

## 34 ADVENT INTERNATIONAL CORPORATION

75 State Street  
#30th Floor  
Boston, MA 02109-1817

**Phone:** 617-951-9400  
**Fax:** 617-951-0566  
**web:** www.adventinternational.com

**Mission Statement:** Advent brings a powerful set of resources to the investment process, including the industry's first global organization, a vast network of international affiliates and the most extensive list of corporate investors in the business. Drawing on these unique assets, we are able to provide companies with a level of operational and strategic support not available from traditional financing sources. Advent is the first private equity firm to operate successfully on a global basis. We have assembled one of the industry's largest investment organizations.

**Geographic Preference:** Global

**Fund Size:** \$3.5 billion

**Founded:** 1984

**Average Investment:** \$5 million

**Investment Criteria:** Advent invests in companies at all stages of development, from emerging growth enterprises to large, profitable businesses, LBO, MBO

**Industry Group Preference:** Biotechnology, Building Materials, Cable TV, Chemicals, Communications, Consumer, Electronics, Energy, Financial Services, Food, Medical/Health Related, Industrial Products, Internet, Business Services, Low Technology Manufacturing

**Other Locations:**

2180 Sand Hill Road  
Suite 420  
Menlo Park, CA 94025

123 Buckingham Palace Road  
London SW1W 9SL  
United Kingdom

**Dr. John Walker**

**Key Executives:**

**Peter A. Brooke, Chariman**

*Education:* Harvard University, Harvard Business School  
*Background:* Founded TA Associates; Established Advent International

**Douglas R Brown, President and Chief Executive Officer**

*Education:* BS in Chemical Engineering, Massachusetts Institute of Technology; MBA, Harvard Business School  
*Background:* Ionics In., Director of Aspen Technology Inc., ChemDesign Corp., Inspec Group plc, Ionics Inc., Kabelmedia Holding GmbH

**Thomas H Lauer, Managing Director and Chief Financial Officer**

*Education:* BS University of Minnesota; MBA, Harvard Business School  
*Background:* Certified Public Accountant, Touche Ross & Co.,

**Nicholas B Callinan, Managing Director, Emerging Markets**

*Education:* Engineering degree and MBA, Melbourne University  
*Background:* Cummins Engine Co., Managing Director of its Australian operation  
*Directorships:* Director of Euronet services Inc.,

## 685 GREYLOCK MANAGEMENT CORPORATION

One Federal Street  
26th Floor  
Boston, MA 02110

**Phone:** 617-423-5525

**Fax:** 617-482-0059

**e-mail:** boston@greylock.com

**web:** www.greylock.com

**Mission Statement:** Greylock's market strategy is to partner with management in building high-quality companies that are , or have the potential to become, leaders.

**Fund Size:** \$500 million

**Founded:** 1965

**Average Investment:** \$2 million

**Minimum Investment:** \$500,000

**Investment Criteria:** Entrepreneurial leader or team with an outstanding technology and market vision, capital efficient businesses where high barriers to entry can be constructed

**Industry Group Preference:** Communications, Computer Related, Diversified, Electronics, High Technology

**Portfolio Companies:** Space.com, e-Steel, Idiom Technologies, Multiflow, Corio, eForce, Send.com, Storage Networks, Securities Technology Inc., Radio Systems, Numatics, Thomson Advisory Group, Simmonds, Filene's Basement, Community First Bankshares, Mutual Risk Management, Brookstone Communications, Sirocco Systems, Syndesis, Tenor Networks Inc., Meta Tel Inc., SiTera, Inverse Network Technology, PraireComm, Cimaron Communications Corporation, Landacorp, Hilltop Research, Vivra Specialty Partners, SciRex, Managed Comp, Exact Labs, Cairnstone, TravCorps

### **Other Locations:**

755 Page Mill Road  
Suite A-100  
Palo Alto, CA 94304

### **Roger Evans, General Partner**

*Education:* Graduate of Cambridge University

*Background:* CEO of Micom Systems, On the board of Ascend, Copper Mountain, Maker Communications, Northpoint, Optimal Networks, Sirocco Systems, Starburst Communications, Syndesis, Phone.com, Xedia, PrairieComm Inc., Inverse Network Technology

