of O'Neill Associates and consults with technology companies and acts as interim CFO.

In addition to her entrepreneurial activities, she was a senior executive in corporate finance in both a Fortune 100 pharmaceutical company the now GlaxoSmithKline and Fortune 500 chemical company FMC. Katherine has served on many non-profit boards focusing on education and women in business. Katherine is also currently active with the Forum of Executive Women and the New Jersey Technology Council. Katherine earned BA in Economics from the University of Maryland Munich and College Park MA in Economics from the University of Pennsylvania.

Bill Payne, *Vegas Valley Angels and Frontier Angels*

Bill Payne is an active angel investor, board member, and advisor to entrepreneurs. He assisted in founding four angel groups: the Frontier Angel Fund (2006), Vegas Valley Angels (2003), Tech Coast Angels (San Diego - 2000), and Aztec Venture Network (1999). For three decades, Bill has successfully founded or invested in over fifty start-up companies.

In 1971, Bill founded Solid State Dielectrics, Inc., an advanced materials supplier to the electronic components industry. He sold the company to E. I. DuPont in 1982.

From 1995 to 2007, in his role as an Entrepreneur-in-Residence with the Kauffman Foundation (Kansas City), he worked on educational programs for entrepreneurs and their investors, including the development of the *Power of Angel Investing* seminar series. Since 2001, Bill has served as the lead instructor for over 100 of these angel investing seminars and workshops. He has also been actively engaged in the formation and startup of the Angel Capital Education Foundation and the Angel Capital Association (ACA). Bill was awarded ACA's prestigious 2009 Hans Severiens Memorial Award for Outstanding Contribution to Angel Investing. Bill served as the 2010 BNZ University of Auckland Entrepreneur-in-Residence in New Zealand from February through June 2010. In November 2010, Bill was named an Arch Angel of New Zealand for "remarkable contributions to angel investing."

Bill graduated with BS and MS degrees in ceramic engineering from the University of Illinois, where he has served on the Dean's Board of Visitors of the College of Engineering. All together, Bill has over 120 years of board service for private companies and not-for-profit organizations. He currently serves as advisor to several start-up companies. His eBook, the *Definitive Guide to Raising Money from Angels* is available on his Web site at www.billpayne.com.

Armando Pereira, *Pereira Ventures*

Pioneering, Entrepreneurial Global Executive who leverages ground-breaking engineering, business development, sales and general management expertise to unlock the value of emerging technologies. Drives critical market share and revenue growth within start-up, fast growth and turnaround environments. Presents a stellar record building and leading joint ventures worldwide, including China, India, Europe, the Middle East, Latin America, Brazil and the US. Possesses a natural talent for articulating direction, fostering consensus from internal and external stakeholders and building world-class, high performance, multicultural teams.

In 2008 Mr. Pereira launched Pereira Ventures a consulting practice leveraging his extensive contacts worldwide and expertise with innovation and venture financing. He developed business plans, analyzed feasibility of projects, conducted due diligence, and helped founding teams to plan and raise venture capital. Clients included Ikanos Communications, Marvell Semiconductor, Micro RFID Systems and BBook in the US, and Lantiq Deutschland GmbH and AuditMark SA in Europe. He also became actively involved with incubators and technology accelerators, with government policy initiatives to foster startups, and as a mentor to budding entrepreneurs.

In 2005 Mr. Pereira became president and CEO of Flexlight Network, an Israeli high-tech fiber-optical startup designing and selling GPON solutions to deliver data, video and voice services. Mr. Pereira was recruited to turn around the firm, raise a D-round of financing, bring the products to revenue, and engineer an exit strategy. Prior to that he founded or led several successful startups and R&D teams.

Armando holds a BSEE from San Jose State University, as well as an MSEE, and an MBA from the University of Santa Clara.

Basil Peters, *Fundamental Technologies*

Basil Peters is an M&A advisor, exit coach and angel investor. After being an investor for a couple of decades he finally realized that successful investing requires two things: making the right investments and getting your money back. The most fun Basil's had as an entrepreneur, and an investor, are when companies are successfully sold.

Dr. Peters is the principal of Strategic Exits Corp, a firm specializing in optimum exits for technology companies. He is also fund manager for Fundamental Technologies II - an angel fund. Basil founded a venture capital firm and a hedge fund, and has been a CEO in Vancouver and Silicon Valley.

Basil writes a blog on exits at www.Exits-Blog.com and one on angel investing at www.AngelBlog.net. He recently published his first book: *Early Exits - Exit Strategies for Entrepreneurs and Angel Investors (But Maybe Not Venture Capitalists)*.

Basil is an Entrepreneur in Residence at Simon Fraser University where he helps students and faculty spin-off research into promising technology companies. He has a Ph.D. from the University of British Columbia in Electrical and Computer Engineering.

Frank Peters, *The Frank Peters Show and Tech Coast Angels*

Years ago Frank founded Plaid Brothers which wrote software for Wall Street firms. After bootstrapping the company for 15 years he sold it in 1998 to Sungard Data Systems. Frank is a 10-year member and Chairman Emeritus of the Tech Coast Angels in Los Angeles. In addition to his involvement with TCA, he's an investor in angel funds in Massachusetts and North Carolina.

Frank is a prolific podcaster; check out the Frank Peters Show where he interviews world leaders in angel investing. Due in part to these efforts, Frank was awarded the 2008 High-Impact Person of the Year at the AeA's 15th Annual Orange County High-Tech Innovation Awards.

He has a B.S. in Mathematics from the University of Massachusetts and a Masters degree in Computer Science from UCLA.

Jean Peters, *Golden Seeds*

Jean Peters help companies create value, attract investors and grow. For more than two decades, she led investor relations and IPO communications for Fortune 200 financial services companies. Peters believes finance and clear communications are mutually compatible and add real value -- helping management and investors alike recognize and actualize the true worth of a business.

Prior to an award-winning career as an executive serving in C-suite roles in strategic planning, IR and corporate communications, she spent more than a decade as a financial and investigative journalist. Also spent several years on Capitol Hill as policy analyst to the House Budget Committee, and was awarded a Congressional Fellowship from the American Political Science Association. Currently, she is an active investor via Golden Seeds, with a passion for supporting innovation and entrepreneurship, and act as advisor to startups on business strategy, finance and how to attract new sources of capital.

Sridhar Prathikanti, *Life Science Angels*

Susan Preston, *CalCEF Clean Energy Angel Fund*

Susan Preston is General Partner for the CalCEF Clean Energy Angel Fund. The Angel Fund is focused on seed/start-up stage investments in clean energy technology. Susan is a world-recognized expert in angel financing and angel organizations. Susan has spent most of her career in senior management positions in public and private companies, from general counsel to CEO. She has also been a partner in two national law-firms and is a patent attorney.

Susan is the author of numerous articles, white papers and books on angel financing. Her most recent book, *Angel Financing for Entrepreneurs, Early-stage Funding for Long-Term Success* was released by Wiley Publishing in March 2007, and her first book, *Angel Investment Groups, Networks and Funds: A Guidebook to Developing the Right Angel Organization for Your Community*, a comprehensive guidebook on the establishment and operation of angel investment groups, for which she has received numerous accolades, was published by the Kauffman Foundation in 2004.

