

Forest Baskett New Enterprise Associates



Forest joined NEA in 1999 as a Venture Partner and became a General Partner in 2004. NEA's committed capital has grown to \$11 billion and they've funded more than 650 companies in the Information Technology, Energy Technology and Healthcare sectors.

Forest focuses on information and energy technology investments. He is the NEA representative on the boards of AstroWatt, Audience, Chelsio

Communications, Serious Energy and SuVolta. Prior to NEA, Forest was

Senior Vice President of R&D and Chief Technology Officer of Silicon Graphics Inc. He founded and directed the Western Research Laboratory of Digital Equipment Corporation before joining SGI. Prior to that, he was a Professor of Computer Science and Electrical Engineering at Stanford University.

Fadi Bishara blackbox.vc



Fadi matches human capital with venture capital across the globe. With 20 years experience helping talented technology entrepreneurs in Silicon Valley and elsewhere, Fadi is the Founder of blackbox.vc, a globally focused accelerator based in the heart of Silicon Valley. Blackbox supports the growth of change makers and innovators, connecting them worldwide with seed investors/VC, mentors, and market entrance partners. Prior to founding blackbox, Fadi was the Founder and CEO of techVenture, building teams for

early-stage, high-growth technology startups. While running techVenture, he assisted 43 startups, of which 17 have successfully exited. Those include, for example, Zynga, bebo, Lala, Tapulous, CubeTree, MerchantCircle and Apture. The majority of the others are already profitable and growing, for example, SAYMedia, Splunk, Blurb, and Change.org. Fadi is a sought after speaker, appearing at conferences and universities such as Stanford, UCLA, Moscow Institute of Physics and Technology, Open University Skolkovo Foundation, St. Petersburg National Research University (ITMO), and the Presidio Graduate School of Management. He served two years as an Executive Committee Co-Chair of the MIT/Stanford Venture Lab and is currently an Advisory Board Member there.

Ryan Cabinte Presidio Graduate School



Ryan teaches systems thinking and stakeholder engagement in the Presidio Executive Certificate program. His academic areas of interest include innovations in corporate structure, law and governance as well novel approaches to moving capital to mission-driven organizations. In addition to his teaching, Ryan acts as a strategic consultant and legal advisor to numerous social entrepreneurs and sustainable ventures.

Before Presidio, Ryan worked with the Amada Group, an impact investing private equity firm focused on sustainable businesses. He also has nearly a decade of experience as a litigator. His practice areas included environmental law, consumer protection, toxic torts, securities, corporate and fund formation and intellectual property.

Ryan is a graduate of Yale University, Boston University School of Law and the Presidio Graduate School.

Michael de La Maza blackbox.vc



Michael was a member of the founding team of Inquirra (acquired by Oracle) and a VP of Corporate Strategy at Softricity (acquired by Microsoft). He holds a PhD in Computer Science from MIT and is the author of Rapid Chess Improvement and co-author of Professional Scrum with Team Foundation Server 2010.

Tim Draper Draper Fisher Jurvetson



Tim is the Founder and a Managing Director of Draper Fisher Jurvetson. His original suggestion to use "[viral marketing](#)" in web-based e-mail to geometrically spread an Internet product to its market was instrumental to the successes of Hotmail and YahooMail, and has been adopted as a standard marketing technique by hundreds of businesses. On behalf of Draper Fisher Jurvetson, Tim serves on the boards of [DoAt](#), [Glam](#), [Meebo](#), [Prosper](#), [SocialText](#), and DFJ Plug 'N Play companies. DFJ's previous successes include: Skype (EBAY), Overture.com (YHOO), Baidu (BIDU), Parametric Technology (PMTCT), Hotmail (MSFT), PLX Technologies (PLXT), Preview Travel (TVLY), Digidesign (AVID), and others. Tim launched the DFJ Global Network, an international network of early-stage venture capital funds with offices in over 30 cities around the globe.

Janice Fraser LUXr.co



Janice is an entrepreneur and interaction designer for web and mobile products. During her 15 years in Silicon Valley, she has raised capital, founded both successful and failed startups, consulted to both large enterprises and early stage firms.

