



**RED HERRING GLOBAL 2013**



**November 18-20 | Santa Monica | California**



## INFORMATION

### PRESENTATION

PLEASE ARRIVE AT YOUR DESIGNATED PRESENTATION ROOM 15 MINUTES PRIOR TO YOUR SCHEDULED PRESENTATION TIMES.

### INTERNET ACCESS

CONFERENCE GUESTS WILL HAVE INTERNET ACCESS IN THE GENERAL SESSION ROOM AND ALL THE BREAKOUT ROOMS

### ? QUESTIONS

GENERAL QUESTIONS ABOUT RED HERRING OR RED HERRING CONFERENCES CAN BE ADDRESSED AT THE REGISTRATION TABLE OR ON OUR WEBSITE AT: [WWW.REDHERRING.COM](http://WWW.REDHERRING.COM)

## ABOUT RED HERRING

**RED HERRING** is a global media company which unites the world's best high technology innovators, venture investors and business decision makers in a variety of forums: a leading innovation magazine, an online daily technology news service, technology newsletters and major [events](#) for technology leaders around the globe. Red Herring provides an insider's access to the global innovation economy, featuring unparalleled insights on the emerging technologies driving the economy.

## Monday, November 18

7:15 – 9:00 Welcome Cocktail & Registration

## Tuesday, November 19

7:15 – 8:00 Breakfast & Registration

8:00 – 8:30 Opening Comments, Alex Vieux

8:30 – 9:10 Fireside Chat

- Greylock Partners, [Asheem Chandna](#), Partner

9:10 – 9:40 Keynote Roundtable: Getting Funded

- August Capital, [David Hornik](#), Managing Director
- Ecosystem Ventures, [Alex Fries](#), President
- Interwest Partners, [Keval Desai](#), Managing Partner
- WestSummit Partners, [John Yu](#), Co-Founder & Managing Director

9:40 – 10:00 Fireside Chat

- MarkLogic, [Gary Bloom](#), President & CEO

10:00 – 10:30 Coffee Break

10:30 – 11:00 Keynote Session: Corporate Venturing

- Hewlett-Packard [Doug Warner](#), Senior Director Mobile Strategy
- Intel Capital, [Carey Lai](#), Investment Director

11:00 – 11:30 Fireside Chat

- DCM, [David Chao](#), Managing General Partner

11:30 – 12:00 Keynote Session: Success Stories

- Emotient, [Ken Denman](#), Chief Executive Officer
- Net Optics, [Bob Shaw](#), President & CEO

12:00 – 12:30 Fireside Chat

- Intacct, [Robert Reid](#), Chief Executive Officer

12:30 – 1:30 Lunch

1:30 – 3:30 Presentations: Red Herring Global Finalists

3:30 – 4:00 Coffee Break

4:00 – 6:45 Presentations: Red Herring Global Finalists

7:15 – 9:00 Cocktail & Dinner Reception

## Wednesday, November 20

7:15 – 8:00 Breakfast & Registration

8:00 – 8:30 Opening Comments, Alex Vieux

8:30 – 9:15 Keynote Roundtable: Investing in Growth

- Scale Venture Partners, [Rob Theis](#), Managing Director
- Venrock, [David Pakman](#), Partner
- Silver Lake, Raymond Wu, Principal

9:15 – 10:00 Keynote Session: State of the Industry

- Evercore Partners, [Paul Deninger](#), Senior Managing Director

10:00 – 10:30 Coffee Break

10:30 – 11:00 Keynote Roundtable: Exits

- Evercore Partners, [Paul Deninger](#), Senior Managing Director
- Needham, [Robin Graham](#), Managing Director
- Siemer & Associates, [Ivan Nikkhoo](#), Managing Director

11:00 – 11:30 Keynote Roundtable: Opening the Door to the Corporates

- Capgemini, [Raf Howery](#), SVP Strategy
- Honda Silicon Valley Lab, [Daniel Behrendt](#), Innovation and Strategic Alliances
- USAA, [Victor Pascucci](#), Managing Director Corporate Development

11:30 – 12:00 Keynote Roundtable: Managing Growth

- GPS Insight, [Robert Donat](#), Chief Executive Officer
- Avangate, [Carl Theobald](#), President & CEO
- M800 Limited, [Steven Yap](#), Chief Executive Officer

12:00 – 12:30 Keynote Roundtable: Going Global

- ForeScout Technologies, [Gord Boyce](#), CEO
- TestPlant, [George Mackintosh](#), Chief Executive
- Tigerspike, [Luke Janssen](#), Chief Executive Officer

12:30 – 1:30 Lunch

1:30 – 3:30 Presentations: Red Herring Global Finalists

3:30 – 4:00 Coffee Break

4:00 – 6:45 Presentations: Red Herring Global Finalists

7:15 – 10:00 Red Herring 100 Global Award Ceremony & Dinner

## AGENDA

COMPANY PRESENTATION

November 19

11/19/2013	A	B	C
1:30-1:45	Global Velocity	Triton Digital	Intacct
1:45-2:00	LinkWin Technology	Mark Logic	Histoindex
2:00-2:15	Nanomed (Suzhou Natong)	Access Mobile	Varnish Software
2:15-2:30	Extole	inbenta	Tealium
2:30 -2:45	Borderlinx	ANATOLE	Astute Networks
2:45-3:00	Quantenna Comm	Jelli	Couchbase
3:00-3:15	Spondo	Big Switch Networks	Clarice Technologies
3:15-3:30	ZIGExN	<a href="http://hc1.com">hc1.com</a>	Myriant
<b>3:30-4:00</b>	<b>Coffee Break</b>	<b>Coffee Break</b>	<b>Coffee Break</b>
4:00-4:15	Digitata	Welcome Real-time	Innovolt
4:15-4:30	Softkey	360pi	Mozo
4:30-4:45	MicroAd	Ineda	Ortelius
4:45-5:00	Bright Computing	KNOWCK Co., Ltd.	ATTINAD SOFTWARE
5:00-5:15	Silergy	Sievo	MPayMe Ltd.
5:15-5:30	Kargo	InMage	IBOXPAY
5:30-5:45	Sefaira	RetailNext	Ductor
5:45-6:00	D-ORBIT	BIMobject	Amikod
6:00-6:15	Taulia, Inc.	Continuity	OnForce
6:15-6:30	Transterra Media	Sanovi Technologies	Spreadshirt
6:30-6:45	Shenzhen QVOD Technology	ZiXi	Manthan Studio

November 20

11/20/2013	A	B	C	D
1:30-1:45	MULTICHANNEL GLOBAL	Intersec	Active Broadband Networks	Attero Recycling
1:45-2:00	Infinite Convergence	Labcyte	TouchCommerce	RES Software
2:00-2:15	TraceLink Inc.	MegaSharks	BEBB	Cirrato
2:15-2:30	Spring Mobile Solutions	Jinny Software Ltd	Guangzhou Qisheng	Oomph
2:30 -2:45	Centric Software	SS8	Course Hero	Watchful Software
2:45-3:00	Sefamerve	DelfMEMS	SoftAtHome	4G Identity
3:00-3:15	Skeed	Jongla	SimpliVity	Hot Hotels
3:15-3:30	PacketFront	Zoobe message entertainment	AsiaPay Group	Sococo
<b>3:30-4:00</b>	<b>Coffee Break</b>	<b>Coffee Break</b>	<b>Coffee Break</b>	<b>Coffee Break</b>
4:00-4:15	Paymetric	IDInteract, Inc.	ShineOn	
4:15-4:30	Proxistore	ParStream	Tigerspike	
4:30-4:45	Ace Metrix	SmartCloud Infotech	gen-E	
4:45-5:00	Ivy Mobile	Centech Communication JSC	CodeSealer	
5:00-5:15	Tiger IT Bangladesh Ltd.	Creativesystems	*astTECS	
5:15-5:30	Diyixian.com (DYXnet)	ZeroGrey	Tageos	
5:30-5:45	Eco Consumer Services	Pentaho	ENVISION	
5:45-6:00	AirWatch	VIMO	af83	
6:00-6:15	Xstream	Mobilis Networks Limited	op5 AB	
6:15-6:30	FINESSE	Avangate Holding	Neos SpA	
6:30-6:45	Celena	HBRLabs	Jivox	

## COMPANY PRESENTATION A-Z

Company	Time	Date	Room
*astTECS	5:00-5:15	11/20/2013	C
360pi	4:15-4:30	11/19/2013	B
4G Identity Solutions Private Limited	2:45-3:00	11/20/2013	D
Access Mobile	2:00-2:15	11/19/2013	B
Ace Metrix	4:30-4:45	11/20/2013	A
Active Broadband Networks	1:30-1:45	11/20/2013	C
af83	5:45-6:00	11/20/2013	C
AirWatch	5:45-6:00	11/20/2013	A
Amikod	5:45-6:00	11/19/2013	C
ANATOLE	2:30 -2:45	11/19/2013	B
AsiaPay Group	3:15-3:30	11/20/2013	C
Astute Networks	2:30 -2:45	11/19/2013	C
Attero Recycling Private Limited	1:30-1:45	11/20/2013	D
ATTINAD SOFTWARE	4:45-5:00	11/19/2013	C
Avangate Holding	6:15-6:30	11/20/2013	B
BEBB	2:00-2:15	11/20/2013	C
Big Switch Networks	3:00-3:15	11/19/2013	B
BIMObject	5:45-6:00	11/19/2013	B
Borderlinx	2:30 -2:45	11/19/2013	A
Bright Computing	4:45-5:00	11/19/2013	A
Celeno	6:30-6:45	11/20/2013	A
Centech Communication JSC	4:45-5:00	11/20/2013	B
Centric Software	2:30 -2:45	11/20/2013	A
Cirrato Technologies AB	2:00-2:15	11/20/2013	D
Clarice Technologies	3:00-3:15	11/19/2013	C
CodeSealer	4:45-5:00	11/20/2013	C
Continuity	6:00-6:15	11/19/2013	B
Couchbase	2:45-3:00	11/19/2013	C
Course Hero	2:30 -2:45	11/20/2013	C
Creativesystems	5:00-5:15	11/20/2013	B
D-ORBIT	5:45-6:00	11/19/2013	A
DelfMEMS	2:45-3:00	11/20/2013	B
Digitata	4:00-4:15	11/19/2013	A
Diyixian.com (DYXnet)	5:15-5:30	11/20/2013	A
Ductor	5:30-5:45	11/19/2013	C
Eco Consumer Services	5:30-5:45	11/20/2013	A
ENVISION SCIENTIFIC PRIVATE LIMITED	5:30-5:45	11/20/2013	C
Extole	2:15-2:30	11/19/2013	A
FINESSE	6:15-6:30	11/20/2013	A
gen-E	4:30-4:45	11/20/2013	C
Global Velocity	1:30-1:45	11/19/2013	A
Guangzhou Qisheng Information Technology	2:15-2:30	11/20/2013	C
HBRLabs	6:30-6:45	11/20/2013	B

