



development at Google, business development at start-up eCoverage, and investment banking with Morgan Stanley's Technology Group.

Chi-Hua has an MS in Industrial Engineering, BS in Industrial Engineering, and BA in Economics, all from Stanford University where he was named a Mayfield Fellow and President's Scholar. He also earned an MBA from the Stanford Graduate School of Business where he was an Arjay Miller Scholar. Chi-Hua remains involved with Stanford and co-teaches the fall quarter installment of the Engineering School's undergraduate "Technology Entrepreneurship" class (E145)

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**Daniel Dorosin****Partner, Fenwick & West LLP**

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Mr. Dorosin has over 15 years of experience in counseling emerging growth companies in all aspects of their business, both as outside counsel and as a corporate executive. At Fenwick & West, he focuses on the representation of start-up companies and venture capital firms in their investments in portfolio companies. He has a particular expertise in guiding start-ups and investors through complex commercial negotiations and financing transactions, joint ventures, strategic partnerships and mergers and acquisitions.

Previously, Mr. Dorosin was Vice President, Corporate Development and General Counsel at Instill Corporation. Prior to Instill, Mr. Dorosin was Vice President, General Counsel and Secretary of Cidco Incorporated (NASDAQ: CDCO) and was Senior Vice President, Business Affairs, General Counsel and Secretary of Crystal Dynamics. Mr. Dorosin began his career at the Palo Alto law firm of Gray Cary Ware & Freidenrich, where he was elected partner in the corporate group in 1993.

Mr. Dorosin, who is a frequent lecturer at continuing education courses, graduated from Stanford University in 1982 with a BA in Economics with Distinction and received his JD from UCLA in 1986. He lives in Palo Alto with his wife Fern and their son and daughter.

Education: University of California, Los Angeles, J.D., 1986

Stanford University, B.A. with distinction in economics, 1982

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**Eric Ries****Internet Advisor, Kleiner Perkins Caufield & Byers**

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Eric Ries became a Venture Advisor at Kleiner Perkins Caufield & Byers, after co-founding and serving as Chief Technology Officer of IMVU. He is the co-author of several books including *The Black Art of Java Game Programming* (Waite Group Press, 1996). While an undergraduate at Yale University, he co-founded Catalyst Recruiting. Although Catalyst folded with the dot-com crash, Ries continued his entrepreneurial career as a Senior Software Engineer at There.com, leading efforts in agile software development and user-generated content. In 2007, BusinessWeek.com named Ries one of the Tech's Best Young Entrepreneurs. He serves on the advisory board of several technology startups including pbWiki, Bunchball, SpeedDate, Causes and KaChing.

**Howard Lau** **Partner, East Gate Capital**

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Mr. Lau specializes in the Business Software sector and has extensive experience in both the investment and operational aspects of the sector. Prior to East Gate, Mr. Lau was Executive Vice President of SAP Ventures where he invested in thirty companies that returned over four times the capital invested. Mr. Lau has also served in managerial capacities at SAP, Oracle, Sun Microsystems and Andersen Consulting. Mr. Lau has a B.S. in Industrial Engineering from Stanford University.

**Jim Tybur** **Principal, Trinity Ventures**

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Jim joined Trinity in 2004 with seven years of operating experience in internet services and software. Prior to Trinity, Jim worked in the corporate strategy and business development group at VERITAS Software (acquired by Symantec, SYMC), the world leader in security and data protection solutions, and at PolyServe (acquired by HP, HPQ), a venture backed virtualization software company. Jim has also managed new products for About.com (acquired by The New York Times Company, NYT) and helped launch several early internet companies while working for the Boston Consulting Group in Atlanta and Singapore.

Focus: Jim focuses on internet services and software. Jim led Trinity's investment in [Bix.com](#) in 2006 which resulted in a successful sale to Yahoo! in 2007. Jim is a board observer at Tippit and ScanR and plays an active role in the following Trinity portfolio companies: PhotoBucket (acquired by News Corp, NWS), mSpot, Hidden City Games, PlayFirst, Trion World Network, WetPaint.com, Exalt Communications, Vimo and Perfect Market

**Keith Lee** **CEO, Booyah, Inc**

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Keith Lee is CEO of Booyah Inc, a stealth startup company funded by Kleiner Perkins Caufield & Byers. Booyah focuses on emerging technologies in the mobile and web space. Specifically, Booyah is creating a consumer facing product focused on life's aspirations, user experience, entertainment, and content creation.