Janice was cofounder of design firm [Adaptive Path](#) and served as the company's first CEO. During her tenure, Adaptive Path tripled in staff and revenues, developed and sold a product to Google, coined the term Ajax,

and transformed Adaptive Path from a lifestyle partnership to a high-growth firm.

Janice has been a guest speaker at many conferences and universities, including Haas, Kellogg, Stanford, and the Presidio Graduate School of Management.

Bill Joos Go To Market Consulting



Bill Joos is the principal of "Go To Market Consulting" based in Cupertino, CA. He works with early-to-mid stage companies, venture capital firms and their portfolio clients to help entrepreneurs accelerate their success.

Bill spent seven years as the VP of Entrepreneur Development at Garage Technology

Ventures, an early-stage venture capital firm that he co-founded along with Guy

Kawasaki. While at Garage, he earned a reputation for his expertise in providing portfolio clients with effective, hands-on, action-oriented strategic and tactical mentoring and coaching. In 2004, Bill founded his own practice and extended his services to global clients. He has worked with literally hundreds of early-to-mid stage high-technology startups worldwide and successfully helped them polish and clarify their messages and refine their fundraising and customer presentations. Beyond being a leading "pitch doctor," his services also include revenue and pricing strategies, business alliances, business development and marketing. Over 20,000 entrepreneurs worldwide have attended conferences or workshops where Bill

has been a featured keynote speaker on entrepreneurial topics.

He has also held sales and marketing positions with a variety of companies, including IBM, and served as VP Sales at the software division of Apple Computer.

Steven Kan Google



Steven works with best entrepreneurs to create awesome products at Google, where he works in New Business Development. Before he was a VP of Business Operations at Apture (acquired by Google in 2011). Previously Steven was a member of the Clearstone investment team with expertise in online media & monetization, mobile communications, and internet infrastructure. Steven had incubation and board roles with portfolio companies Vast, The Rubicon Project, ThisNext, Nokeena Networks,

SupplyFrame, LeisureLink and SoonR.?

Prior to Clearstone Steven interned at Redpoint Ventures, where he identified early-stage investment opportunities in Southern California. Steven gained valuable operating experience at Yahoo/Overture, where he managed product and business development initiatives for their contextual advertising and local search businesses.

Steven received his BS in Applied Physics from Yale University , graduating magna cum laude and Phi Beta Kappa. Steven also holds an MBA from the UCLA Anderson School of Management, where he was a Venture Fellow and Dean's Scholar.

Dan Martell Clarity.fm



Dan Martell is the co-founder of Clarity.fm a stealth startup that enables anyone to get paid for their advice. Previously he co-founded www.Flowtown.com, a social marketing platform for small businesses, that was acquired by DemandForce.com. An award-winning Canadian entrepreneur, at 25, Dan formed his first start-up, Spheric Technologies Inc., and watched it grow by an average of 152% per year before he sold the company 4 years later in mid-2008. Now living in San Francisco, Martell

spends the majority of his time looking at ways to build a bridge between Silicon Valley and his home province of New Brunswick, Canada. As an angel investor, he's invested in over 15 companies, advising them on how to leverage social marketing to acquire customers. Martell is passionately involved in facilitating micro-lending to entrepreneurs in developing countries through the non-profit, Kiva.org.

Dave McClure 500 Startups



Dave is a geek, startup investor, former software developer & entrepreneur, tech blogger, marketing nerd, and fan of tech entrepreneurship. He's lived in Silicon Valley for over 20 years and loved every minute. He runs a \$29M Internet seed fund and startup incubator in Silicon Valley called <http://500Startups.com> which has made investments in 250+ companies, including Twilio, Wildfire Interactive, and Sendgrid.

Previously, he started and managed the FF Angel early-stage investment program for Founders Fund from 2008-2010, and also managed the Facebook fbFund incubator program in 2009. After leaving PayPal in 2004, I was an angel investor/advisor in ~15 startups including Mint.com, acquired by Intuit in 2009 for \$170M.