She has been and continues to be a national and international consultant and speaker on economic development, angel and venture financing for numerous countries and NGOs including the EU, OECD, Saudi Arabia, Australia, Industry Canada and EBAN. She was an Entrepreneur-in-Residence with the Ewing Marion Kauffman Foundation for 6 years and continues to serve as a consultant, specifically focusing on initiatives related to angel investing and angel organizations.

Ms. Preston is the founder of Seraph Capital Forum, the first all-women's angel investment organization. She is the architect of the Access to Capital for Entrepreneurs Act, a bi-partisan federal income tax credit bill for private equity investing, which was introduced in the House and Senate in 2006 and 2007, and has been re-introduced in the current Congressional session.

Ms. Preston received her JD, cum laude, from Seattle University School of Law and her BS, magna cum laude, Phi Beta Kappa, in Microbiology and Public Health from Washington State University.

Adam Quinton, *Golden Seeds*

Adam Quinton is an active investor in and advisor to early stage companies, sits on a number of for and not for profit Boards and is Adjunct Associate Professor at the School of International and Public Affairs, Columbia University.

He has over 25 years of investing and management experience most recently at Bank of America Merrill Lynch where he was Managing Director and head of Global Macro Research. He was a top ranked sell side investment analyst in the UK, Asia and the US.

Adam is a board member at Thrive Metrics, the Center for Talent Innovation and International House, New York. In addition he serves on the Advisory Board of leading Board and executive search firm RSR Partners. He is a member of the 2020 Women on Boards New York Steering Committee. A member of the Astia East Coast Advisory Board he is also a Mentor for the Women Innovate Mobile accelerator program.

Adam holds an MA in Natural Sciences from Cambridge University and an MBA from Cass Business School, London.

Geoff Ralston, *ImagineK12*

Geoff has been an investor in, board member of, and advisor to a variety of start-up companies, mostly in the San Francisco Bay Area. He is also a partner at Y Combinator. From 2002-2009 Geoff was the Chief Executive Officer of Lala Media, Inc., an innovative cloud music start-up in Palo Alto that was purchased by Apple in December of 2009. Geoff worked at Yahoo! from 1997-2005 after their 1997 acquisition of Four11 Corp. At Four11 Geoff was the VP of Engineering and led the creation of Yahoo! Mail's predecessor, RocketMail. At Yahoo! Geoff was Senior Vice President and general manager of the Communications Business Unit and then served as the company's Chief Product Officer from 2003-2005. Prior to Four11, Geoff was the creator of the popular LookUP! Internet white pages and do-it-yourself home page service. Geoff holds a BA in Computer Science from Dartmouth College, an MS in Computer Science from Stanford University, and an MBA from INSEAD, the European Institute of Business Administration.

Clay Rankin, *North Coast Angel Fund*

Clay has served as the Manager of North Coast Angel Fund since its founding in 2006. Clay spent the previous eight years as a founding partner of Sycamore Partners, LLC, a company that focuses on providing fund-raising, Board of Directors, and consulting support to pre-seed and seed-stage companies. He has invested personally in 11 early-stage companies and another pre-seed stage investment fund, facilitated the raising of over \$12 million of angel equity and debt financing and \$1.5 million of bank financing.

Clay currently serves on the Boards of Directors of a subsidiary of a NYSE-traded company and several start-up companies, including NCAF portfolio companies Neuros Medical, OnShift, and SironRX Therapeutics. His 25 years of experience includes: President and COO of Bruning Paint Company (a \$30 million producer of consumer coatings), Vice President of Corporate Development and CFO of Laurel Industries, Inc. (a \$30 million producer of plastic additives), Director of Marketing for the Cleveland Twist Drill (a \$120 million producer of cutting tools) division of Acme-Cleveland Corp., General Manager of the XMR Laser Systems, Inc. (a start-up producer of industrial laser systems) subsidiary of Acme-Cleveland Corp., Senior Associate for McKinsey & Co., and Commercial Lending Officer for the First National Bank of Boston. Clay holds a bachelor's degree from Yale University and an MBA from Harvard Business School.

Naval Ravikant, *AngelList*

Naval is an entrepreneur and angel investor, a co-author of *Venture Hacks*, and a co-maintainer of AngelList. Previously, he was a co-founder at Genoa Corp (acquired by Finisar), Epinions.com (IPO via Shopping.com), and Vast.com (large white-label classifieds marketplace). He has advised Bix.com, iPivot, and XFire, among others, and invested in many companies, including Twitter, Foursquare, DocVerse (sold to Google), Mixer Labs (sold to Twitter), Jambool (Social Gold), SnapLogic, PlanCast, Stack Overflow, Heyzap, and Disqus.

Dick Reeves, *Angel Investor Management Group/ Huntsville Angel Network*

Dick Reeves has been involved in high tech, low tech and no tech companies in Huntsville since 1969. Since 2003 he has served as CEO of Biztech, Huntsville's high-tech business incubator. He previously served as Biztech's organizer, first Executive Director, Board Chairman and member of its Board since its founding in 1996. Mr. Reeves is also CEO of The Fudgey Nut, Inc., franchiser of a retail gift store business concept that has been under development since 1994. Previously, he spent 35 years in the computer industry as a founder or principal in several high-technology companies in the Huntsville area. He currently serves on the Board of Directors of Time Domain Corporation, a manufacturer of products based on ultra wide band radio technology.

While wearing his economic development hat, Dick has served on the Huntsville-Madison County Airport Authority, The Alabama State Airport Authority, the Industrial Development Board of the City of Huntsville and the Board of the Huntsville-Madison County Chamber of Commerce. During 2004 and 2005 he served as Chairman of the Huntsville Committee of 100, a group of 125 CEOs and professionals that is active in economic development in North Alabama. He is a 25-year Rotarian, was founding Chairman of the Huntsville Public Library Foundation, and has served in various capacities with the Huntsville Land Trust, United Way, UAH and New Century Technology High School.

Mr. Reeves is a native of Philadelphia, Pennsylvania; he studied electrical engineering at Cornell University, and small business management at the Southern Methodist University's School of Owner Managed Business. He has been a resident of Huntsville since 1969, is married to Dorcas Harris and has three daughters that are thankfully out on their own. For relaxation he enjoys reading, flying and community service.

Bill Reichert, *Garage Technology Ventures*

Bill Reichert is a Managing Director of Garage Technology Ventures, a seed-stage and early-stage venture capital firm based in Palo Alto, California. Garage makes focused investments in promising early-stage technology companies and works intensively with them to help them grow and succeed. Bill has been a member of the Board of Directors of MiaSole, CaseStack, WhiteHat Security, ClearFuels Technology, ThermoCeramix, cFares, and STEP Labs (acquired by Dolby Labs). Some of Garage's earlier investments include Pandora Media (NYSE: P), Digital Fountain (acquired by Qualcomm), Coremetrics (acquired by IBM), iNest (acquired by LendingTree), Psionic (acquired by Cisco), LeftHand Networks (acquired by HP), Answers.com (NSDQ: ANSW), Hoku Scientific (NSDQ: HOKU), and Kaboodle (acquired by Hearst Corp).

