

Mentor Overview

MS&E 273: Technology Venture Formation

Jim Anderson

PICTURE



RESUME

Jim Anderson has over two decades in venture capital, including founding partnership positions in Merrill Pickard Anderson & Eyre; and in Foundation Capital, with collectively well over \$1 billion in capital commitments. Jim has watched, coached, and participated in the nurture of hundreds of early-stage companies, helping develop them into industry leaders. He came to venture capital with a comprehensive engineering and marketing background, ranging from semiconductors to computer systems built at Beckman Instruments and Hewlett-Packard, Jim was one of the early few to leverage true operational experience. This background provided Jim with a venture platform for some unique value-added industry management approaches to the venture industry including early seed investing, development of the entrepreneur-in-residence concept, and the continuing need and value of a deep seated focus on industry markets.

After stepping back from the venture capital industry for a period, he created Legacy Partners, a \$100 million+ philanthropic venture vehicle designed to encourage high-impact philanthropy through venture style collaboration and entrepreneurship.

Jim has continued activities in the valley as an early stage investor with a particular focus in the environmental arena especially regarding global warming.

Jim holds an MBA from the Stanford Graduate School of Business as well as a BSEE and an MSEE from Purdue University.

Stephen Taylor

PICTURE



RESUME

Mr. Taylor has more than 25 years of experience in the high technology industry as a venture capitalist, management consultant, investment banker, and software industry executive and engineer. Since founding The Palo Alto Consulting Group in 1989, Stephen has advised over 200 software, Internet, communications, computer, and semiconductor companies in the areas of marketing, strategy, business development, and mergers & acquisitions. From 1984 to 1989, Stephen was a partner at Xerox Venture Capital where he financed and advised 10 privately-held companies that had successful IPOs or were acquired: Sequent Computer Systems, Catalina Marketing, Cymer, NetFrame Systems, MicroLinear, Read Rite, and ParcPlace Systems went public while Netwise, Imagen and Advanced Forming Technology were acquired. As a consultant, Stephen has helped start, finance, or advise more than 22 clients that went public (Be, Blaze Software, COM21, Concerro, Nuance Communications, SDL, TGV, Talarian, Tut Systems) or were acquired by public companies (Alldata, Bridgestream, Great Plains Software, Marimba, Morphics, Odesta, PathScale, PlaceWare, ReportSmith, State of the Art, Velocity11, Ventura Software, Vicinity). Stephen began his career at Sperry-Univac, DayFlo and New World Computer where he held marketing and software engineering positions.

Stephen earned B.S. and M.S. degrees in Computer Science from University of California, Irvine, and an MBA (Beta Gamma Sigma) from UCLA. He also studied in Montpellier, France at the Universite Paul-Valery. Stephen is an active member of the Band of Angels.

Bill Levin

PICTURE



RESUME

Bill Levin has over four decades of experience building businesses, from startups to large corporations. Most recently, Bill has been working with startup Biotech and SaaS companies. Two of the companies have been acquired, one of these, a revolutionary DNA sequencing company was just purchased for \$125 MM cash + \$225MM in contingent payments . Previously he was a Vice President for Maxim Integrated Products (NASDAQ: MXIM), a worldwide leader in the design, development, and manufacture of analog, mixed signal, digital, and high-frequency circuits. During his 9 years at Maxim, Bill initially had responsibility for Engineering ,then U.S. Sales, Marketing and Product Line Management as he helped grow the company from \$50MM in annual revenue to \$600MM in annual revenue. Before Maxim, Bill was a Vice President at Shugart Corporation-where he led a turnaround that took one of the companies businesses from an unprofitable \$24MM in annual revenue to over \$70MM in highly profitable annual revenue.

Bill has a B.S. in Engineering, an M.S. in Engineering, and an M.S.in Business, all from UCLA.

Mike Byrd

PICTURE



RESUME

Mike has over 20 years of experience advising and working in start-up entrepreneurial environments. Most recently Mike was the President and Chief Operating Officer of Brocade Communications. While at Brocade he was very involved in managing the Company's rapid growth and in the Company's Initial Public Offering resulting in record returns to its venture investors. Prior to Brocade, Mike spent five years as the Vice President of Finance and Operations for Maxim Integrated Products. During Mike's time at Maxim, revenues increased six fold and it was recognized as one of the top ten performing stocks of the 90's. Early in his career, Mike advised and served startups as a CPA and a Partner for Ernst & Young. Mike is currently the President of the Board of Directors for Child Advocates of Silicon Valley and is a Board Member at Zero Waste Energy, a start-up alternate energy company.

Shyam Nagrani

PICTURE



RESUME

Shyam is a serial entrepreneur working at his sixth startup - Motiv Power Systems which builds intelligent powertrains for all-electric trucks and buses where he is VP Marketing. Motiv was started by a Stanford EE grad. Previously Shyam worked at five successful semiconductor startups - mSilica, Jaldi Semiconductor, Genesis Microchip, Oak Technology and Chips & Technologies. While Shyam initially started his career in engineering, for the past 20 years he has excelled in marketing and sales roles. One of his key strengths is bringing new products and technologies to the market, which is reflected in the successful exits of his previous startups. The first two startups he was a part of were acquired, while the latter three went public. In 2010 and 2011, Shyam handled sales in India and Turkey for Fresco Microchip, a Toronto-based semiconductor startup.

