## Seraph Team and Advisory/Venture Team Bio's

## Tuff Yen, President / Seraph Group LLC

Mr. Yen has extensive experience with the sourcing of venture capital investments and the development of high growth companies from start-up to future rounds of financing. His experience both as an institutional venture capitalist and as an angel investor provide him with strong skills in selecting investments, conducting due diligence, managing portfolio companies and exiting investments. From 1994 to 1996, Yen was employed as a venture capitalist at Chemical Venture Partner ("CVP"). As the direct investment arm of Chemical Bank, later Chase Manhattan Bank, CVP had \$20 billion under management and is one of the largest and most successful bank-affiliated venture capital partnerships in the United States. While at CVP, Yen worked in the information technology, consumer products, internet, financial services, manufacturing, medical devices, biotechnology and telecommunications industries, from early stage venture capital financing to leveraged buyout investments.

After Chase Capital Partners, Yen served as a venture capitalist with Hambrecht & Quist in San Francisco, where he focused his efforts on sourcing and developing investments in technology companies primarily located in the Silicon Valley area. Yen has also served as a consultant to Silicon Valley Bank for a year and advised several start-up companies. Following his wife's relocation to Nashville, Tennessee, Yen helped a number of investors in Nashville select quality opportunities. Prior to founding Seraph Group, Yen worked a year as a partner at Total Technology Ventures, an Atlanta-based venture investment firm. After graduating from the University of California Berkeley in 1990 with a degree in Microbiology and Immunology, Yen joined Genentech, the first recombinant-DNA biotechnology company as a bioengineer. In 1993, he worked in business development at Amgen over summer, another leading biotechnology firm in Southern California, and in 1994, he received his Master's in Business Administration (MBA) from the Yale School of Management.

## **Randall Foster, General Partner**

Randall Foster is a 20+ year accomplished entrepreneur, global business builder, sales and operational executive, and investor who can deliver creative solutions, tactical knowhow, strategic relationships, product to market fit, and financial acumen. Foster has founded two unique ventures spanning data analytics in financial services and long-range surveillance hardware in security/defense, Foster completed the Jerome B. Fisher Management and Technology dual-degree program at the University of Pennsylvania, receiving a B.S. in Computer Science Engineering (1991) and a B.S. in Economics from the Wharton School of Business (1991), earning Cum Laude distinction in both degrees. Foster also completed the Wharton Executive Program on Marketing Innovative Products & Services in 2002.

As an angel investor since 1999, Foster deployed personal capital, assisted company growth, and represented his interests on governing boards. In addition to the nine direct angel investments (\$1 million+ total), Foster has been an LP investor with Seraph Group since 2005. Foster has personally raised more than \$12 million in capital for his two founded ventures (BenchMark Consulting International 1995-2000, and Vumii Imaging 2004-2010) and successfully negotiated the sale of these companies to strategic acquirers (Alltel Communications, and Opgal Ltd), remaining with each acquirer 3 years post transaction. From 2013 to 2016 he served as a managing director at a boutique investment bank, where he obtained FINRA series 7, 79, and 63 securities licenses and leveraged his relationship development and communication skills as an advisor to emerging growth companies and private equity funds. In mid-2016, Foster joined Seraph Group as a full-time General Partner, where he focuses on growing Seraph's LP network, evaluating prospective investments, and advising portfolio companies.

#### **Peter Truwit, Associate**

Peter worked with Seraph for several years as an Associate, Analyst, and Summer Associate. He is intimately knowledgeable about, and the point of contact for the entire portfolio, as well as its Limited Partner Network. Previously, Peter worked briefly with a startup acquired by a NASDAQ traded company. Peter actively sources investment opportunities and investors for Seraph, and manages their San Francisco base and day-to-day operations.

Peter has a BA from Colgate University, where he double-majored in Economics and English Literature.

#### **Venture Partners**

The General Partner established a panel of Venture Partners who will be working with the General Partner in evaluating investment opportunities and managing the portfolio. They are investors in the Seraph Funds with a diversity of domain expertise. The Venture Partners listed below will assemble with the General Partner on a regular basis.

# **Stephen Chapman**

C. Stephen Chapman is a serial entrepreneur whose career has mostly been as a principal in private equity investments in industrial companies. His focus has been on originating investment opportunities and assisting small companies in growth and value creation. During his career, he served on the boards of companies of chemical, manufacturing, oil refining, and railroad companies, as well as several startup technology application firms.

Chapman is Chairman of Ancor Information Management, LLC a Michigan based business process outsourcing company serving the automotive, health care insurance, AAA and utility industries. He also is CFO of Night & Day Studios, a children's mobile app company. An active angel investor since 2007, Chapman is a member of the Oregon Angel Fund and invests independently in early stage technology deals. He has a BA from the University of Michigan in Economics and History, and an MBA from New York University in Finance.