Mr. Reichert brings his experience as a serial entrepreneur to his work with Garage's portfolio companies. Prior to joining Garage in early 1998, he was co-founder of Academic Systems, a software company funded by Kleiner Perkins, Accel Partners, and Microsoft. Academic Systems became the leading developer of network-based multimedia instructional materials for colleges and universities, and was acquired by Plato Learning (NSDQ: TUTR). Prior to Academic Systems, Bill Reichert was a senior executive at several venture-backed technology companies, including The Learning Company, which was the leading developer of educational software in the United States before its acquisition in 1994, and Infa Technologies, a pen-based computer company that developed many of the concepts underlying the Newton, Palm, and iPhone devices. Mr. Reichert also co-founded Trademark Software, which was subsequently acquired by Dow Jones, while in graduate school at Stanford.

Bill Reichert earned his BA in History and Science from Harvard University and his MBA from Stanford University.

Art Reidel, *Band of Angels*

Art Reidel has helped build and scale profitable businesses in the electronic design automation, pharmaceutical software, semiconductor, and communications industries for more than 30 years. In January 2011, he retired after as CEO of Scintera, a mixed signal wireless IC company he joined in 2006, and was previously co-founder, chairman and chief executive officer of Pharsight Corporation (now part of Tripos International), the leader in modeling and simulation for pharmaceutical development, where he led its IPO in August 2000. Art previously held executive positions with Sunrise Test Systems (acquired by Viewlogic Systems) where he served as its president and chief executive officer, Weitek, Interactive Training Systems, and Schlumberger Computer-Aided Systems. In addition to his management roles, Art is well connected to the investment community. From 2003 through 2005 Art was a venture partner at Lightspeed Venture Partners, where he provided management assistance to portfolio companies and was responsible for several new investments. From 1984 through 1991 he served as a general partner at ABS Ventures Limited Partnerships, where he invested in and was a director of numerous technology-based companies. Art is a limited partner in several venture funds, has made numerous personal "angel" investments, and serves on several boards. He has been an active member of the Band of Angels since 1995, and is a partner in the Band's Acorn fund. He has a BS in Mathematics from MIT.

Mark Reinstra, *Wilson Sonsini Goodrich & Rosati*

Mark Reinstra is a partner at Wilson Sonsini Goodrich & Rosati, where he practices corporate and securities law.

Mark's practice covers a broad range of general corporate, securities, and transactional matters, including venture capital financings, public offerings, and mergers and acquisitions. He represents private and public companies across many industries, including Internet infrastructure, e-commerce, semiconductors, software, professional services, and life sciences enterprises. Mark also represents investment banks in connection with public offerings of equity securities and debt instruments.

Mark has lectured at the Haas Business School at the University of California, Berkeley, regarding the initial public offering process and at The Wharton School Entrepreneurs Workshop.

Mark was past co-chair of the Practicing Law Institute's "Understanding the Securities Laws" and "Counseling Clients in the New Economy."

Andrew Remes, *University of Pittsburgh Office of Enterprise Development*

Andrew Remes, PhD, CLP, is the Associate Director of the Office of Enterprise Development. Andrew co-founded Remes Biomedical, which worked with leading edge pharmaceutical and tissue engineering companies developing computerized image analysis methods for examining the interaction of biomaterials with tissue and developing wound care products. Remes Biomedical won the Glasgow John Logie Baird award for Innovation in 1999, and won two United Kingdom millennium product awards. Andrew moved to the U.S. to join TissueInformatics in Pittsburgh. Subsequently, he joined the OED. For the OED, Andrew reviews hundreds of technologies developed by university scientists and participates in Pitt's startup creation activities. Andrew holds a BSc in Immunology from Glasgow University, and a PhD in Bioengineering from Liverpool University. In 2006, one of Andrew's papers was honored by the publisher Elsevier and an international scientific committee as being one of the best 25 papers to be published in the journal *Biomaterials* in the last 25 years.

Doug Renert, Tandem Capital

Doug Renert is a co-founding partner of [Tandem Capital](#), Silicon Valley's first and largest mobile accelerator fund, currently at \$32M. Tandem backs 12 early stage mobile startups each year with its brand of "muscle capital," a powerful combination of funding and hands-on support. Some of Tandem's biggest successes include [PlayHaven](#) and [Bash Gaming](#), formerly known as BitRhymes. Prior to Tandem, Doug built businesses as an operating executive at [Oracle](#) and as CEO of telecommunications startup [Tello](#).

The Tandem team of seasoned tech entrepreneurs and operators works hand-in-hand with the founders of each startup to drive growth, assisting in areas such as Strategy, Product design, Technology, Architecture, User acquisition, Employee recruiting, Channel development

Tandem initially invests \$200,000 in each business through a convertible note. Based on a business's growth and the value that it creates for others, Tandem will invest millions more.

Jamie Rhodes, Central Texas Angel Network and Alliance of Texas Angel Networks

Jamie is a serial entrepreneur, co-founding National NanoMaterials, manufacturer of Graphenol™, a functionalized form of graphene and previously founding Perceptive Sciences Corporation. Before founding Perceptive, Jamie entered the entrepreneurial arena as the cofounder of a venture capital funded start-up focused on the telecom industry. Jamie spent the early years of his career working with numerous start-ups, most notably National Instruments. He spent nine years in management at IBM and led a variety of programs, including IBM's first object-oriented system management platform and IBM's PC Server product.

In an effort to give back to the community, Jamie has lent his expertise to other entrepreneurs. With the support of the Greater Austin Chamber of Commerce, Jamie founded the Central Texas Angel Network, which provides funding and support to Texas entrepreneurs across a broad spectrum of industries. He has also organized angel groups around the state of Texas into the Alliance of Texas Angel Networks, to foster the growth of angel investing and syndicate angel investments. He is a member of the board of directors of the Angel Capital Association, the national organization representing seed stage investors. He has been on the board of directors of the Greater Austin Chamber of Commerce and the Texas Tri-Cities Chapter of the National Association of Corporate Directors. Jamie is an active angel investor and serves on numerous start-up advisory boards. He has been an advisory board member on the Central Texas Regional Center of Innovation and Commercialization since its inception.

Jamie has served on advisory boards at St. Edward's University, Texas State University and the University of Texas. He holds both a Bachelor's of Science degree and a Master's of Science degree from the University of Texas at Austin.

Laura Roden, VC Prive

Laura Roden is the Founder and Managing Director of VC Privé, an investment bank which represents alternative asset funds such as venture capital, private equity, hedge and distressed debt funds, and connects them with accredited individual and institutional investors. She also represents EB Exchange Funds, the leader in private company equity pooling vehicles that help company founders diversify their net worth before they reach a liquidity event.