Rajat Paharia Bunchball



Rajat founded Bunchball in 2005. Bunchball is the industry leader in gamification and works with some of the world's leading brands and media companies, including Warner Bros., Comcast, and Hasbro. These companies use Bunchball's gamification platform, to create actionable and scalable user experiences for consumers.

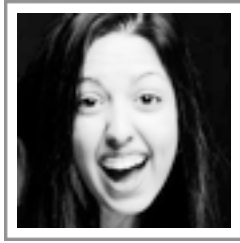
Stephanie Palmeri SoftTech VC



Steph Palmeri is a senior associate with SoftTech VC, where she invests in early stage consumer internet companies including next generation commerce, mobile services, and saas. She has over a decade of experience working at the intersection of marketing and technology. At SoftTech VC, Steph's work includes opportunity reviews, due diligence, market analysis, and dealflow management, in addition to active involvement with SoftTech VC portfolio companies.

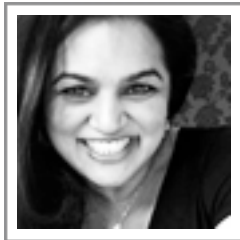
Prior to joining SoftTech VC, Steph was an active member in New York City's emergent VC and entrepreneurial community where she was an Associate with early-stage venture fund NYC Seed and launched the NYC SeedStart incubator. Additionally, she worked with Lot18 on business development and marketing initiatives. Steph holds an MBA from Columbia Business School and graduated magna cum laude from Villanova University with joint degrees in Marketing and Management Information Systems. In her spare time, Steph enjoys bikram yoga, skiing, and getting lost in foreign countries.

Bel Pesce Lemon



Bel is a 23-year-old Brazilian entrepreneur living in Silicon Valley. She is part of the founding team of Lemon, where she heads Business Development. Prior to that, she was managing two engineering teams at Ooyala. She studied Engineering and Business at MIT and she's worked at Microsoft, Google, MIT, Deutsche Bank, in addition to having started several projects of her own.

Padma Rao Foundation Capital



Padma is an Entrepreneur in Residence at Foundation Capital where she works as a consultant with social browser Rockmelt and other startups. Previously she worked at Zynga, which she joined at the beginning of 2009, where she helped lead the development of the company's marketing platform. Thanks to the tools she built, Zynga figured out how to monetize casual-style simulation games, and in quick succession over the course of the year, it launched hits like FarmVille, Café World, PetVille and FishVille.

Matt Sanchez SAY Media



Matt co-founded VideoEgg, now SAY Media, with two Yale classmates in late 2004. Prior to VideoEgg he co-founded a production company focused on helping non-profits develop cost-effective public service announcements. SAY Media is a modern media company, the evolution of VideoEgg as it continues its mission to make online advertising better. SAY Media helps advertisers engage today's social consumer through rich content experiences while helping creators monetize their work and grow their audiences. The company connects paid and earned media to deliver brand

Carl Schneebeck Presidio Graduate School



Carl is the Director of Executive Programs and an adjunct professor at Presidio. He has more than a decade of experience as a communications and political strategist in the non-profit sector. Prior to joining the Presidio faculty, Carl worked for a number of environmental organizations where he collaborated with business partners to reduce pollution and protect wildlife. He received his MBA in Sustainable Management from Presidio Graduate School and holds a BS in Environmental Biology and Management from the University of California, Davis. A former outdoor instructor and National Park Service ranger, Carl is a coach and consultant specializing in presentations and public speaking. He lives with his wife Kate and son Leo in San Francisco.

Robert Scoble Scobleizer



Robert is a massively popular blogger, technical evangelist, and author. He is best known for his blog, Scobleizer. He is the Chief Troublemaker in the building43 community of Internet fanatics and works as a startup liaison at Rackspace.