## COMPANY PRESENTATION A-Z

<a href="http://hc1.com">hc1.com</a>	3:15-3:30	11/19/2013	B
Histoindex	1:45-2:00	11/19/2013	C
Hot Hotels	3:00-3:15	11/20/2013	D
IBOXPAY	5:15-5:30	11/19/2013	C
IDInteract, Inc.	4:00-4:15	11/20/2013	B
inbenta	2:15-2:30	11/19/2013	B
Ineda	4:30-4:45	11/19/2013	B
Infinite Convergence	1:45-2:00	11/20/2013	A
InMage	5:15-5:30	11/19/2013	B
Innovolt	4:00-4:15	11/19/2013	C
Intacct	1:30-1:45	11/19/2013	C
Intersec	1:30-1:45	11/20/2013	B
Ivy Mobile	4:45-5:00	11/20/2013	A
Jelli	2:45-3:00	11/19/2013	B
Jinny Software Ltd	2:15-2:30	11/20/2013	B
Jivox	6:30-6:45	11/20/2013	C
Jongla	3:00-3:15	11/20/2013	B
Kargo	5:15-5:30	11/19/2013	A
KNOWCK Co., Ltd.	4:45-5:00	11/19/2013	B
Labcyte	1:45-2:00	11/20/2013	B
LinkWin Technology	1:45-2:00	11/19/2013	A
Manthan Studio	6:30-6:45	11/19/2013	C
Mark Logic	1:45-2:00	11/19/2013	B
MegaSharks (AKA TechSharks)	2:00-2:15	11/20/2013	B
MicroAd	4:30-4:45	11/19/2013	A
Mobilis Networks Limited	6:00-6:15	11/20/2013	B
Mozo	4:15-4:30	11/19/2013	C
MPayMe Ltd.	5:00-5:15	11/19/2013	C
MULTICHANNEL GLOBAL	1:30-1:45	11/20/2013	A
Myriant	3:15-3:30	11/19/2013	C
Nanomed (Suzhou Natong)	2:00-2:15	11/19/2013	A
Neos SpA	6:15-6:30	11/20/2013	C
OnForce	6:00-6:15	11/19/2013	C
Oomph	2:15-2:30	11/20/2013	D
op5 AB	6:00-6:15	11/20/2013	C
Ortelius	4:30-4:45	11/19/2013	C
PacketFront Software Solutions	3:15-3:30	11/20/2013	A
ParStream	4:15-4:30	11/20/2013	B
Paymetric	4:00-4:15	11/20/2013	A
Pentaho	5:30-5:45	11/20/2013	B
Proxistore	4:15-4:30	11/20/2013	A
Quantenna Comm	2:45-3:00	11/19/2013	A
RES Software	1:45-2:00	11/20/2013	D
RetailNext	5:30-5:45	11/19/2013	B



## COMPANY PRESENTATION A-Z

Sanovi Technologies	6:15-6:30	11/19/2013	B
Sefaira	5:30-5:45	11/19/2013	A
Sefamerve	2:45-3:00	11/20/2013	A
Shenzhen QVOD Technology	6:30-6:45	11/19/2013	A
ShineOn	4:00-4:15	11/20/2013	C
Sievo	5:00-5:15	11/19/2013	B
Silergy	5:00-5:15	11/19/2013	A
SimpliVity	3:00-3:15	11/20/2013	C
Skeed	3:00-3:15	11/20/2013	A
SmartCloud Infotech	4:30-4:45	11/20/2013	B
Sococo	3:15-3:30	11/20/2013	D
SoftAtHome	2:45-3:00	11/20/2013	C
Softkey	4:15-4:30	11/19/2013	A
Spondo	3:00-3:15	11/19/2013	A
Spreadshirt	6:15-6:30	11/19/2013	C
Spring Mobile Solutions	2:15-2:30	11/20/2013	A
SS8	2:30 -2:45	11/20/2013	B
Tageos	5:15-5:30	11/20/2013	C
Taulia, Inc.	6:00-6:15	11/19/2013	A
Tealium	2:15-2:30	11/19/2013	C
Tiger IT Bangladesh Ltd.	5:00-5:15	11/20/2013	A
Tigerspike	4:15-4:30	11/20/2013	C
TouchCommerce	1:45-2:00	11/20/2013	C
TraceLink Inc.	2:00-2:15	11/20/2013	A
Transterra Media	6:15-6:30	11/19/2013	A
Triton Digital	1:30-1:45	11/19/2013	B
Varnish Software	2:00-2:15	11/19/2013	C
VIMO	5:45-6:00	11/20/2013	B
Watchful Software	2:30 -2:45	11/20/2013	D
Welcome Real-time	4:00-4:15	11/19/2013	B
Xstream	6:00-6:15	11/20/2013	A
ZeroGrey	5:15-5:30	11/20/2013	B
ZIGExN	3:15-3:30	11/19/2013	A
ZiXi	6:30-6:45	11/19/2013	B
Zoobe message entertainment	3:15-3:30	11/20/2013	B

**\*astTECS**

India | Telecommunications

VC Funded: No

OpenSource Technology is clearly a disruptive force in the telecom market. \*astTECS (www.asttecs.com) combines the power of OpenSource Technology with a mix of traditional and innovative methods of marketing to create a world class company. Based on asterisk™, \*astTECS brings out a range of IP based enterprise telecom products “ IP PBX, Call Center Dialer, Video Conference Server.

**4G Identity Solutions Private Limited**

India | Software

VC Funded: No

4G Identity Solutions (4Gid) is a Pioneer & Global leader in providing large-scale identity management solutions by leveraging smart cards and biometric technologies. 4Gid specializes as an end-to-end identity management solutions provider & system integrator in Civil ID, Homeland Security & Law Enforcement for government, corporate, banking and defense sectors. 4Gid has re-defined ID management business space by providing thought leadership and proof of concepts that led to the world's largest ID programmes.

**Ace Metrix**

USA | Marketing/Advertising

VC Funded: Yes

Ace Metrix is dedicated to delivering better, faster, and more usable solutions for evaluating video advertising effectiveness. Through the Ace Metrix platform and mobile apps, companies can now access detailed analytics on their own ads and the ads of their competitors wherever, whenever enabling real-time advertising campaign optimization.

**af83**

France | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: Yes

af83 was named after the flight from San Francisco to Paris. It represents our will to get the best where it is, think global and act local. The mission of our company is to help businesses turn to digital, by transforming their products, services and stores. Our strength resides in our methodologies to make sure to have balanced teams mixing the best in UX design, Technology & Strategy.

**360pi**

Canada | Cloud Computing (SaaS, PaaS, etc)

VC Funded: Yes

360pi helps top retailers compete and win in an era when shoppers demand complete price transparency. Their customers gain real-time visibility into the market, leading their customers to make smarter pricing decisions that drive increased conversions, revenues, margins and customer loyalty.

**Access Mobile Co., Ltd.**

South Korea | Telecommunications

VC Funded: No

Access Mobile is a mobile value added services (VAS) company. The mission of Access Mobile is to provide the solution for the increase in ARPU and the creation of new revenue stream by its highlighted P2P VAS production as well as DATA VAS such as Facebook Portal and App Gateway.

**Active Broadband Networks**

USA | Telecommunications

VC Funded: No

Active Broadband Networks supplies software-defined broadband service management solutions for powering an intelligent service layer that allows broadband providers to transform how services are delivered and monetized, allowing them to more effectively satisfy the needs of their subscribers while meeting their own business objectives. Active Broadband's Dynamic Broadband Service Manager (DBSM) has been successfully deployed by some of the world's largest, most demanding network operators.

**AirWatch**

USA | Mobile

VC Funded: Yes

AirWatch is the leader in enterprise-grade Mobile Device Management, Mobile Application Management and Mobile Content Management solutions designed to simplify mobility. More than 5,000 customers across the world trust AirWatch to manage their most valuable assets: their mobile devices, including the apps and content on those devices. Our solutions are comprehensive, built on a powerful yet easy to use platform by leaders in the mobile space.

**Amikod**

UK | Banking/M&A  
VC Funded: NA

Amikod is a technology-enabled business that provides finance to small and mid-sized owner-managed companies. A condition of financing is that the customer adopts Amikod's financial best practice processes, systems and training. The benefit for the customer is that this makes his business more competitive and financially secure. This model provides Amikod with a highly profitable loan business with a far lower default rate.

**AsiaPay Group**

Hong Kong | Internet/Online (ISP, B2B, B2C, etc.)  
VC Funded: N/A

Founded in 2000, AsiaPay was launched with prime focus to well serve the growing needs and demand of electronic payment service and solution need of individuals, charitable organisation and businesses in Asia. Since then, AsiaPay has grown from a team size of 5 to almost 90 throughout 11 business operations in 9 countries in Asia.

**Attero Recycling Private Limited**

India | CleanTech  
VC Funded: Yes

Attero has setup India's first & only end to end e Waste recycling plant. The indigenously developed metal extraction plant uses complex metallurgical processes to extract pure metals.