Laura was previously Managing Director of The Angels' Forum (TAF), the country's leading private investor venture capital group, which has funded more than 100 early stage companies over its ten years of operation. During her tenure at TAF, she completed 40 financings, increased investor membership by 70%, and was a prominent speaker at angel capital and entrepreneur educational events. For four years before joining The Angels' Forum, Laura was the CEO of the Silicon Valley Association of Startup Entrepreneurs (SVASE), the largest and fastest growing nonprofit association in Northern California dedicated exclusively to helping technology entrepreneurs build successful businesses.

Laura came to SVASE following a decade of entrepreneurship, including founding executive roles (principal, COO or CFO) in three successive technology startups. The last of these ventures, PowerTV, was sold to Scientific Atlanta in 2001 (now part of Cisco). Before becoming an entrepreneur Laura had spent seven years at Chronicle Publishing Company, holding the positions of CFO of the broadcasting division and General Manager of the cellular telephone group. She came to Chronicle from Touche Ross & Co (now Deloitte & Touche) where she was a senior management consultant. Ms Roden

began her career first in marketing research at Hill Holliday Advertising in Boston, and then as a product manager for HP Hood & Co, a leader in the New England dairy products industry. She received both her undergraduate and MBA degrees from Harvard University.

Bow Rodgers, *Plug and Play Tech Center*

Bow is a C-level executive and serial entrepreneur whose business experience has spanned both enterprise and startup companies. His breadth of management experience ranges from Group President of Sprint Telecommunications managing 1,500 people to getting funded by Microsoft's Bill Gates and Steve Ballmer for startup, Human Engineered Software. In addition, Bow was Corporate Vice President and General Manager of PowerTV (a Scientific-Atlanta Company) prior their sale to Cisco.

Bow managed or was part of the management team for 3 early-stage companies that received major funding from respected venture capital firms.

Duke Rohlen, *CV Ingenuity*

Duke Rohlen is the co-founder, President and Chief Executive Officer of the company. Mr. Rohlen previously served as a senior executive at FoxHollow Technologies, a leading endovascular device company specializing in the treatment of vascular disease. Prior to working at FoxHollow, Mr. Rohlen held senior management positions at two other medical technology companies and served as an entrepreneur-in-residence at the private equity firm, Alta Partners. Mr. Rohlen is a member of the Board of Directors for CV Ingenuity, d3dc Corp., Nasoform Inc., and Mucosal Solutions, Inc. He received a B.A. from Stanford University and an M.B.A. from Harvard Business School.

David S. Rose, *GUST and New York Angels*

David S. Rose, described by BusinessWeek as a "world conquering entrepreneur," is a technology visionary and investor who has founded or funded over 75 pioneering companies that are helping to define the future. An Inc. 500 CEO heralded by Crain's New York Business as a "Top Dog in Tech," he is a dynamic keynote speaker on the topics of future technology, venture investing, entrepreneurship, and presentation skills.

Mr. Rose has consistently been at the forefront of innovation in both business and technology. From his initial involvement with the first online communities in the 1970s, through founding one of the first personal computer training companies in the 1980s, one of the first wireless data information networks in the 1990s, and the first global angel investing platform in the 2000s.

David S. Rose is Chairman and CEO of Angelsoft, which operates the international standard collaboration platform for early stage angel investing. He is Managing Principal of Rose Tech Ventures, one of the country's leading seed stage investors. He is Chairman of New York Angels, the largest and most active angel investment group on the East Coast and he is Chairman of private equity firm Egret Capital Partners. In addition, he is the Track Chair for Finance and Entrepreneurship at Singularity University, the Google/NASA sponsored graduate program training the next generation of technology leaders.

A native New Yorker, David S. Rose has a BA from Yale and an MBA in Finance from Columbia Business School. He is an Associate Fellow of Pierson College at Yale University, member of the Entrepreneurship Advisory Board of Columbia Business School, and a Lifetime Professional Member of the World Future Society.

Daniel Rosen, PhD, *Alliance of Angels*

Dan Rosen is CEO and president of Dan Rosen & Associates, an early-stage technology investment and advisory firm. Dan is also chair of the Alliance of Angels.

Dan was founding managing partner of Frazier Technology Ventures, an early-stage venture capital fund in Seattle. FTV specialized in category-defining technology companies in communications and software. Earlier, he was general manager of new technology in Microsoft, where he was responsible for assessing Microsoft's new technology needs and finding innovative ways to meet those needs through increasing internal research efforts, licensing, investment, or acquisition. In this role, Dan was also responsible for technology transfer into Microsoft's product groups. Prior to that, Dan was general manager for MSN with responsibility for search, transaction and services businesses, e-commerce, and alternate chan-

nels. Prior to joining Microsoft, Dan was at AT&T for 15 years, where he served as vice president and general manager of AT&T Consumer Interactive Services, where he designed and implemented AT&T's first consumer-oriented Internet service offering, and managing director for Northern & Eastern Europe.

Dan chairs the Seattle Alliance of Angels. He sits on the boards of the Modumetal, Billing Revolution, Centri, Angel Capital Association, and the Dean's Leadership Council of UCSD Biological Sciences.

Dan has a B.A. in biology from Brandeis University and a PhD in biophysics from University of California, San Diego. He holds several patents in communications and Internet technologies.

Peter Rosenblum, *Foley Hoag*

Peter Rosenblum counsels a broad range of clients in diverse industries concerning business and regulatory matters, financing strategies and structuring of corporate transactions. He is actively involved in the firm's corporate and corporate finance practices, with an emphasis on mergers and acquisitions, venture capital, private equity and other public and private offerings of securities.

Peter has broad experience structuring and executing mergers and acquisitions and other transactions for public and private clients. He regularly advises investors and issuers in connection with private placements of equity and debt for early and later stage private equity investments. Peter has structured numerous buyouts, recapitalizations, joint ventures and strategic alliances involving complex applications of debt and equity securities. He has particular expertise in developing transaction-specific offshore and cross-border structures and Limited Liability Company and other pass-through vehicles and in counseling managements and corporate special committees involved in significant transactions.

His clients include venture capital and private equity funds, hedge funds and other private investment funds, both in the US and offshore, that invest in public and private securities, private equity transactions, international forestry assets and other alternative investments. He also provides comprehensive representation to companies in technology, energy, life sciences, investment management, consulting and other industries concerning corporate governance, financings, management compensation and succession and liquidity events. Peter represents numerous registered investment advisors and managers of private investment funds and hedge funds, both onshore and offshore. Peter also works with high technology, energy and life sciences clients on intellectual property strategies and protection, licensing and related matters. Peter is Co-Chairman of the Firm's Mergers and Acquisitions Practice Group. He served as Chairman of the firm's Business Department from July 2008 through October 2011. He was a Co-Managing Partner of Foley Hoag from 2000 to 2005 and a Member of its Executive Committee from 1997 to 2005. Prior to entering the private practice of law, he served as Law Clerk to Chief Justice G. Joseph Tauro of the Massachusetts Supreme Judicial Court.

Peter has also lectured and taught classes at Harvard Business School and Boston University School of Law.

Don Ross, *HealthTech Capital*

Don Ross is a founder and managing director of HealthTech Capital, member and past board director of Sand Hill Angels, member of Life Science Angels, and director on several private company boards. Don is active in assembling investment syndications among angel groups and with venture firms. His investments include companies in healthtech, diagnostics, medical devices, mobile, and Internet.