Mr. Lee has a proven track record in the interactive entertainment industry. From 2002 to 2005, Mr. Lee worked at Insomniac Games as Lead Programmer and Project Manager. In 2006, he transitioned to be Lead Producer at Blizzard Entertainment, the creator of World of Warcraft, Warcraft, Diablo, and Starcraft franchises.

Prior to entering the gaming industry, he worked at several investment banks, including Morgan Stanley and Goldman Sachs. Mr. Lee graduated with a BS in Computer Science and a BA in International Relations and Economics from Stanford University.

**Lilia Shirman** **Managing Director, The Shirman Group**

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Lilia Shirman is the Managing Director of The Shirman Group, a consulting firm that helps technology innovators identify and pursue new revenue streams and growth opportunities. Shirman Group clients include BEA Systems, CA Wily, Intervoice, and Symantec. Previously, Ms. Shirman held leadership roles in marketing, alliances, and business development at BEA Systems. She also helped firms including HP, Cisco, and Compaq with corporate operations and planning as part of Accenture's strategy practice. Lilia is on the advisory boards of EyeStride and 2InSynch, and is currently

the acting head of sales and marketing at WiMoto, a revolutionary in mobile advertising and social networking. She holds a B.S. in Engineering from U.C. Berkeley, and an M.S. in Technology Management from Stanford University.

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**Mike Maples****Managing Partner, Maples Investments**

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Mike Maples, Jr. is the managing partner of Maples Investments, a micro-cap venture firm based in Silicon Valley. Before becoming a full-time investor, he worked in a variety of executive and management roles in high-growth companies. His background spans a variety of markets including consumer technology, small business, and the enterprise, and he has served in various executive roles in product development, marketing, and corporate strategy.

Most recently, Mike co-founded Motive, Inc., the world's leading broadband software company in 1997 and played key roles in its growth from raw start-up through sales of \$100 million. Motive was one of the only successful technology IPOs in 2004, and the most successful infrastructure software IPO for the prior three years. At Motive, Mike was General Manager of Motive's Corporate Business Unit, as well as Chief Marketing and Strategy officer.

Prior to Motive, Mike was responsible for worldwide product marketing at Tivoli Systems, where he managed the company's product portfolio from its early-stage development through its 1995 IPO and growth to a \$750M line of business within the IBM Software Group. Mike began his professional career at Silicon Graphics, where he served in business development and product marketing roles.

In his spare time Mike is an amateur artist, movie-maker, and calligrapher. He holds an Engineering degree from Stanford University, an MBA from Harvard Business School, and is a frequent speaker at industry conferences and a guest-lecturer on entrepreneurship at Harvard Business School, Stanford University, Princeton University, and the University of Texas.

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**Neil Young****Founder & CEO, ng:moco**

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**Rajat Paharia****Co-Founder & CEO, Bunchball**

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Rajat Paharia is the CEO and founder at Bunchball Inc. Prior to Bunchball, Mr. Paharia served as a Director in the Software Experiences Practice at IDEO, where he spent four years executing and managing design and innovation work for clients in a diverse range of industries. Before IDEO, Mr. Paharia worked in various engineering, research and management positions for ViewStar, IBM Research and Philips Consumer Electronics. Mr. Paharia received his BA in Computer Science from UC Berkeley and MS from Stanford University in Computer Science, with a focus on Human Computer Interaction. Bunchball partners with companies looking to enhance their online communities by adding casual gaming products that give the communities a new level of interaction and loyalty

**Sam Gabbita****Principal, Element Partners**

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Sam Gabbita is a Principal of Element Partners. He joined as a Senior Associate in 2006. Sam has experience in private equity and investment banking, with a focus on industrial, energy, and telecommunications companies.

Prior to joining Element, Sam worked as an Associate at Lazard Freres focused on financial restructuring of companies in the energy, transportation, cable and automotive industries. He also spent three years as an Associate with Nautic Partners, a private equity firm, where he focused on growth, buyout and venture investments in the telecommunications and information technology sectors. Sam also worked as a Financial Analyst in Investment Banking for Salomon Brothers. Sam earned his B.A. in economics, magna cum laude, from the University of California at Los Angeles, and an MBA, with a major in finance, from the Wharton School of the University of Pennsylvania.