**Avangate**

Netherlands | Internet/Online (ISP, B2B, B2C, etc.)  
VC Funded: Yes

Avangate is the leader in Customer Centric Commerce solutions, helping Software, SaaS and Cloud Services companies increase their online sales across touchpoints and business models, as well as grow their distribution channels to profitably scale and enter new markets. Avangate's solutions include a full-featured, modular and secure Commerce platform, which integrates online eCommerce, subscription billing, global payments, as well as a constantly expanding worldwide affiliate network.

**ANATOLE**

France | Software  
VC Funded: Yes

Anatole's solution is based on a software , Anatole Telecom Expense Manager, available in SaaS mode and a set of BPO services and professional services.

**Astute Networks**

USA | Other  
VC Funded: Yes

Astute is the leading provider of Networked Flash appliances that accelerate application performance by 10x or more, enhance user productivity and lower IT costs for physical and virtual environments. The company's ViSX family of Networked Flash appliances is based on a 100% solid state flash technology that cost effectively delivers a high number of sustained IOPS to dramatically increase application performance.

**ATTINAD SOFTWARE**

India | Mobile  
VC Funded: No

An end to end Mobility focused company started by group of professionals who had started and managed the Mobility group for INFOSYS. We have our own mobility product called Concord mobility middleware which seamlessly extends any enterprise application onto different mobile platforms in a secured manner. Attinad Software is in the business of bridging the last mile disconnects for enterprises by providing industry specific enterprise and consumer focused mobility solutions.

**BEBB**

India | Internet/Online (ISP, B2B, B2C, etc.)  
VC Funded: Yes

Power2SME is the first Buying Club for Small & Medium Enterprises (SME) in India. We source raw materials for SMEs at competitive price points across product categories like chemicals, metals, polymers etc. We aggregate the demand of multiple SMEs for these materials; buy them directly from the manufacturer & sell to the SME directly, cutting out the middle link of distributors and wholesalers. This allows us to obtain the most optimal pricing and a larger pool of quality suppliers.

**Big Switch Networks**

USA | Telecommunications

VC Funded: Yes

Big Switch Networks is the leader in Open Software-Defined Networking. The company's Open SDN platform embraces industry standards, open APIs, open source, and vendor-neutral support for both physical and virtual networking infrastructure. Big Switch Networks product suite supports a broad range of networking applications, including network virtualization for public and private cloud data centers built on OpenStack, CloudStack and other orchestration platforms.

**Borderlinx**

Belgium | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: N/A

Borderlinx is the leading cross border service supplier supporting 63 countries. Borderlinx.com is a B2C service revolutionising the way people shop around the world by providing the freedom to purchase from any website using your very own US or UK shipping address.

**Celeno**

Israel | Other

VC Funded: Yes

Celeno provides high performance Wi-Fi chips and software for HD multimedia and entertainment home networking applications. Celeno's extensive chip portfolio and OptimizAIR technology enable the wireless distribution of multiple and simultaneous HD video streams throughout the home with the highest levels of performance and reliability while ensuring a superlative quality of service and user experience. Celeno's field-proven chips have been integrated into numerous OEM Wi-Fi devices and have been deployed with over 75 service providers worldwide.

**Centric Software**

USA | Software

VC Funded: Yes

Centric Software is a leading provider of product lifecycle management (PLM) software for retail, apparel, footwear, luxury and consumer goods companies. The Centric 8 PLM suite delivers easy-to-use functionality to manage critical, inseparable business processes, including product development, sourcing, business planning, quality management and collection management. Centric 8 implements and delivers value rapidly using an Agile DeploymentSM methodology.

**BIMobject**

Sweden | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: No

BIMobject is a game changer for the construction industry worldwide with its cloud based Portal offering development, maintenance and syndication of digital replicas " BIM objects " of manufactured building and interior products. The marketing and pre-sales services associated with the Portal are channelled and integrated, through specialised software, into CAD/BIM applications to create a business-to-business communication across the globe.

**Bright Computing, Inc.**

USA | Software

VC Funded: Yes

Bright Computing was spun out of ClusterVision (also co-founded by Matthijs van Leeuwen) in 2009 to commercialize the cluster management software developed inside ClusterVision. Its flagship product, Bright Cluster Manager, makes it possible to turn any number of standard servers into a fully managed and monitored cluster.

**Centech Communication JSC**

Vietnam | Telecommunications

VC Funded: Yes

As a SP, CENTECH is very proud to be a pioneer in mobile digital content platform delivery in Vietnam. We specialized in technologies that help deliver mobile contents and services to end-users, and play the perfect role of a technological partner and aggregator between mobile carrier, content providers, mobile ads agencies and mobile VAS operators.

**Cirrato Technologies AB**

Sweden | Software

VC Funded: N/A

Cirrato One is the industry-shaping, complete WAN printing solution that manages all your print queues and drivers using a single server. It removes all print spool servers and 99.9% of WAN print traffic, improves performance, adds redundancy, and minimizes administration and waste with features like Support Portal, End User Portal, Accounting and Secure Follow Print.

**Clarice Technologies Pvt Ltd**

**India** | Software

VC Funded: No

Clarice Technologies provides product development services globally with a super specialization in User-Centered Design and cutting-edge UI technologies. We have designed & developed exemplary user experiences for 100+ products with a healthy mix of enterprise and consumer products; for start-ups as well as large Fortune 500 enterprises.

**Continuity**

**USA** | Big Data/Storage

VC Funded: Yes

Continuity makes it easy for any Java developer to build, deploy, scale and manage Apache Hadoop and HBase applications in the cloud or on-premise. Continuity Reactor, its flagship product, is the industry's first scale-out application server and development suite for Hadoop.

**Course Hero, Inc.**

**USA** | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: Yes

Course Hero is a digital platform that provides students with a suite of comprehensive educational resources, including crowd-sourced study documents, expert tutors, customizable flashcards and online courses. Whether mastering core subjects or exploring new skills, Course Hero empowers students to learn more effectively and succeed, both in and out of the classroom.

**D-ORBIT**

**Italy** | Other

VC Funded: Yes

D-Orbit develops propulsive devices to be installed on satellites before launch and able to decommission them at the end-of-life in a quick, safe and controlled manner. With D-Orbit on-board, satellites owners are compliant with current and future regulations, increase the operating life of their satellites and avoid costs deriving from collisions with other spacecrafts or assets on Earth. 2012: demonstrator tested on ground; 2013: core technology qualified for launch and validation in orbit.

**CodeSealer**

**Denmark** | Software

VC Funded: Yes

CodeSealer enables online businesses to add an entirely new level of security “ protecting themselves and their end-users against cybercrime. The solutions are unique because they create a secure ring that protects end-to-end: from server to browser with no end-user installation required. Upon deployment, the solutions enable 100 percent coverage while remaining completely invisible to the end-user.

**Couchbase**

**USA** | Software

VC Funded: Yes

Couchbase is a leading provider of NoSQL database technology and the company behind the Couchbase open source project. Couchbase Server is a NoSQL document-oriented database with production deployments at AOL, Cisco, Concur, LinkedIn, Orbitz, Salesforce.com, and Shuffle Master and hundreds of other companies. It is particularly well suited for web and mobile applications, providing easy scalability, consistent high performance, and 24x365 availability.

**Creativesystems**

**Portugal** | Software

VC Funded: No

Pioneer in the implementation of RFID technology, Creativesystems develops and implements advanced and integrated solutions for automatic identification and traceability, with particular application in the Fashion Apparel market. Established in 2002, the company is present directly in Portugal, Germany, Brazil and Dubai, and has projects with the world leaders in the Fashion Apparel retail.

**DELFMEMS**

**France** | Hardware

VC Funded: Yes

DelfMEMS provides the only RF MEMS switches for Mobile handsets. The RF MEMS technology has been identified as the new generation technology which will respond to the high level standards for LTE Advanced architectures. The market for switches is more than \$1 billion in 2018. With its unique and patented switch design, DelfMEMS has overcome the reliability issue of its competitors.

**Digitata Limited**

Mauritius | Telecommunications

VC Funded: No

Digitata is a privately-held multinational technology company with a strong mobile telecommunication and revenue management background. Digitata invented the Dynamic Tariffing System, enabling mobile operators to expand their customer base and ensure profitable revenues, while bringing affordable mobile telephony to a wider population, previously excluded by price.

**DYXnet**

Hong Kong | Telecommunications

VC Funded: No

DYXnet is Greater China's leading ICT service provider offering MPLS VPN, data centre/cloud and contact centre outsourcing solutions in Asia Pacific region. DYXnet serves 700 cities in Mainland China, Hong Kong, Taiwan, Singapore and Vietnam, including more than 7,600 MPLS VPN clients' sites, and hosts more than 7,800 clients' servers. It was the first batch ICT service providers in Greater China to obtain ISO 27001:2005, ISO 20000-1:2011 and ISO 9001:2008 international certifications.

**Envision Scientific Private Limited**

India | Medical Devices

VC Funded: No

Envision Scientific is a company developing Interventional cardiology devices for treatment of Coronary artery disease. It has developed novel polymer free Drug eluting stents and Drug delivery technology based on Nanotechnology principles. The company is privately held with its R&D Unit and Manufacturing Center in Surat. It has 9 Patents for its developed technology in US & EU.

**FINESSE**

UAE | Banking/M&A

VC Funded: No

Finesse brings together advanced technology, robust infrastructure, a large pool of talent and a proven Global Delivery Model to provide a wide range of IT services to their clients cost-effectively and seamlessly. Finesse consultants possess exceptional functional, operational, and technical knowledge of the BFSI, Education & Healthcare domain and the leading products / solutions currently used by global organizations.

**Ductor Corp.**

Finland | Clean Tech

VC Funded: Yes

Ductor has developed proprietary/patented technology to produce ammonia and phosphates 100% biologically from recycled materials (e.g. food waste, animal by-products). The first commercial application area for Ductor's technology will be biogas production.

**Eco Consumer Services**

Singapore | Clean Tech

VC Funded: No

Eco empowers consumer opinion. Eco takes consumer opinions straight to the management of companies that want to listen and learn from their customers and reward them for their contribution. Eco listens to consumers whether they are talking about your company on social and online platforms or whether they are trying to talk to you through designated feedback channels (mobile feedback, call center, email, etc).