Don was an early pioneer in bringing together technology and health. In the 1980s, he developed healthcare software for psychological testing, health risk appraisal, health behavior change, and health monitoring. Don subsequently founded a healthcare publishing company, funded it internally, and ran it for 15 years until it was acquired. Specialty areas included allergy and asthma, skin care, psychopharmacology, and kidney health.

Don is a published author, with articles; NIH-adopted literature; software products in health, psychology, and education; and two leading nutrition textbooks, currently in 5th editions, that are used by colleges and universities nationwide. Don is an honors graduate from UC Berkeley (architecture).

Michelle Scarborough, *National Angel Capital Organization (Canada)*

I am a serial entrepreneur and investor with a passion for building innovative technology companies. Headquartered in Canada, I am a partner at Fronterra Ventures and the Chair of the National Angel Capital Organization. I am thrilled to be attending the ACA Summit to learn new best practices in angel investing and to meet with like minded investors. I have invested across sectors and have a renewed interest in investing in clean technology companies. I am also looking to build new networks for cross border investing. I look forward to seeing everyone at the Summit.

Harry Schlough, *PENSCO Trust Co*

Harry currently leads the Business Development and Relationship Management functions at PENSCO Trust Company, headquartered in San Francisco.

He is as an operating executive with a successful track record building new technology, software and services companies. Possessing deep experience building at the leading edge, defining and expanding markets, growing revenues, and negotiating successful relationships, Harry has combined that expertise with exceptional communication and interpersonal skills, to repeatedly create value for customers, employees and shareholders. His career began with Andersen Consulting (Accenture) in Chicago. Following a 10-year stint there, he went on to hold key executive positions in both public and private companies, driving successful growth, transformations, and exits for shareholders. These include SHL Systemhouse – NASDAQ: SHKIF; the leading provider of technology enabled 'transitional' outsourcing acquired by MCI, Semaphore Partners; a leading internet professional services firm acquired by Publicis Groupe, Seurat Company; a pioneer in outsourcing on-line and customer centric marketing based on deep analytics acquired by Fair Isaac, and Totality Corporation; a leading managed services provider acquired by Verizon/MCI.

Throughout his operating career, Harry has been an independent advisor, consultant, and private equity investor for various consumer, social media and technology businesses. He graduated with a B.A. in Economics from Northwestern University in Evanston.

Drew Schwartz, *Gust*

Drew leads all product management, user experience and product analysis for Gust as it seeks to transform the early stage investment community. Drew brings a wealth of expertise in delivering innovative products using a user centered design approach supported by a lean development methodology. In constant contact with user groups in the United States and abroad, he insures the Gust products deliver tremendous value to our community. Prior to joining Gust, Drew served for several years as Director of Product Management at TheLadders.com where he was responsible for substantial growth in revenue and engagement for the enterprise, consumer and international businesses through the design of eCommerce, Freemium and other product strategies. Previous to this, Drew held senior positions in user experience and business strategy at Starwood Hotels, Ellery Homestyles and EMC2 Consulting. Drew holds a BS from Skidmore College, an MFA from Pratt Institute and lives in Westchester County with his wife and two girls.

Jordan Schwartz, *Pathable*

Jordan Schwartz, CEO of Pathable, earned his B.S. from Brown University and his M.S. in Social Psychology from the University of Washington. He spent over 10 years at Microsoft building consumer-focused products, including several versions of Windows and MSN. Most recently, he led the Windows Live on-line photo sharing effort before leaving in 2007 to join Pathable. In addition to making conference experiences better, Jordan has a passion for mobile technologies and indulges his love of community by authoring the Wallingford, Seattle neighborhood blog, [Wallyhood](#). He also leads a team of 60,000 bees in the manufacture and production of a delicious, organic honey.

Aydin Senkut, *Felicis Ventures*

Aydin Senkut is the Founder and Managing Director of Felicis Ventures. He has been named one of the top 25 tech angels by Businessweek recently and was featured as one of the top 8 up and coming VCs by Forbes' Midas List. Felicis Ventures portfolio encompasses over 50 companies currently including Azumio, Baby.com.br, Clearslide, Dropcam, Chloe & Isabel, Imageshack, Inkling, Justin.tv, Meraki, Room 77, Practice Fusion, Rovio, Shopify, Wildfire and Zaarly. In the last four years, 20 Felicis backed start-ups have been acquired by firms such as Google, Twitter, Groupon, Microsoft, AT&T, Disney, Ebay, Chegg and Intuit.

Prior to starting Felicis Ventures, he was a Senior Manager at Google, responsible for strategic partner development and account management in Asia Pacific (including Japan). Aydin joined Google in 1999 as its first Product Manager to launch Google's first 10 international sites, its first online search licensing products and its first Safe Search. He then became the first International Sales Manager at Google, responsible for world-wide licensing deals.

Before joining Google, Aydin was the Product Manager for Data Visualization and Data Mining software MineSet, and led the business development efforts for the financial services industry at SGI.

Aydin received a BS in Business Administration with Honors from Boston University. He also earned an MBA in Marketing from the Wharton School and an MA in International Studies from the School of Arts at the University of Pennsylvania. He speaks five languages: English, German, French, Portuguese and Turkish.

Aydin and his wife are Associate Founders of Singularity University, have backed bio-tech research at UCSF and sponsored a scholarship at the University of Pennsylvania. Aydin is on the boards of Clearslide, Massive Health, Imageshack and the Wharton Entrepreneurial Program.

Dennis Sheehan, *Life Science Angels*

Dr. Sheehan was born in Bakersfield, California and hails from the California Central Valley. He joined interventional pioneer Dr. John Simpson in 1983 at Cardiovascular Medicine and Coronary Interventions out of his fellowship at Loma Linda Medical Center.

He is an interventional cardiologist at Sequoia Hospital and volunteers on the Stanford Volunteer Clinical faculty teaching medical students. He has special interests in the treatment of lipid disorders and cardiovascular sports assessment, and was the former San Jose Sharks' cardiologist.

An active sportsman, Dr. Sheehan played for Stanford Championship Rose Bowl teams in 1971 and 1972. He has volunteered regularly for many local youth sports programs.

In addition to consulting for Silicon Valley medical start-ups, he is dedicated to world healthcare and volunteers in Central and South America medical charities.

Tony Shipley, *Queen City Angels*

Tony Shipley is Chairman of Queen City Angels, a Cincinnati based group of angel investors, and Chairman of Transactiv, an Internet company supported by Queen City Angels.

In 2000, Mr. Shipley retired as President and CEO of Entek IRD International Corporation, one of the world's leading suppliers of software, hardware and services to the industrial plant maintenance market. Mr. Shipley founded Entek in 1981, and guided the company from a start up with no sales and two employees to \$60M in sales and 380 employees servicing customers on a global basis. In 1998, Entek was Number 414 on the Inc. 500 list.