### **Key Executives:**

#### **David N. Strohm, General Partner**

*e-mail:* dstrohm@greylock.com

*Education:* Graduate of Dartmouth College and Harvard Business School

*Background:* Acta Technology, Austin-Hayne, CoWare, DoubleClick, Internet Security Systems, Legato Systems, Mobile Automation, Net Effect Systems, Octane Software, Duet Technologies

#### **Henry F. McCance, General Partner**

*Education:* Graduate of Yale University and Harvard Business School

*Background:* Office of the Secretary of Defence, currently on the board of ABT Corporation, Epsilon Inc., Gradient Technologies, Peritus Software Services, Praecis Pharmaceuticals, Trilogy Development

#### **Bill Kaiser, General Partner**

*e-mail:* wsk@greylock.com

*Education:* Graduate of MIT with a degree in engineering and computer science 1977; MBA Harvard Business School 1983

*Background:* Apollo Computer and Hewlett Packard, Boards of Authentica, Sightpath, FutureTense, Mainspring Communications, Open Market, Clarus, Red Hat, Student Advantage and Wildfire Communications.

## 1008 MORGENTHALER VENTURES

Terminal Towerity Bank Building  
50 Public Square  
Suite 2700  
Cleveland, OH 44113

**Phone:** 216-416-7500

**Fax:** 216-416-7501

**Mission Statement:** At Morgenthaler, we are passionately dedicated to being the most valued partner to world-class entrepreneurs building industry-leading enterprises. The firm has been an active company builder since 1968, funding more than 150 companies, two-thirds of which are now public or part of public entities. We focus our investment activities in two areas; 1) early stage investments in information technology and health care. 2) management-led buyouts, build-ups and recapitalizations of industrial growth companies or businesses targeting the information business or healthcare services markets. Morgenthaler manages \$600 million in committed capital.

**Geographic Preference:** National

**Fund Size:** \$600 million

**Founded:** 1968

**Average Investment:** \$3 - \$5 million

**Minimum Investment:** \$500,000

**Investment Criteria:** Most creative ideas and outstanding entrepreneurs nationally, companies that uniquely capitalize on macro trends, shifts in technology and whose products leverage existing infrastructure and distribute

**Industry Group Preference:** Biotechnology, Communications, Hardware, Health Related, Industrial Products, Information Technology, Software

**Portfolio Companies:** American Paper, Chrysalis, Censtor, Cytel, ProAir Services, Endgate Corporation, Gliatech, NeTpower, Applied Intelligent Systems, Premisys Communications, Perclose, Quick Logic, Ribozyme, Sequana, Vivo Software, WasteQuip, Hypres, Inverness, ReGenisys, Vical, Centennial Security Holdings, Informix, Medtronic, CardioThoracic Systems, Intrinsa Corporation, Molecular Applications Group, American Paper, Chrysalis, Censtor, Cytel

**Other Locations:**

2730 Sand Hill Road, #280  
Menlo Park, CA 94025

(Satellite Office)

3200 Habersham Road  
Atlanta, GA 30305

**Key Executives:**

**David T. Morgenthaler, Managing Partner**

*Education:* BS, MS, Mechanical Engineering, MIT

*Background:* President and Chairman, National Venture Capital Association; President, Foseco

*Directorships:* Ribozyme

**John D. Lutsi, General Partner**

*Education:* BS, Youngstown State University; MBA, Loyola College

*Background:* Senior Vice President, Private Investments, Pitcairn Financial Management Group; Vice President Finance, Raymark Corporation, Carborundum Company

*Directorships:* American Paper, ProAir

**Robert C. Bellas Jr., General Partner**

*Education:* BS, Engineering, U.S. Naval Academy; MBA, Stanford

*Background:* General Manager, Electronics Products Division of Gulf Oil; Marketing and Management, Acurex Corporation, EMI Therapy Systems

*Directorships:* Vical, CardioThoracic Systems, Molecular Applications Group