**Extole**

USA | Software

VC Funded: Yes

Extole enables brands to acquire new, high value customers at scale with its referral marketing platform. With Extole's simple, turnkey solution, marketers can create a complete, efficient, and reliable acquisition channel by encouraging their customers to refer new customers.

**gen-E**

USA | Software

VC Funded: Yes

After a decade of client-service experience in the IT Operations domain, gen-E has launched a disruptive and award-winning software solution, Resolve. Resolve not only revolutionizes the way companies create and deliver IT process automation, but also dramatically reduces the time to attain significant Return on Investment. gen-E customers include several Fortune 500, blue-chip financial services and communication clients including JP Morgan Chase, Mastercard and T-Mobile. gen-E accolades and recognition include:

**Global Velocity**

USA | Security

VC Funded: No

Global Velocity provides a powerful, Information-Centric Security (ICS) platform to continuously monitor, manage, and protect sensitive information at rest and in motion. Available as a cloud service and also as an appliance, to provide centralized data protection for enterprise, remote and mobile users.

**HBRLabs**

USA | Internet/Online

VC Funded: N/A

HBR Labs Inc. was founded in January 2007 with the goal of addressing users' need for accurate, timely, relevant and personalized knowledge and information. HBR Labs, through its Israeli R&D subsidiary, developed web enabled core collaborative technologies to address this goal and launched a first beta site in November 2007.

**HistoIndex Pte Ltd**

Singapore | Medical Devices

VC Funded: No

HistoIndex is involved in the development, manufacture and sales of optical medical imaging equipment worldwide with offices in Singapore (headquarters), Beijing (China) and London (UK) for the diagnosis and treatment of fibrosis and cancer. Based on revolutionary imaging solutions, its products have opened doors to new medical standards that benefit clinical R&D, speed up pharmaceutical drug and treatment development as well as aiding clinical diagnosis.

**IBOXPAY**

China | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: Yes

IBOXPAY is an independent innovative mobile payment solutions and services provider. They provide a new, convenient and secure mobile payment platform that supports online and offline bank card payment services individuals and businesses acquiring business.

**Guangzhou Qisheng Information Technology Co.,Ltd**

China | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: No

www.39.net is the No.1 Health portal in China, one of the Top100 websites, has more than 100 million users. Since launched on March 9 2000, www.39.net has established to be the first, the largest health website with most contents. Our goal is, using the internet, to provide the best comprehensive health information, to remain the leader in areas as health news, doctor column, medical information query and professional medical counseling online, to be the leading provider of health info service.

**hc1.com**

USA | Cloud Computing (SaaS, PaaS, etc)

VC Funded: Yes

The hc1.com Healthcare Relationship Cloud is the ultimate solution that optimizes relationships and information access for healthcare organizations across the continuum of care. Designed to meet the specific clinical and business relationship management needs of healthcare entities, hc1.com has been adopted across more than 500 client locations.

**Hot Hotels**

Spain | Mobile

VC Funded: No

Hot Hotels is same day, smartphone only, hotel reservation app. The company was founded in December 2011 and now offers hotels in 23 Countries and 166 cities in Europe, Africa and Latin America. Company values include diversity and a global outlook. We are after everybody on the planet with a mobile phone.

**IDchecker.com**

Netherlands | Cloud Computing (SaaS, PaaS, etc.)

VC Funded: No

IDchecker checks and processes digitalised identification documents so that the user can easily establish the identity of a potential employee, customer or visitor, in person or online. IDchecker was established in 2004 with the aim of helping Dutch temping agencies assess the ID of new employees.

**IDInteract**

USA | Big Data/Storage

VC Funded: No

IDInteract enables enterprise digital marketers to proactively identify and convert market demand into revenue with an easy-to-use software-as-a-service (SaaS) platform called Demand Exchange™. Our solution uses cutting-edge data management techniques that abstract and analyzes raw consumer data from multiple data sources, and consolidates that information into individual, group, event and community “Personas” indicating real-time consumer demand for brands, products and services.

**Ineda Systems**

USA | Consumer Electronics

VC Funded: Yes

Ineda Systems is a startup company that was created by industry veterans from US and India with an ultimate goal of becoming a leader in developing low power SOC's for the use in both consumer and enterprise applications. The advisory and management team has world-class experience of working in both blue chip companies as well as fast paced technology start-ups. Ineda's expertise is in the area of low-power SOC/IP development, architecture, and software that is necessary to design silicon & systems that would be of use in future applications.

**InMage**

USA | Software

VC Funded: N//A

InMage offers major advancements in Backup (BU) and Disaster Recovery (DR) technology for Enterprises and Managed Service Providers (MSP's). InMage software builds upon deep application awareness that helps guarantee recovery of complex multi-tier applications. This includes mission critical applications such as ERP (SAP and others), Databases (SQL, Oracle, DB2 and others), and Messaging (Exchange and similar products).

**Intacct**

USA | Cloud Computing (SaaS, PaaS, etc)

VC Funded: Yes

Intacct is a leading provider of cloud financial management and accounting software. In use by more than 7,300 organizations, from start-ups to public companies, Intacct applications are designed to improve company performance and make finance more productive.

**inbenta**

USA | Software

VC Funded: No

Founded in Barcelona in 2005, Inbenta develops products and solutions based on Natural Language Processing and Semantic Search. Since its creation, Inbenta has focused on developing skills in computational linguistics, web technologies, customer service solutions, and online marketing strategies. Originally the company was a value-added reseller for a third-party NLP solution. In 2009 Inbenta started developing its own product, and since 2010 has been offering products based on its own technology.

**Infinite Convergence**

USA | Mobile

VC Funded: Yes

Infinite Convergence is a provider of innovative messaging & mobility solutions and next-generation wireless communication technologies. Supporting +130M subscribers globally, Infinite Convergence offers a full range of scalable Enterprise Messaging Services, Rich Communication Suite, Converged Messaging, SMS, MMS, and Gateway solutions for enterprises and operators.

**Innovolt**

USA | Hardware

VC Funded: Yes

Innovolt is the industry leading provider of intelligent electronics management technology. The Innovolt technology platform is a combination of appliance based hardware and business intelligence and management software, which significantly reduces the cost of electronics ownership by protecting and managing vital electronics environments.

**INTERSEC**

France | Big Data/Storage

VC Funded: Yes

Intersec designs software enabling mobile operators to capture and monetize their network value through real-time big data collection. Intersec integrates its leading core network solutions to generate location intelligence revenue and to maximize customer value management, contextual engagement, and messaging traffic profitability. Our award-winning products are designed to efficiently implement MNOs' loyalty & retention, value creation and cost optimization strategies all over the world.



**Ivy Mobile**

Singapore | Mobile

VC Funded: NA

Founded in 2002, our global footprint extends across 6 regions – USA, UK, Zurich, Singapore, Middle East & India. We provide off the shelf mobile solutions for 8 verticals. We have 110,000+ live mobile enterprise users currently with more than 12 million mobile transactions processed every month. Our tried & tested solutions are available in Lifesciences, CPG and Banking & Insurance industry.

**Jinny Software Lts**

Ireland | Telecommunications

VC Funded: No

Jinny Software is a global provider of Mobile VAS infrastructure, Mobile Advertising and Diameter Signalling Management solutions. Jinny's 75+ customers are spread across 70 countries and include mobile network operators, virtual network operators and enablers, as well as other enterprises. Implementation, project management, support and Training are provided by service teams located in the US, Brazil, Ireland, Kenya, UAE and Malaysia.

**Jongla Oy**

Finland | Mobile

VC Funded: No

Jongla Oy is an innovative start-up company, specializing in device- and platform-independent mobile instant messaging. The company is located in Helsinki, Finland and owned by a group of private investors and management. Jongla enables you to share free text, voice messages, images, videos, interactive stickers and locations with friends around the world.

**KNOWCK Co., Ltd.**

Korea | Marketing/Advertising

VC Funded: No

KNOWCK is a tech-based startup helping businesses set up and maintain cloud-based digital screen infrastructure that is simple and cost effective while bringing advertisers an opportunity to utilize this infrastructure for a highly targeted advertising and bringing customers an availability enlargement to utilize this infrastructure for using various apps like location based information and service.

**Jelli**

USA | Entertainment & Media

VC Funded: Yes

Jelli is a social radio platform that combines the reach of radio with the engagement of the web. Jelli's consumer experience fuses group listening with game mechanics to make radio more social and fun. Listeners control radio playlists through real-time voting and game elements, via free iPhone and Android apps and web experience.

**Jivox**

USA | Computers/Software/Technology

VC Funded: Yes

Jivox enables brand marketers to create and deliver highly engaging video ads on multiple screens, while its analytics enables marketers to measure user engagement and intent and optimize campaigns.

**Kargo**

USA | Mobile

VC Funded: No

Kargo is the leading mobile publisher platform, delivering the best in native and integrated advertising across its portfolio of premium partners. The company weaves content and ad technology into its publishers' mobile and tablet properties, offering advertisers powerful mobile brand experiences at scale.

**Labcyte Inc.**

USA | Life Sciences/Biotech

VC Funded: Yes

Labcyte is a global laboratory instrument company that has revolutionized the essential process required by all of life science research -- liquid handling. Every experiment performed in life sciences, molecular medicine, drug discovery and diagnostic testing involves liquid handling. Our award-winning products use acoustic energy to transfer precise amounts of fluids without touching them. This capability significantly improves data quality and reliability, while eliminating or substantially reducing costs associated with pipette tips, reagents and samples. Equally important, it conserves precious samples and enables highly accurate assay miniaturization, dramatically improving productivity.

**LinkWin Technology CO.,LTD**

Taiwan | Medical Devices

VC Funded: N/A

LinkWin, a pioneer in the Cabric industry, uses patented technology to refine modified acrylics to high purity carbon fiber fabrics, making them the technical raw materials used for various heating products. LinkWin has now obtained the patent and trademark rights of Cabric, which is also one of the key core competencies to be developed by the company.