Mr. Shipley is a member of various technical and business organizations and the Greater Cincinnati Chamber of Commerce Leadership Class XVIII. Mr. Shipley served as Chairperson of the Greater Cincinnati Software Association (The Circuit) during the formative years of this organization. Mr. Shipley currently serves on the Boards of The Health Foundation of Greater Cincinnati, the University of Cincinnati Foundation, The Circuit, and various other non-profit and company Boards. He was previously the Chairman of the Ohio IT Alliance, an Ohio Edison Center. Mr. Shipley holds an MBA from the University of Cincinnati and a BS degree in Industrial Engineering from the University of Tennessee.

Paul Singh, *500 Startups*

Entrepreneur and investor based in San Francisco and Washington, DC.

Partner at 500 Startups — a "super angel" fund headquartered in Mountain View, CA and founded in July 2010. To date, 500 has invested in 400+ companies in nearly 20 countries.

He is currently serving as an Entrepreneur in Residence with the White House Office of Science and Technology Policy and DHS/USCIS.

Ian Sobieski, *Band of Angels*

Since August of 1997, Ian Sobieski has helped direct the Band of Angels, an exclusive group of high-net worth individuals who were also former officers or founders of many of the high technology companies that made the Silicon Valley famous. Since its inception, the Band has invested approximately \$220M into 240 startup companies helping to create more than 4,000 jobs. Of these companies, more than 45 have exited for a profit to Band of Angels investors and 9 have had IPOs.

Dr. Sobieski has been a founding partner in three venture funds totaling \$65M in capital. He is currently helping invest the Band Acorn Fund, which backs entrepreneurs who have the strategy of building profitable companies or exiting on the Fund's sole investment. His previous two funds were focused on seed round financings as stepping stones to larger VC rounds. Ian has managed more than eighty direct investments and has served on twenty boards of directors. Seven of his seed investments have exited for a gain via M&A including SeaDragon Software, Quorum Systems, and Ordinate Corp. Two of his investments have gone public; Genitope Corp. and PortalPlayer.

Ian has a Ph.D. and MS in aeronautics and astronautics from Stanford University, and a philosophy BA as well as a BS in aerospace engineering from Virginia Tech. He is a founding board member of the Angel Capital Association and is a member of the Young Venture Capitalists Association, the American Institute of Aeronautics and Astronautics, and the National Ski Patrol Alumni Association. He is the author of a dozen technical publications and is a former lecturer in the Center for Entrepreneurship and Technology at the University of California at Berkeley.

David Steakley, *Houston Angel Network*

David Steakley is an investor in real estate and private equity in Houston. David was a partner at the consulting firm Accenture, focusing on clients in the financial services industry. After leaving Accenture, where he worked for 19 years, David found himself running a small non-profit private school for academically gifted students, Rainard School, as a volunteer member of the school's board of directors.

David has been an active member of the Houston Angel Network for the past two years, and is currently managing a portfolio of approximately 20 private equity stakes for himself and a small private equity fund run by his company, Thiwltlig Management, and is involved in a number of real estate ventures.

David serves on the boards of the Vender Safe, Pervino, Salient Pharmaceuticals and RSET, and is a governing trustee of the Houston Symphony Orchestra, and is on the board of directors of the Houston Angel Network.

David graduated from Williams College in 1983 with bachelor's degrees in Mathematics and American Studies. He and his wife have four children, and he spends a lot of time camping in cow pastures with his son's Boy Scout troop.

Tony Stanco, *National Council of Entrepreneurial Tech Transfer*

Tony Stanco, Esq. is the executive director of the Angel Investors of Greater Washington, executive director of the National Council of Entrepreneurial Tech Transfer. Previously he was the director of the Council of Entrepreneurial Tech Transfer and Commercialization (CET2C) of The George Washington University. Mr. Stanco was a senior attorney at the Securities and Exchange Commission, where he worked on more than two hundred IPOs. He also has worked on innovation policy, including start-up creation and funding by angel investors and VCs. At School of Engineering and Applied Science at The George Washington University, Mr. Stanco works with universities and governments around the world on innovation policy, start-up finance policy, software policy, Open Source, cyber-security, and e-Government issues. Mr. Stanco has appeared before the US Congress, various US defense and civilian agencies, the World Bank, the European Commission, United Nations, Inter-American Development Bank, Organization of American States, World Summit on Information Society, LinuxWorld, Advanced Computer and Internet Law Institute, and International Computer Law Association. Mr. Stanco teaches the Lab to IPO course dealing with start-up formation and funding. He has an LL.M. from Georgetown University Law Center in securities regulation and is licensed as a lawyer in New York state.

Richard Sudek, Tech Coast Angels

Richard Sudek is Chairman of Tech Coast Angels and Assistant Professor of Entrepreneurship at George L. Argyros School of Business and Economics at Chapman University. He received his Ph.D. in Management from Claremont Graduate University (CGU). Dr. Sudek's primary research interests are in the area of entrepreneurial finance, entrepreneurial leadership, and team leadership. Dr. Sudek has taught at INSEAD in France, the Rotterdam School of Management in Holland, and at the Peter F. Drucker and Masatoshi Ito Graduate School of Management of CGU.

In 1982 he founded Nadek Computer Systems, a computer consulting firm, and in 1999, sold the company to SAIC. He has served on advisory committees for Microsoft, IBM, Novell, and Cisco. In addition, he currently consults extensively with startup companies on matters related to strategy, financing, operations, and executive coaching. Currently an active angel investor (venture capital) with over 20 investments in startup companies, Mr. Sudek sits on the Tech Coast Angels board of governors (the largest angel investment organization in the US). In addition, he is on the board of directors for the Angel Capital Association, a national angel trade association. Through Tech Coast Angels, he has screened in excess of four hundred start-up companies.

The Entrepreneurship Seminar Series provides a real-world introduction to the theory and practice of entrepreneurship. Through a series of presentations by prestigious entrepreneurs and industry leaders, participants will explore the various organizational, strategic and financial challenges facing successful and unsuccessful entrepreneurs. Topics include start-up strategies, business idea evaluation, business plan writing, and introduction to venture capital.

Lisa Suennen, Psilos Group

Lisa Suennen is a co-founder and Managing Member of Psilos Group, a healthcare-focused venture capital firm with over \$577 million under management. Ms Suennen has headed Psilos' West Coast office since the firm's founding in 1998 and focuses on the medical device, healthcare information technology and healthcare services sectors. She serves as a Director on the Board of several Psilos portfolio companies, including AngioScore, PatientSafe Solutions, OmniGuide and Ver-aLight (chairman). Ms. Suennen also writes a widely read blog on healthcare and healthcare investing at www.venturevalkyrie.com.

Prior to Psilos, Ms. Suennen was at Merit Behavioral Care (formerly American Biodyne, Inc), where she held various senior executive roles including Senior Vice President of Sales and Marketing, Senior Vice President/General Manager of the Public Sector Division (a \$300 million business unit) and Senior Vice President of Pacific Region Operations. Ms. Suennen joined Merit in 1988 while still in its early start-up period and, during her nine-year tenure, played a key role in its growth to an \$800 million/year company. While at Merit, she also participated in the acquisition and integration of regional managed care companies, the company's IPO in 1991, and the company's sale to Magellan Health for \$800 million in 1998.