### John Philip Coghlan

John is the former President and Chief executive officer of Visa USA, the world's largest retail electronic payments network. Prior to Visa, Coghlan spent 17 years at the Charles Schwab Corporation, most recently as a Vice Chairman and as President of the Board of Directors of The Charles Schwab Trust Company, a subsidiary of The Charles Schwab Corporation. Earlier in his career, Coghlan cofounded and served as Chief Operating Officer of San Francisco Grocery Express, Ltd., a direct-response catalog grocery delivery service.

Coghlan holds a B.A. in psychology from Stanford University, an M.A. in economics and public policy from Princeton University and an M.B.A. in the management and marketing of service operations from Harvard University. He has also served as an adjunct professor of marketing at the University of San Francisco and San Francisco State University. A native of the San Francisco Bay Area, Coghlan serves on the boards of the KIPP Bay Area Schools, seven free, public charter schools in underserved communities with 2000 students enrolled; the Glide Foundation; Whittier Trust Company; and Life360, where he oversees Seraph's investment in Life360.

#### **Fran Dramis**

F.A. ("Fran") Dramis is the CEO of F. Dramis LLC, a technology consulting and investment firm. He provides strategic direction, advice and capital to businesses providing web services, data security, data

management and infrastructure management. These businesses serve power management, healthcare, telecom and consumer segments. Dramis currently serves on the private company boards of Damballa, Catavolt, and NanoLumens. In addition, he is on the advisory boards of Virima, Voyager Capital, Kwantera, Pindrop, and Blastbuy. He is also the cofounder of Urjanet - an energy data management firm.

He served previously on the private boards of RealOps Inc., US Oncology (Chair of Technology Committee) and IOCOM, as well as on the public boards of WebMethods, Inc., Avocent Corporation (Chair of Nominating & Governance committee, member of Audit committee and member of Strategy & Acquisition committee), Ditech Networks (Chair of Nominating & Governance committee, member of Compensation committee) and Netezza (member of Audit committee). WebMethods, RealOPs, Netezza, and US Oncology and Avocent all had successful exits during Dramis' tenure on their boards. Dramis was formerly the Chief Information, Ecommerce and Security Officer for BellSouth. He joined BellSouth Corporation in 1998. During his tenure, BellSouth's IT and Security groups were nationally recognized as top organizations in their fields by receiving the following awards:

- Computerworld's 100 Best Places to Work in IT (2000, 2002, 2003, 2004, 2005)
- Top 10 in Diversity category Computerworld's 100 Best Places to Work in IT (2004)
- SecurE-Biz Leadership Award
- InformationWeek 500 Most Innovative Users of Technology (Ranked #10 in 2005)
- CIO Magazine's Enterprise Value Award in 2005
- 2016 Georgia CIO Lifetime Achievement Award Recipient

Before joining BellSouth, Dramis founded CIO Strategy, Inc., an information technology strategy consulting firm. At that firm, Dramis led strategic planning projects, which resulted in technology transformation efforts at Citibank, Coopers & Lybrand, NASD and Bankers Trust. Prior to CIO Strategy, Dramis was managing director and CIO at Salomon Brothers. Dramis also served as president and CEO of Network Management Inc., and president and chief operating officer of Telic Corporation. Early in his career, Dramis worked with AT&T, including Bell Labs, rising to the position of executive director of information product management.

As one of the country's top IT leaders, Dramis has been recognized by a variety of publications as a top CIO. His awards include:

- CIO Magazine's CIO 100 Award in 1999
- CIO Magazine's Top 100 Leaders for the Next Millennium in 2000
- Computerworld's Premier 100 IT Leaders in 2002

Dramis has authored two books; one, CIO Handbook, details his strategic planning methodology, and the other Creating an Intentional Business Life outlines his mentoring process. He is a frequent speaker at technology and leadership forums. He has a BA from Rutgers College of Rutgers University and an MS from Pace University.

### **Clyde Foster**

Clyde is the Founder and a Managing Director at Palmares Advisors. Since founding the firm in 2010, he has closed 9 transactions (Novarra, Synchronica, Vuclip, etc.) ranging in value from \$5 million to \$120 million. Foster serves as Chairman of Xobni, the leading crowd sourced contacts and personalization service funded by Khosla Ventures and RRE. Foster also serves as Chairman of SilverbackMDM, a leading client-less mobile device management and security firm.

He is a seasoned executive in the mobile and software industries with over 30 years of leadership experience. Foster was previously the COO of Intellisync, a NASDAQ listed company, and oversaw the operations and sales of Intellisync's products to leading enterprises, OEMs, and wireless operators. Foster led the sale of Intellisync to Nokia for \$470M (in three years, the value of the company increased 25 times from \$18 million) and went on to serve as the Vice President of Messaging at Nokia. Prior to Intellisync, Foster was the president, CEO, and founder of eConvergent Inc, a leading developer of next generation customer data integration software which was sold to Fair Isaac. His enterprise background includes leadership at Aspect Communication and 14 years at IBM where he held a variety of sales and marketing management positions. Foster has a Bachelor of Science in Math from North Carolina State University.