**Mark Logic Corporation**

USA | Big Data/Storage

VC Funded: Yes

MarkLogic has delivered a powerful and trusted new generation Enterprise NoSQL database that enables organizations to turn all data into valuable and actionable information. Organizations from around the world including Warner Brothers, Dow Jones, Citi, BP, Morgan Stanley, every three letter US intelligence agency and the largest investment banks rely on MarkLogic's enterprise-grade technology to make better decisions faster.

**MicroAd, Inc.**

Japan | Marketing/Advertising/SOE

VC Funded: N/A

MicroAd ad-network is one of the largest display and smartphone ad-networks in Japan, and serves over 25 billions of ad-impressions each month. Our ad-network reaches over 89% of audience users in Japan. In June 2011, we launched "MicroAd BLADE", a Japanese DSP with RTB and have integrated with major exchanges and SSP. Till now, MicroAd BLADE has more than 3,000 Advertisers in Japan. With a global strategy for APAC regions, MicroAd opens offices in some countries such as China, Indonesia, Vietnam, Singapore and India.

**Mozo**

Australia | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: No

Mozo is a free online financial marketplace which connects Australians navigating the confusing and complex banking maze with financial providers seeking new customers. Mozo helps more than 300,000 Australians find better banking and insurance deals each month. We launched banking comparisons in 2008 and have since rolled out insurance, investments, business banking, student finance and travel money.

**Manthan Studio**

India | Entertainment & Media

VC Funded: N/A

Manthan Studio is a game development and Publishing company based out of Nagpur, India. Manthan Studio develops and publishes games for the iOS, Windows 7/8, Android, BlackBerry through app stores, operators, OEMs and distribution partners.

**MegaSharks (AKA TechSharks)**

Afghanistan | Social Media

VC Funded: No

TechSharks Company is one of the first leading company of web & social media in Afghanistan & have been working more than 7 years after peace comes to our country. We are a group of Afghan youths that have the idea of changing Afghanistan & create online solution to combine local knowledge with international standards in digital communications to help clients engage in the networked world. We try to help world-changing organizations increase impact through social media, web & mobile technology.

**Mobilis Networks**

New Zealand | Telecommunications

VC Funded: No

Mobilis is a Software as a Service company providing an end to end solution for mobile banking, payments & money across the developing & emerging markets enabling customers to pay, buy, bank and remit money with a mobile device at the point of sale. Mobilis technologies bridge the gap between mobile wallet & payment solutions & the point of sale, thereby enabling banks, FSP's, MNO's and existing payment technology providers to connect with their customers anywhere in the world, at any time.

**MULTICHANNEL GROUP**

Hong Kong | Marketing/Advertising

VC Funded: No

Multichannel is the first universal digital marketing platform with an integrated dashboard built to optimize the management of ad campaigns on various channels through a single automated, AI-empowered solution. Multichannel's inspired tools for advance optimization utilize artificial intelligence for data analysis, bid management and click fraud blocker.

**Myriant Corporation**

USA | Life Sciences/Biotech

VC Funded: Yes

At Myriant, there's a better, greener way to produce the products people use every day. Our world-class R&D team has developed a proprietary process using anaerobic bacteria to convert renewable sugars into high-value, bio-based chemicals. Using state of the art microbiological process, we are directing the smallest of all living things for the largest of all human ambitions "to reduce our dependence on fossil fuel based products.

**Neosperience**

Italy | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: No

Neosperience customer experience innovation platform allows organizations engage customer communities on all their mobile devices to: 1 Increase customer satisfaction; 2 Extend their brand; 3 Increase sales. A revolutionary product validated by global and highly demanding organizations, Neosperience adapts the customer experience by discovering customers' context: location, identity, relationships and intentions, to increase the effectiveness of interactions at all customer touch points.

**Oomph**

Australia | Other

VC Funded: N/A

Oomph digital publishing platform is powering tablet apps for publishers, media agencies and corporates. The Oomph tablet publishing platform has the highest average score on the iMonitor rating system for rich media tablet apps. Their customers include tier 1 publishers and leading corporates such as News Corp, Haymarket Media, PriceWaterhouseCoopers, Reed Elsevier, CSIRO and more.

**Ortelius**

Sweden | Others

VC Funded: No

It is based on the Ortelius Enterprise Evolution Framework (EEF) and comprises our methodology, software, definition language, patterns, repository, library, experience and constitutes a unified business development approach. The different components working together facilitate desired, but elusive continuous improvement; realistic, quantifiable and quickly attainable (e.g. whether an improvement initiative or a larger scale metamorphosis).

**Nanomed (Suzhou Natong)**

China | Medical Devices

VC Funded: Yes

Suzhou Natong (Nanomed) is a clinical stage startup, focusing on innovative intradermal delivery products. Nanomed's delivery device is designed to safely and more effectively deliver drugs, including protein drugs that, until now, must be delivered by needle injection. It has established high-quality, low-cost product development and manufacturing capability in Suzhou, China.

**OnForce**

USA | Other

VC Funded: Yes

Headquartered in Lexington, MA, OnForce is the first and most advanced online source for on-site IT field service delivery. OnForce's leading-edge Workforce-as-a-Service model allows customers to rapidly grow their businesses, lower service costs, extend skill-sets, and generate new streams of revenue, while independent professionals earn assignments from leading service companies.

**op5 AB**

Sweden | Software

VC Funded: Yes

As new technology swamps the IT operations of the Enterprise the need for accurate and cross platform monitoring grows exponentially. op5 has taken the worlds largest ITOM open source community and developed key attributes that enables fully distributed, large scale and easy to use monitoring for the enterprise.

**ParStream**

Germany | Big Data/Storage

VC Funded: Yes

ParStream, the fastest real-time database for Big Data Analytics provides immediate insights from massive, continuously growing amounts of data. Based on unique, patented algorithms, ParStream, the #1 Big Data Company\_ (CIO.com) enables new types of applications and business models in ecommerce, telco, finance, retail and many other industries.

**Path Interactive Inc**

USA | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: N/A

Path Interactive is a dynamic search marketing company that brings online marketing to the next level. Founded in early 2005, Path brings a unique approach to pay-per-click search management and organic website optimization. Our marketing team draws its strength from a diverse mix of media professionals, whose expertise spans both the traditional and electronic media as well as experience in both local and national markets.

**Pentaho**

USA | Big Data/Storage

VC Funded: Yes

Pentaho enables the modern, big data driven business with its unified and embeddable data integration and business analytics platform. Pentaho simplifies preparing and blending any of data and with its spectrum of tools to easily analyze, visualize, explore, report and predict. Open, embeddable and extensible, Pentaho is architected to ensure that each member of your team -- from developers to business users -- can easily translate data into value.

**Quantenna Communications**

USA | Telecommunications

VC Funded: Yes

Quantenna Communications, Inc. is a fabless semiconductor company that delivers the highest levels of performance, speed and reliability for wireless networks and devices. They are focused on enabling a new wave of wireless networking and digital entertainment products and services that have significantly higher quality and reliability requirements than earlier 3x3 MIMO technology can deliver.

**RetailNext, Inc.**

USA | Big Data/Storage

VC Funded: Yes

RetailNext is the leader in Applied Big Data for brick-and-mortar retail, delivering analytics that enable retailers and manufacturers to collect, analyze, and visualize in-store data. The company's patent-pending solution uses best-in-class video analytics and analyzes store-related information from the largest number of data sources to automatically inform retailers about how people engage with their stores.

**Paymetric**

USA | Security

VC Funded: Yes

Paymetric, Inc. is the global leader in integrated and secure payment processing and tokenization. Paymetric's end-to-end solution combines proven expertise in payment processes with best-in-class ERP integration solutions to improve return on ePayment card acceptance, reduce barriers and scope of PCI compliance, and lower the total cost of ownership for payment processing.

**Proxistore**

Belgium | Marketing/Advertising

VC Funded: No

Proxistore, market leader in local digital advertising, is present in Belgium, France & Germany with a network of premium publishers using its own geo-location search engine with already 140+ million internet users, of which more than 5 million in Belgium. The headquarters are located in Brussels, where the activities of sales, marketing and R&D are based.

**RES Software**

Netherlands | IT Consulting & Services

VC Funded: N/A

As a pioneer in the workspace virtualization category, RES Software enables you to centrally deliver, manage and secure the key elements of your user's computing experience, independently of workstyles and devices. RES Software prides itself on continued innovation. The company currently holds 11 patents for unique technology that helps IT departments increase their productivity each day.

**Sanovi Technologies**

India | Software

VC Funded: Yes

Sanovi Technologies is an independent software vendor offering a suite of software products and solutions in the IT Recovery Management and Business Continuity space. Sanovi has its corporate headquarters in Bangalore, India, with sales and service offices across India, Dubai, and South Korea. Sanovi's Cloud software CloudDRM enables Datacenter, Managed and Cloud Service providers to offer Recovery as a Service (RaaS) to their customers in a scalable and reliable model, across physical and virtual infrastructure spanning across multiple datacenters and sites.

**Sefaira**

UK | Software

VC Funded: Yes

Sefaira's software enables architects to design high performance buildings by providing real-time energy analysis as an integral part of the building design process. Our software does this by seamlessly embedding physics-based analysis directly in their existing design environment.

**Shenzhen QVOD Technology**

China | Social Media

VC Funded: Yes

Shenzhen QVOD Technology Co. Ltd was founded in 2007. As a leading streaming Media application, entertainment software and service suppliers in China, we are committed to study the digital technology of entertainment industry, which will make the content creation, storage and transmission become faster and easier. QVOD Technology is based on the user-centered. Provide users with a range of internet entertainment value-added service through the establishment of a wide range of internet entertainment system.

**Sievo**

Finland | Cloud Computing (SaaS, PaaS, etc.)

VC Funded: N/A

Founded in 2003 in Helsinki, Finland, Sievo is the SaaS solution that analyzes past purchases, predicts future spend and manages procurement savings from ideas to cash.