**Seth Sternberg****Founder & CEO, meebo**

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After graduating from Yale in 2001 in Political Science, Seth looked to understand the black box of big-business decision making and spent three years in Corporate Development at IBM leading various M&A transactions. Seth then left for Stanford Business School. After a summer internship at Private Equity group Warburg Pincus, he co-founded a startup with two friends. meebo, a web site for instant messaging, grew rapidly and Seth chose to put Stanford on hold to pursue the venture. Seth, meebo's CEO, led the initial capital raise of \$3.5 million from Sequoia Capital. meebo continues to grow and serves 6 million people monthly, having raised an additional \$9 million in funding from Draper Fisher Jurvetson. Seth enjoys tennis and rollerblading and is an avid private pilot.

Areas of expertise: Consumer Internet, User Experience, Starting a company from scratch with \$0 investment, Raising VC, Hiring, Building a team, Monetizing in a way users actually enjoy :)

**Shawn Carolan****Managing Director, Menlo Ventures**

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Shawn joined Menlo Ventures in 2002 and has focused primarily on connected software and services. He represents Menlo Ventures on the boards of CinemaNow, IMVU, PlayPhone, Playspan and TeleNav, and is involved with the firm's investments in ePAC and MobiTV. Before joining Menlo, Shawn was a management consultant for Booz-Allen & Hamilton, after spending most of his career in software development and engineering management positions. He was Manager of Software Architecture for Open Port Technology, a start-up that created Internet-based messaging software for data carriers, where he authored US Patent #6,965,569. Prior to that, Shawn worked at Motorola's Cellular Infrastructure Group and Wireless Data Group, Sprint PCS, and the University of Illinois' Center for Computational Electromagnetics. Shawn is a graduate of the Stanford University Graduate School of Business (M.B.A.) and the University of Illinois, Champaign (B.S. and M.S. in Electrical Engineering).

**Soujanya Bhumkar****CEO, Cooliris**

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Soujanya Bhumkar is the CEO of Cooliris, which is creating the world's best client for rich content navigation and discovery. At Cooliris, Soujanya leads the business functions while staying especially focused on user acquisition. Prior to Cooliris, Soujanya co-founded Vazu, which was in the business of connecting desktops to mobile phones. Vazu was unsuccessful - a fact that continues to enhance his driving force.

Soujanya also co-founded Tamarind, a profitable company in the business of HR performance evaluation. Tamarinds' premise is that "your opinion about someone else's performance is proportional to your own performance - as determined by the network". Before Tamarind, Soujanya worked at Panopticon as the first business employee, solving the challenge of intelligent recommendations for online merchandizing. Soujanya and his team grew the business and assisted the company's \$100M acquisition by Kana in late 2000. Soujanya subsequently headed the integration team.

In 1999, Soujanya completed his full-time MBA from the University of Chicago after working in the consumer food industry with Pioneer Foods and Nestle. Soujanya has a Masters in Chemical Engineering and stays extremely close to his family and friends.

**Spencer C. Tall****Managing Director, Allegis Capital**

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Spencer C. Tall joined the Allegis team in 2004. Prior to Allegis Capital, Mr. Tall was a co-founder and General Partner with APV Technology Partners for three funds over 10 years. In addition, Mr. Tall was a co-founder of Asia Pacific Ventures LLC, a consulting and advisory service firm where, over a 13-year period, he assisted more than 50 technology companies in their Asia expansion plans. Mr. Tall currently serves on the boards of Allegiance, IMVU, Simplified and AvaLAN Wireless. Prior investments include E.piphany (EPNY), Web TV (acquired by MSFT), One Touch Systems (acquired by Hughes Satellite), Locality (acquired by e2Grow), and North Systems. Mr. Tall has a Bachelor of Science degree in Political Science and Japanese from BYU.

**Tom Fountain****Principal, Mayfield Fund**

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Tom Fountain is a Principal at Mayfield Fund focused on infrastructure software, networking, storage, and security. Tom's investments include Akimbi (acquired by EMC/VMware) and Webroot. He also works with Cemaphore, Mendocino Software, Mimosa Systems, and WiChorus. He previously served on the board of directors for Scalix (acquired by Xandros) and worked with Deterimina (acquired by EMC/VMware). Prior to joining Mayfield in 2003, Tom was co-founder of Ingrian Networks, a leader in network and database security. Tom previously served on the faculty at Stanford University in both the electrical engineering and computer science departments. Before joining the Stanford faculty, Tom was founder and CEO of a software development and retail sales firm with operations in four states. He is the co-inventor of ten U.S. and four international patent-pending technologies in networking, security, and operating systems. Tom was a PhD student in electrical engineering at Stanford University, where he earned an MBA with distinction as an Arjay Miller Scholar, an MS in Electrical Engineering, an MS in Computer Science, and a BS in Computer Systems Engineering.