Shyam attended IIT Bombay for 3 years but graduated with a BSEE from Georgia Tech. He has an MSEE from USC (University of Southern California). Between 2008 and 2012, Shyam was a Mentor at the Haas School of Business at The University of California, Berkeley in their Entrepreneurship program. Recently he was a Mentor in the Energy and Environmental Department at Stanford and at the Industrial Engineering School at Berkeley. Shyam has been with Motiv since 2011. Shyam enjoys running, hiking and skiing.

Aurangzeb Khan

PICTURE



RESUME

Aurangzeb Khan is a partner at Citius Consulting, a management consultancy he co-founded in 2008 with two public/private company CEO colleagues. In 2009 / early 2010, he was President & CEO at Everspin Technologies, Inc., a VC-funded spin-off from Freescale Semiconductor focusing on MRAM ICs.

Earlier, he was co-founder, President & CEO at Altius Solutions and, following the merger with Simplex Solutions, EVP/GM of the SoC Design Foundry business at Simplex, contributing to a ~\$300M IPO in May 2001 (NASD: SPLX). After Cadence Design Systems acquired Simplex in June 2002, he served as CVP/GM of Design Services business at Cadence.

Aurangzeb held senior engineering and general management positions at Cirrus Logic, Tandem Computers (now part of HP) and Fairchild. He helped deliver several industry-first systems and SoCs to market, including the Sony Computer Entertainment GSI-32 and PlayStation-2 Graphics Synthesizers, the Cirrus Logic 3Ci SoC and the Tandem Computers NonStop Himalaya and Cyclone series of massively-parallel servers. Several of the SoC and systems products received industry leadership recognition and delivered \$200M to more than \$1B in annual revenues.

Aurangzeb received an MSEE and an MSEM from Stanford University, a double-major BS EECS / Nuclear Engineering from U.C. Berkeley, and a B.Sc. in Physics and Mathematics from Government College, University of the Punjab, where he stood first in class and received the Academic Roll of Honor.

Randy Haldeman

PICTURE



RESUME

Randy Haldeman is an Internet and Mobile Marketing entrepreneur. He has over 25 years of broad high-tech experience in Silicon Valley including 15 years in operations as a design engineer, product manager, corporate marketer and business development director. He has also served 12 years in senior management roles as a GM, CIO, CMO and SVP.

For large companies such as Apple and Knowledge Universe, to start-ups such as Apptera (mobile advertising), Ten-TV (Internet content subscriptions), VDOnet (video content sites), and GTS (hotel wi-fi), Randy is able to apply a great balance of right-brain creativity with a left-brain "roll-up-the-sleeves & get-it-done" attitude. He helped build spy satellites in the 80's, was the first to suggest building an App Store while at Apple, and helped launch and sell 3 start-ups in the 90's.

Randy understands agile software design, relishes diving into spreadsheets, and considers PowerPoint to be his 2nd language. In the past 6 months, he has raised \$1M in seed financing to launch a disruptive "Big Data" company called Code-N.

Steve Gerbsman

PICTURE



RESUME

Steven R. Gerbsman serves as a Managing Principal of the Gerbsman Partners. Mr. Gerbsman served as President of four operating divisions of ITEL Corporation, with responsibility in the leasing, business and technology sectors. He began his business career at the IBM Corporation in 1967. Mr. Gerbsman has over 35 years of senior management, marketing, sales and finance experience and has been involved in various business and investment ventures as an Officer, Director, Consultant and Investor, both in the US and internationally. He is a nationally recognized crisis/turnaround professional and has been involved in maximizing enterprise, stakeholder and shareholder value in a broad variety of industries.

Since 1980, Mr. Gerbsman has been in the business of maximizing enterprise value for 84 highly leveraged, under-valued, under-performing and under-capitalized companies and their Intellectual Property in technology, mobile, medical device, solar, fuel cell and other IP based companies. In 2000, he began focusing on Israeli and European technology and life science companies, with the objective of providing access to the US capital markets and developing strategic alliances, M&A and licensing opportunities for them.

Steve is also an Angel Investor in Urban Daddy, Aviary, Cupcake Digital and FlashStock. All are digital marketing and social commerce companies.

Steve presently is a Mentor at Stanford and a guest lecturer at Berkeley, Georgetown and USF MBA programs.

Steve received a BS degree in Accounting from Hunter College, New York and attended the Baruch Graduate School of Business.

Jerry Fiddler

PICTURE



RESUME

Jerry Fiddler is the founder of Wind River Systems (WIND), which has grown to become the leading provider of device software worldwide with over 1,100 employees in 16 countries. Wind River was acquired by Intel in 2009. He is a member of the UC President's Advisory Board on Science and Innovation, and a member of the Board of Trustees of the Mathematical Sciences Research Institute. Mr. Fiddler sits on several corporate boards, including Wind River, Tensilica, Crossbow, and Nanochip, as well as a number of advisory boards.