Ms. Suennen holds an M.A. in political science, a B.A. in political science and a B.A. in mass communications, all from the University of California, Berkeley. She has also recently been named to the Advisory Board of the U.S. Health and Human Services Office of the National Coordinator Investing in Innovations program.

Jenny Tooth, CEO, UK Business Angels Association

Jenny Tooth is CEO of the UK Business Angels Association, the trade body for angel and early stage investing which launched in July 2012 and which has superseded the British Business Angels Association operating since 2004. UKBAA represents over 7,500 angel investors, mainly operating in networks, syndicates and groups across the UK. UKBAA acts as the voice of the angel community to government, media and business and seeks to promote the growth of the asset class, offering a range of services, including market intelligence, advice and information to entrepreneurs and investors and an online directory of investment sources.

Jenny has over 20 years' experience of supporting SME access to investment, both in the UK and internationally. She ran her own consultancy including spending nine years based in Brussels focusing on access to finance and investment readiness, working closely with the European Commission. She has also participated in a number of expert groups on access to finance and recently chaired the EC Knowledge Intensive Services group.

Jenny is an experienced speaker, both in the UK and internationally. She has an MSc in Economics from London School of Economics and Political Science.

Christopher Twiss, *New Zealand Venture Investment Fund*

Chris is an Investment Director for the Seed Co-investment Fund. Over the last 20 years he has gained extensive venture capital, private equity, angel investment, merchant banking, legal and entrepreneurial experience in London, Europe and New Zealand.

Following an early career with listed agribusiness company Wrightsons in the South Island, Chris gained marketing and law degrees at Otago University before qualifying as a solicitor with Bell Gully in Wellington in 1993. From 1996, he spent seven years based in London working firstly as a commercial lawyer for Linklaters & Alliance and then as a corporate financier and venture capitalist with UK merchant bank Close Brothers PLC.

After returning to New Zealand in 2003 Chris was appointed to the newly created role of Executive Director of the New Zealand Private Equity & Venture Capital Association (NZVCA). During his five years in this role Chris also served on the Boards of Incubators New Zealand and Connect New Zealand and co-authored "Fuel for your Business – An Entrepreneur's guide to Angel and Venture Capital Investment" – a New Zealand investment guide published by the NZVCA in October 2008.

Over the last four years Chris has also been an active angel investor and founded his own company - children's outdoor apparel brand "whippersnapper" (www.whippersnapper.co.nz).

Ingrid Vanderveldt, *Dell*

Ingrid Vanderveldt is an entrepreneur, investor and media personality, with a mission of "Empowering a Billion Women by 2020" (EBW2020) leveraging business, policy & media. She is the Entrepreneur-in-Residence ("EIR") for Dell Inc. and the Creator/Curator of the \$100M Dell Innovators Credit Fund (DICF) to power entrepreneurs worldwide. Leader of the Dell Founders Club and the Dell Center for Entrepreneurs Vanderveldt oversees the program that provides access for Dell's 10M small business customers. Her resources and expertise helps entrepreneurs worldwide build and grow their companies. (www.dell.com/entrepreneur) She is a member of The UN Foundation Global Entrepreneurship Council. You can follow her at @ontheroadwithiv.

David Verrill, *Hub Angel Investment Group, LLC & Chairman – Angel Capital Association*

David's professional career began as a research scientist at the Center for Blood Research in Boston focusing on the MHC of genetically engineered mice. After receiving his master's degree from Sloan in 1987, he spent a decade at MIT raising capital from industry and facilitating technology transfer. David still holds a partial appointment at the MIT Sloan Center for Digital Business. In 1996 he joined Xerox as Manager of International Sales and Business Development for the Adaptive Products Division before it was sold. In 1998 David joined third party marketing firm Winchester International Group as Managing Director. In 2000 Winchester helped found the Hub Angels, and early stage investment group in Boston. David sits on the Boards of Intelligent Bio-Systems, Incentive Targeting and is Chair-elect of the Angel Capital Association. David was educated at Bowdoin College and the MIT Sloan School of Management.

Marco Villa, *Italian Angels for Growth*

Marco Villa is a Business Angel and is the Vice President and Managing Director of Italian Angels for Growth - IAG, that he co-founded in 2007. Marco is also owner and Managing Director of Mirade Ventures Srl, a boutique venture firm specializing in equity investments in high-potential start-up businesses. Marco has invested in Italy and abroad across industries and is involved as an investor, executive and non-executive director in start-up businesses in Italy, China and Latvia.

Marco's career gives him unique experience in angel investing, entrepreneurship, management, business development, strategic planning, corporate social responsibility, leadership development, innovation and creativity. Marco is a frequent speaker on these topics.

Previously Marco has been Director and Head of Business Development at Villa & Bonaldi, a production company in the oil & gas processing industry and Manager in the global office of PricewaterhouseCoopers, based in London, New York and Amsterdam. Before joining the private sector and has held various positions in two global nongovernmental organizations: the Society for International Development and AIESEC.

Marco holds a Master degree in Economics and Business Administration and has received executive education in Private Equity and Venture Capital.

Mike Volker, VANTEC

Michael Volker is an Entrepreneur active in the development of new high technology ventures. A **University of Waterloo** Engineering grad, Mike started his own company (**Volker-Craig Ltd**) in 1973. He sold this company in 1981 and then decided to work with entrepreneurs in building new companies. He is presently the director of Simon Fraser University's Innovation Office. Check out his latest two projects: Greenangel Energy Corp, [GAE.V] a public company that invests in green technologies and WUTIF - the Western Universities Technology Innovation Fund - an "angel" fund for start-ups. To further encourage tech entrepreneurship, Mike runs the Vancouver Angel Network, VANTEC and he's also quite active with New Ventures BC - an annual business competition. Mike was also chairman of the Vancouver Enterprise Forum for several years.

Business Basics for Engineers is a series of notes prepared by Mike on business matters relating to technology companies. A guide for writing a Business Plan is featured. This includes reprints of various articles and columns. Mike teaches a basic business course and an Intellectual Property Management course at Simon Fraser University in Burnaby, B.C. He is also Entrepreneur in Residence at CERT in Abu Dhabi, the commercialization arm of the Higher Colleges of Technology in the United Arab Emirates.

Carrie Walsh, Silicon Valley Bank

Carrie Walsh is a Managing Director with the SVB Accelerator, where I lead a team that leverages the bank's deep experience and relationships with the venture community in ways that help Founders and CEOs of emerging technology and life science companies succeed. SVB Accelerator provides startup clients and investors with targeted introductions - all working to create a mutually beneficial ecosystem that's unparalleled in the technology banking industry today.

Leigh Wasson, BNY Mellon Wealth Management

Leigh Wasson is a Senior Director with BNY Mellon Wealth Management. She brings 25 years of investment management and client relationship management experience. Prior to joining BNY Mellon, Leigh was Regional Managing Director of Northern California for Citi Private Bank. Leigh's investment background includes 16 years at JP Morgan with both the private bank and the institutional investment management division, where she was a Managing Director with assignments in Australia, London, New York, San Francisco, Silicon Valley and Newport Beach.