## Tom McNeight

Tom McNeight recently retired as the President and Chief Executive Officer of GuardedNet. GuardedNet develops intelligent security management software products that correlate security event data from throughout the enterprise and analyze the data in real-time to assist in both investigation of security breaches and the ability to block these attacks. Customers include top financial institutions, logistics giants, federal agencies, healthcare agencies and major players in the telecommunications arena. Before joining GuardedNet, McNeight was a senior executive at Internet Security Systems, Inc. (NASDAQ: ISSX), a security company catering to global enterprises and world governments, providing software, appliances and services that protect information technology infrastructure against threats.

With over 30 years of software industry expertise, McNeight brings a proven track record of generating sales and creating strategic relationships as well as building operations and infrastructure. Prior to ISS, McNeight was Vice President of Sales at TSW International, a leading supplier of plant performance and maintenance management software solutions. Before that, McNeight served as Vice President of Sales and then President and Chief Executive Officer of Aurum Software. Prior to that, McNeight held a variety of sales, sales management and executive management positions at Management Science America/Dun & Bradstreet Software. He is a former commissioned officer in the United States Army serving in Europe and Southeast Asia

McNeight served on the boards of several technology companies including Extreme Logic, ForeScout, and FirstWave Technologies. He currently serves on the boards of SecureWorks, Inc., and VistaScape.

#### Rizwan Virk

Rizwan Virk (aka "Riz") possesses extensive experience as an entrepreneur, technologist, author, angel investor, and indie film producer. His areas of experience include social and mobile games, online publishing and advertising, venture capital, with a particular focus on innovative, early stage organizations. He is currently an advisor to free range Games (FRG). Virk was previously CEO of Midverse Studios (merged with FRG), a venture backed maker of mobile games for Apple's iPhone and Google's Android platform; CEO of Gameview Studios, which he cofounded and sold to DeNA, a leading Japanese mobile/social game company in 2010. Gameview's mobile games have been downloaded by over 30 million iPhone and android smartphone users.

In addition, Virk is an angel investor in many gaming and social/mobile companies, including Offerpal Media/Tapjoy, Apsalar, Pocket Gems, Telltale games, Funzio (sold to GREE for \$210 million), Wild Needle (sold to Zynga), and iddiction. Prior to Gameview, Virk was a cofounder of a number of technology companies, including CambridgeDocs (sold to EMC), Service Metrics (sold to Exodus) and Brainstorm Technologies.

Virk frequently writes and lectures on mobile, social, gaming technologies, and entrepreneurship. Virk has also been an executive producer in a number of independent family and fantasy/sci-fi films. He has been featured in in periodicals ranging from the Boston Globe, Inc. Magazine, and the Wall Street Journal. Virk is also the author of Zen Entrepreneurship.

#### Jackson L. Wilson Jr.

Jack is currently a senior advisor to Cerberus Capital, a global leading private investment firm. He was most recently the Chairman and Chief Executive Officer of i2 Technologies Inc (NASDAQ 'ITWO') and engineered its successful acquisition by JDA Software. Prior to i2, he retired from his position as the CEO of Accenture's Business Process Outsourcing Business, a division of \$1.2 billion in revenue. Before that, Wilson held positions at Accenture that include Corporate Development Officer, responsible for all Mergers and Acquisitions activities; Managing Partner of Accenture Technology Ventures, responsible for all venture investing and divesting for Accenture; and Global Managing Partner, responsible for substantially all of Accenture's P&L, client service work, industry programs, software and intellectual properties.

Throughout his career, Wilson served on many public and private boards advising large enterprises and young startups. He was the founding Chairman of the Board of Avanade, a Microsoft technology consulting company jointly owned by Accenture and Microsoft with 17,000 professionals and over one billion dollars in revenue. His other board experience include i2 Technologies, a supply chain management software and service company; Navitaire, a leader in start-up airline reservation system; QPass, a content transaction network enables secure payment for proprietary web-based content; Security First Technology Corporation, a security solution provider; Garrison Enterprise, a leading provider of environmental health software; Momentum Biofuels, a company that engages in licensing its intellectual property, processes, techniques, and formulas for creating biofuels and related products; Security First Corp, a leading provider of information security for environments that require secure computing and positive access control of their data and information through communities of interest; Accenture LTD, a global management consulting, technology services and outsourcing company; SeeBeyond Corporation, an enterprise application integration solution provider; TransCentra, America's largest outsourced remittance processor, billers and a provider of imaging and payment processing platforms and software, and Seraph Group, a financial service company providing angel investment solutions to high net-worth individuals.

Wilson brings a rare combination of experience and skills that can see a young startup grow through to a publicly traded enterprise. He is not only skilled in providing strategic advice and technology solutions to every aspect of enterprises, but also in investment, mergers and acquisitions and talent recruitment. He has a BS in Economics from University of Arizona and an MBA from University of Southern California. He was a Captain in the United States Air Force and is a Certified Public Accountant.