**SimpliVity**

USA | Virtualization

VC Funded: Yes

OmniStack--its novel technology that includes 10 patent-pending innovations-- powers a new assimilated, IT infrastructure platform. SimpliVity's OmniCube platform provides enterprise computing, storage services and network functionality, inclusive of WAN optimization, Unified Global Management, Seamless Cloud Integration, Primary Storage Deduplication, Backup deduplication, Caching, and Global Scale Out" all at a fraction of the acquisition cost of standard infrastructure, a fraction of today's traditional operating costs, and with a game-changing reduction in complexity.

**Sefamerve**

Turkey | Social Media

VC Funded: No

Sefamerve.com is the social private shopping site of its niche conservative market with 1.5 Million likes and over 100,000 Person talking about at Facebook. Sefamerve.com shipped over 500,000 products last year alone and delivered majority of them within 24 hours for greater customer experience.

**ShineOn Holding Inc**

China | Clean Tech

VC Funded: Yes

ShineOn is a global LED lighting solution provider. As a high tech company with both US and China background, ShineOn focuses on development and production of high brightness and ultra high brightness LED devices.

**Silergy Corp**

USA | Hardware

VC Funded: Yes

Founded in '08 by Silicon Valley experts. IC design & sales of industry leading, best efficiency, smallest size power mgmt ICs using unique virtual IDM model. LED lighting, backlight, battery and DCDC regulators have been adopted in industrial, consumer, comm & computing devices. 290 employees in China, US, Taiwan and Korea achieved 3yr >150% CAGR, '12 revenue of \$46M & \$14M net profit. Plans to list on TWSE in next 6 months.

**Skeed Co., Ltd**

Japan | Other

VC Funded: Yes

Skeed aims to provide cutting edge network technology for everyone. Our new network technology, Silver Bullets, enables anyone to have faster speed and higher bandwidth without changing network or hardware. The origins of Skeed\_ is a ship of Gods that appears in Scandinavian myth. It was fastest boat created by magical craft work who can ship all over the ocean and sky. We will be like this magical ship, bringing much better global internet communications and true power of cloud computing.

**SmartCloud Infotech Private Limited**

India | Mobile

VC Funded: No

We are a 2 Year old start-up\_ providing End-to-End services for Apps and Games on Smart Phones and Cloud. We focus on Personal Safety, Healthcare-Pharma, Gamification and Mobile Gaming. Our flagship product - Nirbhaya:Be Fearless developed with copyrighted and to be patented technology has received several awards and appreciation from both consumers and enterprises.

**SoftAtHome**

France | Software

VC Funded: Yes

SoftAtHome is an operator-backed software company delivering the best of connectivity, Pay TV and digital services to the home. Through its SOP product, SoftAtHome is empowering operators to compete against local competition and global players alike by leveraging the ecosystem to deliver outstanding services.

**SPONDO**

Australia | Entertainment & Media

VC Funded: Yes

Spondo is premium video content. It's a game changing platform that allows everyone to profit from video. Using breakthrough technology, Spondo enables anyone who creates and shares content to be paid for every view and also allows advertisers to engage directly with their audience through groundbreaking advertising technology.

**Spring Mobile Solutions**

USA | Software

VC Funded: Yes

Spring Mobile Solutions is a global leader that has been providing enterprise mobility solutions for over 10 years to companies such as Unilever, L'Oreal, PepsiCo and Kraft Foods. Its mission is to deliver innovative mobile solutions to enterprise customers that maximize revenue and drive business success. Spring Mobile Solutions has offices in the United States, Latin America and Europe and has over 450 global enterprise customers.

**Sococo**

USA | Telecommunications

VC Funded: Yes

Sococo, the Social Communications Company, is changing the way people interact through online networks. Sococo's flagship product, Team Space, provides a shared experience that brings people together, no matter where they are located, and enables the natural and fluid exchange of knowledge that greatly accelerates the pace and quality of work.

**Softkey**

Russia | Software

VC Funded: N/A

Softkey is a online supermarket and online distributor of software, one of the leading players in the Russian market of licensed software. Softkey offers a wide range of software for private and corporate use from leading Russian and world companies, which can be purchased online at any of the available methods.

**Spreadshirt GmbH**

Germany | Internet/Online

VC Funded: Yes

Spreadshirt is the worldwide creative platform for custom t-shirts, custom hoodies and other personalized apparel. They work to help bring imagination onto shirts - from the programming of the platform to marketing and service to a finished shirt of the highest quality. Everyone has ideas and many of them fit on a shirt.

**SS8**

USA | Security

VC Funded: Yes

SS8 is a leading worldwide provider of highly sophisticated end-to-end communication interception and cyber intelligence solutions. SS8's solution portfolio provides the data discovery, monitoring center and analysis tools needed by law enforcement and intelligence agencies for criminal and terrorist investigations as well as the network access and mediation capabilities required by telecommunication service providers for regulatory compliance. In today's cyber world, lawful interception and data discovery is a critical part of a law enforcement's ability to detect, prevent and prosecute terrorist and criminal activity.

**Tageos**

France | Other

VC Funded: Yes

Tageos is a start-up manufacturer of globally patented breakthrough 100% paper-based passive UHF RFID labels for item-level tagging that are significantly lower cost yet match the performance of alternative plastic inlay-based tags. Thanks to the company's complete product suite of ready-to-use hanging and adhesive RFID labels, retailers and manufacturers may conveniently RFID tag fast moving consumer goods of all shapes and sizes and save upwards of millions of dollars in annual RFID procurement costs.

**Tealium**

USA | Hardware

VC Funded: Yes

Tealium is the leader in enterprise tag management, a new class of application that enables digital marketers to more easily deploy their mission-critical online solutions, while also providing a key hub for managing and exchanging digital data.

**Tigerspike Pty Ltd**

Australia | Other

VC Funded: Yes

Tigerspike is a global Personal Media technology company, specialising in consulting, user experience and enterprise grade middleware. We believe that Personal Media has the power to transform the way we live and work.

**TraceLink Inc.**

USA | Cloud Computing (SaaS, PaaS, etc)

VC Funded: Yes

TraceLink protects patients, enables health, grows profits and ensures compliance for companies across the global Life Sciences network through the TraceLink Life Sciences Cloud. The TraceLink Life Sciences Cloud, our Amazon AWS-based cloud application platform, enables global connectivity, visibility and traceability of pharmaceuticals from ingredient to patient. One connection ensures track and trace compliance and improves performance across supply, production and distribution relationships.

**Taulia**

USA | Software

VC Funded: Yes

Taulia provides cloud-based invoice, payment and supplier financing solutions for large buying organizations throughout the world, saving them millions while providing their suppliers with eInvoicing capabilities and low-cost financing options. With the world's fastest growing buyer network, Taulia is revolutionizing the way companies partner with one another and is currently used by some of the world's most innovative Fortune 500 and Global 2000 organizations.

**Tiger IT Bangladesh Ltd.**

Bangladesh | Software

VC Funded: No

TigerIT is a software development company that strives to provide high end technology solutions to complex and demanding problems. It is one of the leading software companies in Bangladesh and is one of the few companies worldwide to develop an NIST certified Automated Fingerprint Identification System (AFIS). Our solutions are used in nationwide Voter ID, National ID, Driving License, Biometric Travel Documents, Criminal Database and Vehicle Registration projects in many countries of the world.

**TouchCommerce**

USA | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: Yes

By combining superior technology, real-time behavioral targeting and conversion optimization expertise, TouchCommerce reduces website abandonment and increases online revenue by 10% to 20% without adding additional traffic by intelligently engaging with consumers in the online channel.

**Transterra Media SAL**

Lebanon | Entertainment &amp; Media

VC Funded: No

Transterra Media (TTM) is an online marketplace that revolutionizes the buying and selling of digital media through the harnessing of a ground-breaking technological process that allows news outlets to find the stories they need from vetted, independent journalists. Transterra Media brings together the world's largest and fastest-growing network of media buyers and independent journalists with the best IT infrastructure possible to provide a 21st century alternative to the outdated, costly, and time-consuming models that currently dominate the news media sector.

**Triton Digital**

USA | Other

VC Funded: Yes

Triton Digital is the leading digital service provider to traditional and online radio with a rapidly expanding roster of media clients emerging from the television and print space. Triton's infrastructure, applications, and innovation are powering digital audience and revenue growth for clients around the globe, making digital content extensible, personal, social, and profitable. Its products and services span streaming delivery, audience measurement, advertising, audience and website management and loyalty and engagement.

**VIMO**

Vietnam | Cloud Computing (SaaS, PaaS, etc.)

VC Funded: No

VIMO is the first technology company in Vietnam and South East Asia that able to introduce USSD-based mobile payment service smoothly incorporates bankers-telco, connects merchants and consumers through bank and unbank channels. With extremely easy and convenient user experience by combination of USSD communication environment with e-Wallet model to deliver a m-Wallet platform, VIMO targets to popularize digital payment into every street corner of the country.

**Welcome Real-time**

France | Computers/Software/Technology

VC Funded: No

Welcome Real-time serves the mutual interests of retail banks and payment providers and the commerce world - physical or virtual points of sales - with an innovative marketing solution.

**Zerogrey**

Ireland | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: N/A

Zerogrey is an ecommerce enabler specialized in building and running mono-brand stores for high-end consumers goods brands. Our clients are mainly producers, more rarely distributors. We provide to brands all services needed to run their stores and we work on our own e-commerce technology.

**Varnish Software**

Norway | Software

VC Funded: No

Varnish Software is the company behind Varnish Cache, a widely recognized open source web accelerator that significantly enhances web performance for online businesses. Varnish Software delivers a comprehensive range of enterprise products and services on top of Varnish Cache, such as video streaming, API acceleration and a paid-content solution.

**Watchful Software**

USA | Software

VC Funded: Yes

Watchful was formed in 2012 to address the requirement to protect an organization's most critical asset after its people its information. The company is staffed by industry executives with decades of systems, software, networking, security, and compliance experience to address the growing need for protecting sensitive and proprietary information against accidental or malicious theft, leakage, or loss.

**Xstream**

Denmark | Software

VC Funded: No

Xstream has been a pioneer in OTT and TV Everywhere since 1999. Drawing on their extensive experience and award winning end-to-end video management system, MediaMaker, Xstream work with world-leading companies like, Disney, nabi, Telenor, Canal Digital, SBS, Altibox, Scibsted, Comoyo and many more. Xstream deliver simpler, smarter OTT & TV Everywhere solutions characterized by superior flexibility, usability, scalability and cost-efficiency.