At BNY Mellon Wealth Management, Leigh collaborates with team members and external advisors to develop and implement comprehensive wealth management solutions for entrepreneurs, executives, philanthropists and their family members. Leigh frequently works with the next generation of investors on topics such as financial literacy and family dynamics.

Leigh serves as a board member of Youth Business America, San Francisco Beautiful and the Baker Institute for Children with Hearing Loss. She is also a member of the Silicon Valley Advisory Board of Astia. Leigh has a BBA in Finance from The University of Texas and an MBA from the Wharton School at the University of Pennsylvania.

Ellen Weber, Robin Hood Ventures

Ellen has been the Executive Director of Robin Hood Ventures, a leading angel investment group in the Mid-Atlantic region, since its founding in 1999. Robin Hood has invested in 50 companies in industries including software, medical devices, biotech, internet and financial technology. Ellen Edelman Weber is also the COO of VisionMine, helping corporations capitalize on startup innovations that drive real, bottom-line results.

Previously, Ellen was Managing Director of Antiphony, a strategic consulting firm that helps companies create sustainable value through innovation. Ellen built a practice that helps teams to develop innovative ideas that produce bottom-line results, execute on their business model and create the right environment based on their business objectives. Focus areas include innovation and creativity, team building, culture development, change management, employee development and communication, organizational design, strategic and tactical planning, and facilitation. Ellen also helped emerging growth companies develop leadership talent. Earlier, Ellen was responsible for initiatives encompassing innovation, change

management, and corporate communications at Shared Medical Systems (now Siemens Medical Systems). She began her career as a senior consultant for Accenture.

Ellen graduated from The Wharton School with a B.S. in economics. Ellen is an Angel in Residence at Temple's Innovation and Entrepreneurship Institution, and has served on the board of the Alliance of Women Entrepreneurs. She is a frequent speaker on angel investing, entrepreneurship and innovation.

Devon Wijesinghe, Atlanta Technology Angels

Devon was one of the original members of e-VERIFY.COM™. His high energy and success rate quickly built the company into one of the largest privately held screening companies in the nation. He is also the founder and CEO of Triple Threat Strategies, his own personal investment firm that provides capital and mentoring to young growing enterprises.

Robert Wiltbank, PhD, Atkinson Graduate School of Management at Willamette University

Dr. Rob Wiltbank is associate professor of strategic management for the Atkinson Graduate School of Management at Willamette University, a program dedicated to management principles that are core to creating value in For Profit, Not For Profit, and Government organizations. He teaches courses on Industry Analysis, Entrepreneurship, Strategy, Governance, and Venture Finance.

He is also a partner at Montlake Capital, a growth stage venture investment firm headquartered in Seattle, Washington. He currently serves on the board of Max-Viz Inc, and the board of the Angel Resource Institute. In addition, he teaches governance and strategy to nonprofit organizations throughout the U.S. as part of National Arts Strategies, a nonprofit organization dedicated to developing managerial expertise in non-profits.

Dr. Wiltbank's research focuses on strategy making under uncertainty, particularly as it relates to growing new organizations. He is a leading researcher in the field of angel investing, and has published research in top tier academic journals covering topics from change in top management teams, to non-predictive strategies; from entrepreneurial expertise in marketing, to formal venture capital investment practices. He also serves on the editorial board of the Journal of Business Venturing.

Rob is co-author of the book *The Catalyst* from Crown Publishing, based on his research as a Batten Institute Research Fellow with the Darden School at the University of Virginia, selected by Business Week as one of the top 10 books on innovation and leadership in 2009. He is also co-author of *Effectual Entrepreneurship*, from Routledge Publishing in 2011, a text on entrepreneurial expertise based on 15 years of academic research on the topic. He holds a PhD in Strategic Management from the University of Washington, and a degree in finance and accounting from Oregon State University.

Wendee Wolfson, New Dominion Angels

Wendee Wolfson was a co-founder of the country's first professionally managed, pooled fund of active female investors in early-stage private equity transactions, WomenAngels.net. She was also a co-founder of Women's Growth Capital Fund, a venture capital fund focused exclusively on women entrepreneurs. Ms. Wolfson previously worked in financial institutions, including Manufacturers Hanover Trust Co., Shearson/American Express and Shawmut Bank. She received a BA in French Literature from Brandeis University and an MBA from the Yale School of Management.

Canice Wu, Plug & Play Tech Center

Canice Wu joined as President of Plug and Play Tech Center, after being an Executive in Residence at Plug and Play. He has over 20 years of experience in developing and scaling successful businesses from concept to market leader. Prior to joining Plug and Play Tech Center, Wu was CEO of Insights OnDemand, providing on demand Business Intelligence Solutions. Prior to Insights OnDemand, he was Vice President, General Manager and COO of CRM and Industry Solutions at Siebel Systems. He came to Siebel from Booz, Allen & Hamilton where he was a management consultant specializing in forming business strategies and market penetration plans for Fortune 500 companies. Canice has a BS and MS in Computer Science from MIT, and an MBA from University of California at Berkeley.

David Wu, Band of Angels and Maveron LLC

David Wu is an active investor and entrepreneur. He is currently a Venture Partner at Maveron LLC. He also serves as the Internet Committee Chair on the deal screening committee for the Band of Angels, and was an Executive-In-Residence at Redpoint Ventures.

Previously, David worked at Intuit, where he was a Vice President in their Small Business Group, managing a variety of businesses including QuickBooks Online, Intuit Websites, and Intuit.com. David joined Intuit in December 2007 as part of the company's acquisition of Homestead Technologies for \$170M, where he was the Chief Product Officer, COO, and CFO since 1997.

He held previous positions at Synopsys and Scitor Corporation. He holds a B.S. in Electrical Engineering and a B.A. in Economics from Stanford University.

Allen Yeung, Hong Kong Business Angel Network

Mr. Allen TB Yeung, Chairman of Hong Kong Business Angel Network, he also holds the position of Vice President, Business Development and Technology Support at Hong Kong Science and Technology Parks Corporation. Mr. Yeung is responsible for incubating technology and innovative design startup companies, creating synergies among industry and academic sectors, and providing advanced laboratory support facilities for innovation and technology development. In this capacity, he works with government organisations, non-profit organisations, industry, associations, and investment community groups to promote technology development in Hong Kong.

Mr. Yeung has over 20 years of experience with an extensive business and management background across private equity investment, information technology, and electronics industries. He started his career in Silicon Valley in the United States, where he served at several multinational companies including Seagate Technology, LSI Logic, and Cadence Design Systems. In 1995, he relocated to Hong Kong to develop the Asian market for Cadence. He has successfully established business footholds in China and the Asia Pacific region for both global and local companies. Prior to joining HKSTPC, he was an investment consultant for a US private equity firm.

Mr. Yeung holds an Executive MBA degree from the Kellogg School of Management, Northwestern University – HKUST, a Master of Science in Electrical Engineering degree from Purdue University, and Bachelor of Science in Electrical Engineering degree from the University of Texas, Austin.

Yi Jigang, Orient Jiyi Investment Co

Mark Zetter, Sacramento Angels

Angel investor and entrepreneur.