Bridgette Sexton Google



Bridgette is a Global Entrepreneurship Manager working to further Google's efforts to empower entrepreneurs around the world. She brings with her a truly global background and a passion for making the impossible happen. Prior to her current role, Bridgette led Google's outreach efforts in Sub Saharan Africa (SSA), based out of Ghana. In this role, she built programs that enable software developers, startups and businesses to utilize Google's tools to drive innovation and content generation on the web. Her efforts expanded Google's reach to over 19 countries, training thousands of people while creating sustainable local tech communities. Before moving to Africa, Bridgette was a on the scalable 3rd party sales team focused on non-traditional agencies, based in San Francisco, California. Prior to joining Google, Bridgette's diverse background spanned jumpstarting a micro-finance organization in Peru, attracting foreign direct investment in the investment promotion Nicaragua, working at Alcoa in the marketing strategy unit and studying in Thailand. Bridgette is an avid runner, a culinary experimenter and a jazz singer.

Keith Teare just.me



Keith Teare is the CEO and founder of just.me Inc and a Founder at the Palo Alto incubator, Archimedes Labs. Teare has a track record as a serial entrepreneur with big ideas and has achieved significant returns for investors. The EasyNet Group: Founded in 1994 as one of the first ISP's in Europe, Teare was CTO and co-founder. It went public on the AIM exchange in London in 1996 and was trading at a valuation of more than \$1 billion by 1999. In 2007, it was acquired by Rupert Murdoch's B Sky B, where Teare's

co-founder, David Rowe is still CEO of the division. In 2010, via management buyout, it is once again an independent company.

RealNames Corporation, founded in Palo Alto in 1998. Teare was founder and CEO. The company created a multi-lingual naming system, with distinct national namespaces, sitting on top of the DNS. It used natural language keywords, mapped to URIs to allow native language navigation. Teare raised more than \$130 million in venture funding and filed for an IPO (led by Morgan Stanley, with Mary Meeker as lead analyst) in 1999. After negotiating a world-wide agreement to include RealNames in the Microsoft browser in early 2000, the company had an implied valuation of more than \$1.5 billion. By 2002, it was responsible for over 1 billion keyword navigations per quarter. It had agreements in Japan, China and Korea, and was responsible for supporting the nascent multi-lingual DNS system run by Verisign.

Co-founder of Mike Arrington's TechCrunch (acquired by AOL in Sept 2010)

Co-founder of edgeio corporation in 2005 (acquired by Looksmart in 2007)

Seed funder of NetNames (Acquired by NetBenefit in 2001),

Founder of cScape, a leading UK systems integrator (acquired by NetB2B2 in 2001).

Co-founder of CYBERIA, the world's first Internet Cafe

Founding board member of fotopedia, a company founded by Jean-Marie Hullot, former CTO of Apple's applications division.

Sharon Wienbar Scale Venture Partners



Sharon invests in Mobile and Internet companies at ScaleVP. She sits on the boards of Actiance, BeachMint, Everyday Health, PlayPhone, Reply.com and uTest.

Prior to ScaleVP in 2001, Sharon was Vice President, Marketing for Critical Path and Amplitude Software. She spent most of the 1990's at Adobe Systems, starting as Product Manager for Asian Products and later led marketing for many of Adobe's applications, and spearheaded numerous

cross-product initiatives. Before her technology line experience, Sharon practiced strategy consulting at Bain & Company for nearly five years.

Sharon holds an A.M. and an A.B. in Engineering from Harvard University, and an M.B.A. from the Stanford Graduate School of Business. Sharon also serves on the board of directors of the non-profit Myelin Repair Foundation and on Microsoft's Venture Advisory Committee.

Daniel Zimmermann WilmerHale



Daniel is a partner in the Corporate and Transactional Department, and a member of the Corporate and Venture Capital Practice Groups at WilmerHale. He joined the firm in 2011. His practice draws on his extensive experience in complex corporate transactions and venture technology issues. Prior to joining WilmerHale, Daniel was a partner at SNR Denton. His experience includes advising emerging growth companies and technology startups on a variety of corporate and corporate finance matters, and counseling venture capital firms as well as global venture and private equity funds in their portfolio investments. Daniel's practice also has an international focus that involves the regular representation of clients in global expansions and off-shore acquisitions by US companies. He recently spent time with a European law firm where he worked on private equity, capital markets and venture capital transactions in both London and Munich.