**ZIGExN**

Japan | Internet/Online (ISP, B2B, B2C, etc.)

VC Funded: Yes

ZIGExN Co., Ltd is a privately held company located in Akasaka, Tokyo, Japan. We operate life media platform business where we provide users the information related to their life events, such as finding a job, looking for an apartment, selling or buying a car, planning a vacation, etc. It means we want to offer the service, which users would search for everything related to their life.



**ZiXi**

**USA** | Internet & Services

VC Funded: Yes

ZiXi's video transport software enables the delivery of broadcast-quality HD video over the Internet and mobile networks for broadcasters, Internet video services, consumers, and enterprise.

**ZNAP (from MPayMe Limited)**

**Hong Kong** | Mobile

VC Funded: Yes

ZNAP is an innovative mobile business platform which optimises transactions through the bundling of secure multi-channel mobile payments with value added solutions such as loyalty integration, business intelligence, geo-location in-app consumer communication, offer marketing and much more.

**Zoobe message entertainment GmbH**

**Germany** | Mobile

VC Funded: No

Zoobe's aim is to make mobile and digital communication more personal and emotional, by combining lovingly designed and animated 3d characters with current technologies like speech-analysis and rendering in the Cloud. We are putting all our energy into translating our unique vision into products for various platforms.

**August Capital, David Hornik, General Partner**

For nearly two decades, David has worked with technology startups throughout the software sector. In 2000, David joined August Capital to invest broadly in information technology companies, with a focus on enterprise application and infrastructure software, as well as consumer facing software and services. Prior to joining August Capital, David was an intellectual property and corporate attorney at Venture Law Group and Perkins Coie. David has an eclectic educational background. He holds an AB in Computer Music from Stanford University, an M.Phil in Criminology from Cambridge University and a JD from Harvard Law School. David is currently a lecturer at the Harvard Law School, where he teaches entrepreneurship and venture capital. He is the author of VentureBlog, the first venture capital blog, and VentureCast, the first venture capital podcast, and is the founder and executive producer of The Lobby conference, an annual gathering of the thought leaders of the digital media ecosystem.

**Avangate, Carl Theobald, President & CEO**

Carl Theobald is a seasoned technology executive with a proven track record of building high-performance organizations and bringing world-class products and services to market. Prior to joining Avangate in 2011, Carl served as SVP at Serena Software, one of the largest independent software companies in the Application Lifecycle Management market. Carl has also held multiple executive roles at Oracle including running Oracle's Sales, Marketing and eCommerce products division. Throughout his career, Carl has also helped to build multiple venture-backed companies, including RubiconSoft, a company he co-founded to provide better visibility into demand for the manufacturing industry. Carl received an MS in Engineering-Economic Systems from Stanford University and a BS in Electrical Engineering from Princeton University, where he graduated Summa Cum Laude. Carl is passionate about playing the piano and music composition, receiving the "Most Outstanding Musician Award" from the New England Conservatory.

**Bank of America, Ryan Rathman, SVP Technology Partnership Development**

Ryan joined Bank of America Merrill Lynch in 2010 as Senior Vice President of the Technology Partnership Development. In his role, Ryan is responsible for leveraging the technology organization's expertise, insights and relationships for client business development efforts with Investment Banking and Institutional Equities. In addition, Ryan focuses on strategic partnerships with technology companies and the venture capital community. Prior to joining Bank of America, Ryan spent eleven years working in the technology sector – first as a sell-side software analyst at Morgan Stanley, then in corporate strategy and marketing roles at Oracle and SAP.

**Capgemini, Raf Howery, SVP Strategy**

Raf Howery, SVP of Strategy, joined Capgemini in 2000. He leads the Cloud Service Aggregation for Capgemini which includes all "As a Service " aggregated components. Raf specializes in Alliances and Channels Partnership Strategies and Execution, Account Management, Telco Billing, CRM, Large IT program management, Vendor selection, software implementation, data migration, telecom industry future and trends.

**DCM, David Chao, Co-founder and General Partner**

David Chao, co-founder and general partner of DCM, has been active in the information technology industry since the 1980s, participating in the fastest growing sectors of computers, communication and the Internet. At DCM, he guides portfolio companies in formulating corporate and product marketing strategies, developing strong management teams and implementing domestic and international partnerships. David holds a B.A. with honors in Economics and East Asia Studies (Anthropology) from Brown University and an MBA from Stanford University. He has also been listed as a Top 25 venture capitalist by Forbes Magazine since 2004.

**Ecosystem Ventures, Alexander Fries, President**

Mr. Fries founded Ecosystem Ventures in December of 2005 to address the pending need for investment and support in European technologies and pre-seed-stage companies. Mr. Fries began his career as a telecommunications analyst for Credit Suisse, and went on to build and prepare MCI WorldCom in Switzerland for the European telecommunications liberalization.

**Emotient, Ken Denman, CEO**

Ken Denman, President and CEO of Emotient, is an experienced executive with a range of proven leadership skills. His specific executive roles have spanned large corporations, entrepreneurial startups, emerging markets ventures, turnarounds, and leading IPOs. Responsibilities and experiences have extended across the mobile, broadband, and software industries. Ken led iPass' successful Initial Public Offering, and led the strategy work for monetizing Openwave's patent portfolio and spinning off the operating units. He is an engaged angel investor and board member with both public and private board experience. At MediaOne International he drove the successful expansion of the company's mobile push by leading multi-national JV's that built the market leading mobile companies in many Central and Eastern European countries. Ken recently accepted an appointment to the Edward V. Fritzky Endowed Chair in Leadership at the University of Washington's Foster School of Business, as a visiting professor.

**Evercore, Paul Deninger, Senior Managing Director**

Paul Deninger is a Senior Managing Director of the Firm's advisory business. Mr. Deninger joined Evercore in 2011 to help lead an expansion of the firm's Technology practice. He has over 25 years of advisory experience and has completed over 150 technology and cleantech transactions in his career. Mr. Deninger was most recently a Vice Chairman at Jefferies & Co., where he led the Technology Group's entry into the IPO market, working on such deals as the highly successful Qlik Technology IPO. He joined Jefferies by way of its 2003 acquisition of Broadview International, the technology investment banking boutique. Mr. Deninger joined Broadview in 1987 and became the firm's CEO in 1996. He remained Chairman and CEO of the firm until its sale to Jefferies. Mr. Deninger received an MBA from Harvard Business School and a BS from Boston College.

**ForeScout Technologies, Gord Boyce, CEO**

A high-tech veteran, Gord Boyce brings over 19 years of industry experience to ForeScout Technologies. Gord joined ForeScout in 2006 as the global VP of sales and marketing, was promoted to president in 2007, and was named CEO in 2009. Under Gord's leadership, ForeScout has exceeded sales targets in 12 of the last 15 quarters and has averaged annual growth of over 47% in his three years as CEO. During this same period, ForeScout extended its leadership in the network access control market, second only to Cisco, and broadened its portfolio to include mobile security/BYOD, endpoint compliance and threat protection. Prior to ForeScout, Gord held several senior management positions within the Nokia Internet Communications group and the Enterprise Solutions business group. Prior to Nokia, Gord held sales management positions with VoIP pioneer Vienna Systems, which was acquired by Nokia in December 1998, as well as other telecom and datacom sales positions. Gord holds a bachelor of engineering and management in electrical engineering from McMaster University in Ontario, Canada.

**GPS Insight, Robert Donat, CEO**

Robert Donat graduated from the University of Illinois and spent some time on active duty in the Army and then in the National Guard as an Artillery Officer. He then completed 2 graduate degrees in Finance and Computer Science at DePaul in Chicago. After working in the Trading and Dot-Com worlds for 8 years, Robert then started Sedonatech, a consulting company, in the year 2000, and consulted to Hedge Funds and Dot-Com's for years. In 2003, he and his family moved from Chicago to Scottsdale, AZ, and he founded GPS Insight since there weren't very many Hedge Funds or Dot-Com's in Scottsdale. GPS Insight is now a leading supplier of GPS tracking technology for small, mid-size, and enterprise fleets. It employs over 50 employees, will earn \$22 million in revenue in 2013, tracks 55,000 vehicles, and achieved 40% year over year revenue growth in 2013.

**Greylock Partners, Asheem Chanda, Partner**

Asheem joined Greylock in 2003. His areas of interest span enterprise IT infrastructure, software and services. He has invested in companies in cloud computing, data center, electronic payments, networking, management, security and virtualization. Asheem has helped create and grow multiple technology businesses and product lines to market-leading positions – both as a former operating executive and as a venture capitalist at Greylock. As a company board director, he works closely and supportively with founders and management teams to help create and grow “category-leading” companies that provide customers with highly-differentiated product capabilities and superior business value. Born and raised in India, Asheem holds B.S. and M.S. degrees in electrical and computer engineering from Case Western Reserve University.

**Honda Silicon Valley Lab, Daniel Behrendt, Innovation and Strategic Alliances**

Dani Essindi Behrendt is a tech entrepreneur and investor with more than 15 years of experience in technology, consumer Internet and Media. He is currently the Technology Alliance Lead at Honda Silicon Valley Lab, the open innovation lab of the Japanese automotive manufacturer Honda, where he works on strategy, innovation and tech investments. Dani was the co-founder & CEO of tripJane, an award winning online travel discovery service. He has also helped launched several technology startups and media companies and currently serves as an advisor to several Internet consumer startups. He is a trained economist and holds an MBA from the Kellogg School of Management at Northwestern University.

**Hewlett-Packard, Doug Warner, Senior Director Mobility Strategy**

Doug leads the Global Business Unit's strategy and business planning for Tablets and manages development of new business cases and solution deliverables involving software and cloud services to drive differentiation for HP's mobile devices. He is also responsible for leading competitive strategy, research and analytics as well as HP Mobile solutions for vertical markets.

**Intacct, Robert Reid, CEO**

With more than 30 years' experience in the software industry, Rob Reid has a proven track record of driving explosive growth at innovative companies, and has demonstrated a deep expertise in bringing cloud computing to the world of business applications. Rob served most recently as president and CEO of LucidEra, a market leader for on-demand business intelligence. Prior to that, he was group vice president of industry-leading Siebel CRM On Demand for Oracle Corporation, managing the SMB sector. As president and CEO of on-demand CRM innovator UpShot, Rob grew the company tenfold before it was acquired by Siebel. Rob served as president of Concur Commerce Network, an e-marketplace for small to mid-sized businesses, and also as president and CEO of Seeker Software. Rob was a vice president at Documentum, where he helped established the company as a world leader of document management software. Rob has also held executive management positions at Octel Communications, NBI, and Zenith Data Systems.

**Intel Capital, Carey Lai, Investment Director**

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. 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.

**Interwest Partners, Keval Desai, Partner**

Keval Desai invests in digital media, consumer Internet and mobile companies. Keval, a past Google executive and well-known angel investor, joined InterWest's IT team in 2011. As Google's former director of product management, Keval led teams that launched new advertising products and businesses — including video/TV ads and an expansion of AdWords. He also launched syndication of Google's products to third parties. Immediately prior to joining InterWest, Keval was vice president for product at Digg. Keval holds an M.B.A. from UC Berkeley, an M.S. in computer science from UC Santa Barbara and a B.E. in electrical engineering from the University of Mumbai. He is a member of the Dean's Advisory Board at UC Berkeley's Haas School of Business and also sits on the Board for the Lester Center for Entrepreneurship at UC Berkeley.

**M800 Limited, Steven Yap, CEO**

Steven Yap is Chairman and CEO of M800 Limited. Mr. Yap has over 20 years sales and operation experience in the IT and telecommunications businesses. Before joining the company, he served as member of Scientific Research at Bell Northern Research Lab, senior position for Nortel Networks Corporations and CITIT 1616 Holding Limited; he assumed leadership of the high-growth businesses. Now, Mr. Yap leads the management team to drive mobile internet direction on all lines of business; he demonstrated his management responsibility for improving the quality of services and strong partnership. Mr. Yap was born in Malaysia and studied in Canada. He graduated from the University of Winsor with bachelor degree in Mathematics and Computer Sciences. He received a master degree in Computer Science of the Simon Fraser University.

**MarkLogic, Gary Bloom, President & CEO**

Gary brings an exceptional background that includes more than two decades of successful leadership in enterprise software. Gary most recently was the CEO and president at eMeter, which provides smart grid management software for electric, gas, and water utilities. eMeter was recently acquired by Siemens Corporation. Prior to that, Gary was a consultant of TPG, a leading global private investment firm. Gary was also the former vice chair and president of Symantec Corporation, where he led the company's line of business organizations and the company's corporate development efforts. Gary joined Symantec through the company's merger with Veritas Software where he was the chairman and CEO. Before joining Veritas, Gary held senior executive positions at Oracle. Gary earned his Bachelor's Degree in Computer Science from California Polytechnic State University San Luis Obispo, where he currently serves on the President's Cabinet and the Board of the Cal Poly Foundation. He also serves on the board of directors of BMC Software and Turn.

**Needham, Robin Graham, Managing Director**

Robin Graham rejoined Needham & Company in January 2012 to lead its Internet & Digital Media banking practice and the West Coast investment banking group. From 2007-2012, Robin spent four years at Panmure Gordon's ThinkEquity business where he was co-head of both M&A and Internet Banking. He started his career with Needham & Company in 1994 in New York and quickly developed a passion for working with high growth technology and consumer-oriented businesses. Relocating to its Sand Hill Road office in 1996, he successfully advised Needham's broad base of clients across industry sectors on a wide range of equity financings and strategic mergers & acquisitions, rising to Managing Director and leading the West Coast practice of the firm's M&A Group until 2007. Robin is a graduate of Harvard University.

**Net Optics, Bob Shaw, President & CEO**

As President and Chief Executive Officer of Net Optics since March of 2001, Bob Shaw implements the company vision and strategy. He motivates the executive team to stay focused on helping Net Optics customers win in their markets. Under his leadership, Net Optics has achieved consistent double-digit growth, launching more than 25 new products, acquiring over 700 new customers, and expanding Net Optics' global presence. Shaw brings both Fortune 200 management and start-up experience to Net Optics. Prior to leading Net Optics, Bob Shaw was Sr. Vice President of Sales for Noosh, a market leader in collaborative enterprise communication for the Fortune 500. In addition, Shaw has held Senior Vice President leadership positions within sales, marketing, and operations for the \$1 billion business unit at RR Donnelley & Sons Company. Shaw holds both a Bachelor of Arts degree in Business and a Bachelor of Science degree in Economics from Geneva College in Pennsylvania.

**Scale Venture Partners, Robert Theis, Managing Director**

Rob invests in technology infrastructure and applications companies at ScaleVP. Prior to joining ScaleVP in 2008, Rob was a general partner with Doll Capital Management. Before that, he served as Executive Vice President for New Era of Networks (NEON), where he grew the company to \$200 million in revenues and helped lead NEON through a successful IPO. Prior to NEON, Rob spent 10 years in executive roles at Sun Microsystems, where he drove growth in a series of new strategic initiatives, including Sun's success in the Financial Services Industry sector. Rob holds a B.A. in Economics from the University of Pittsburgh.

**Siemer & Associates , Ivan Nikkhoo, Managing Director**

Mr. Nikkhoo is responsible for all facets of the practice including business development, deal sourcing, origination, conversion and executing client mandates. He is also an advisor to S&A's venture capital arm, Siemer Ventures. He brings to S&A over 27 years of industry experience in various senior capacities both nationally and internationally. Prior to joining the firm, Ivan was the Head of the Technology Practice at Barrington Associates, a division of Wells Fargo Securities, focusing on advising emerging technology companies. Before that, he served as the Managing Director and Portfolio Manager for N3 Technology Fund, a long/short hedge fund co-managed with Dalton Investments. He has also served as the General Manager & Executive VP at SOA Software. Mr. Nikkhoo is a partner at a venture fund focused on investing in emerging technology companies and serves on the boards of several technology companies. He received his M.B.A. from the University of Southern California, Marshall School of Business, and his B.S. in Engineering from McGill University in Montreal.

**Silver Lake Partners, Raymond Wu, Principal**

Raymond Wu joined Silver Lake in 2009 and is a Principal focused on the firm's middle market strategy, Silver Lake Sumeru. Prior to joining Silver Lake, he worked at McKinsey & Company, having served clients in technology, private equity, and financial institutions. Mr. Wu graduated from the Massachusetts Institute of Technology with a B.S. in Electrical Engineering and Computer Science.

**Testplant, George Mackintosh, CEO**

George read business and economics at the University of Edinburgh still retaining a link there through his role as an entrepreneur in residence. George worked in manufacturing for Ford in Dagenham before moving to the telecommunication's industry. He has raised money to build businesses in the UK, USA and Hong Kong and managed their sale and integration into major telcos. At home in London, George is an ageing semi-pro racing driver with a gardening habit.



**Tigerspike, Luke Janssen, CEO**

Luke is the CEO and founder of Tigerspike, overseeing its growth from a 3 person mobile technology company in 2003, to the world's leading Personal Media technology company with 200 people across offices in Singapore, Sydney, Melbourne, London, Dubai, New York and San Francisco. Luke has a degree in Computer Science from Kings College London, and is a fellow of the Institute of Chartered Accountants. Luke grew up all over the world; living in Liberia, Oman, Hong Kong, Singapore, London, Sydney and New York.

**USAA, Victor Pascucci, Managing Director, Corporate Development**

Victor Pascucci was selected as the Managing Director of Corporate Development for USAA to drive execution and enablement of corporate development capabilities and activities. His role includes identifying, performing due diligence, closing, executing, and integrating corporate development transactions across all levels of management in all lines of business. He provides governance, support and oversight to IP and innovation. Mr. Pascucci currently serves on the board of snapsheet, Zag.com/TrueCar, Vast.com, Cartera Commerce, Care.com, Voice on the Go. Mr. Pascucci graduated from Bowling Green State University with a BAC in Communications and from University of Toledo College of Law with a Juris Doctorate in Law.

**Venrock, David Pakman, Partner**

After 12 years as an internet entrepreneur, David joined Venrock in 2008 as a Partner and focuses on early stage internet and digital media companies. Previously, David was the CEO of eMusic, the world's leading digital retailer of independent music, second only to iTunes in number of downloads sold. Prior to joining eMusic, David co-founded Myplay in 1999 in Redwood City, CA, which introduced the "digital music locker" and pioneered the locker category. In 2001, Myplay was sold to Bertelsmann's ecommerce Group. Before Myplay, he was Vice President at N2K Entertainment, which created the first digital music download service. He also was the co-creator of Apple Computer's Music Group. David is a graduate of and a member of the Board of Overseers at University of Pennsylvania's School of Engineering and Applied Science and is an avid musician and songwriter.

**WestSummit Partners , John Yu, Co-Founder & Managing Director**

John is Co-Founder and Managing Director of WestSummit Capital, a leading China-based global growth equity firm focused on helping high growth technology companies access the China market. John has more than 20 years of investment and operations experience in the software and semiconductor industry. Prior to WestSummit, John was a Partner at Greenpoint Partner, an early stage investment fund focused on technology investments in the U.S. and Asia. Prior to Greenpoint, John was the China General Manager of AgateLogic, a leading programmable logic semiconductor company based in Beijing China and was also the Founder and CTO of Viaquo, a data security software company. John serves on the Board of Directors for WSC portfolio companies NetBase and Nexenta China, and as a Board Observer for Nexenta Systems and Titera.



**Red Herring Global** is the culmination of a year's work of scouring the globe and reviewing thousands of privately held companies from around the world. The pool of candidates for the award are the top private companies from the Regional competitions in Europe, North America, and Asia. The Red Herring Global 2013 forum features presentations from the Red Herring 100 Global short-list, and keynote addresses from leading investors and CEOs of game-changing companies.