Dave Bakker

PICTURE



RESUME

David Bakker has a winning track record with over 20 years executive experience the high tech, nanotechnology, and semiconductor industries; Mr Bakker is currently CEO and on the Board of Directors of AceNote, a web-based music education start up company, and was the CEO and Executive Chairman of Inovys Corporation who made testers for leading each semiconductor chips, and was acquired by Verigy in Dec 2007. Previously, he was Vice President and General Manager at KLA-Tencor, the leading semiconductor metrology company with revenues over \$2B. Mr Bakker is also on the board of Ribbecke Guitar Corp, and on the advisory boards of Infinitesima Ltd, Presto Engineering Inc, DermoGenesis Inc, and is an Affiliate Partner of Storm Ventures.

PICTURE



RESUME

Jeff Depew is a serial entrepreneur and GE-trained leader with a keen eye for emerging markets and technology trends. The first half of Jeff's career was starting businesses and/or building market share for divisions of General Electric and General Motors. The second half of Jeff's career has been focused on building new businesses and market opportunities as an entrepreneur.

Jeff's latest venture is Lion Cells, a venture-funded high power/high energy Li Ion battery company which he founded in 2006. The company will enable better performance of battery powered or battery enhanced products such as power tools, lawn and garden equipment, and hybrid cars.

During his career, Jeff has consulted with both early stage and F1000 companies on how to capitalize on emerging technologies such as interactive digital cable, fuel cells, water purification, and LED lighting.

Before focusing his energies on early stage companies, Jeff served as Executive Director of Marketing and Sales at General Motors' OnStar division, where he led the vision, strategy, positioning, service development and market launch of OnStar. The group integrated cellular, GPS, and data mining technologies into a service platform which delivers peace-of-mind to consumers across all GM's automotive divisions.

Jeff developed his market-focused leadership, product development and marketing skills over twelve years in both consumer and commercial businesses at General Electric. His last position at GE was as President, Electrical Distribution and Control for the Asia/Pacific region, focusing on customer solutions in circuit protection and factory automation.

Jeff is a lover of the great outdoors, where he skis, hikes, bikes, boats, and tries at least one new sport each year. Latest: Hang Gliding. He is married, has 2 Finnish Lapphunds (4-legged "kids"), and resides in the San Francisco Bay Area.

Spencer Tall

PICTURE



RESUME

- Managing Director, Allegis Capital
- General Partner & Co-Founder, APV Technology Partners
- Co-Founder Asia Pacific Ventures
- 10 Years Venture Capital Experience
- Former Operating Executive (Asia and US)

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, Symplified 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.

Anne Dwane

PICTURE



RESUME

Anne is a Partner at Global Silicon Valley (GSV) Acceleration, an early stage VC firm investing venture capital to build human capital. The firm backs entrepreneurs leveraging technology to improve learning and career outcomes at every life stage.

Previously, she was a founder, a venture-backed CEO and a public company executive. Most recently, Anne was CBO at Chegg. She joined Chegg through acquisition of Zinch, where she served as CEO. Prior, Anne co-founded Military Advantage (www.Military.com) to connect service members and veterans to benefits, including GI Bill and career services. Military Advantage was acquired by Monster Worldwide, where she was GM of Affinity Networks, leading businesses in lifelong learning and career advancement.

She has a bachelor's degree from Georgetown and an MBA from HBS. She is a member of the 2010 class of Henry Crown Fellows at the Aspen Institute.

PICTURE



RESUME

Ha Nguyen currently serves as Executive-in-Residence at Omidyar Network. Prior to Omidyar Network, Ha spent 15 years as a product leader in Silicon Valley building innovative consumer web & mobile products. Ha was the former Chief Product Officer/VP Product for Keaton Row, Stella & Dot, Betfair and Oodle where she oversaw the product management, user experience & design, acquisition/growth, content, community and customer service teams. Ha is proud to have started her product career as part of the early product team during eBay's start-up years.

Ha received her MBA from Harvard Business School and business undergraduate degree from the University of Pennsylvania, Wharton School.

Bob Tillman

PICTURE



RESUME

Mr. Tillman's background is general management, turnaround management, investment banking and venture capital. During 2001-2002, he completed a full turnaround of Totality Corporation, as well as many debt restructurings for a wide variety of companies. In February 2003, he finished a complete balance sheet and expense restructuring for Calix Networks, Inc. as part of a new round of financing, and in the process reduced the Company's liabilities by \$14 million. Mr. Tillman has restructured/terminated 38 real estate leases totaling more than 1.5 million square feet of space and \$190 million in liability. Additionally, he has terminated significant liabilities for 5 publicly held companies.

Mr. Tillman earned a BA degree cum laude in English from Harvard and an MBA from the Stanford University Graduate School of Business.

Kristin McDonnell

PICTURE



RESUME

Kristin McDonnell is a digital tech executive who works at the forefront of innovations in mobile, marketing, advertising, social media, and SaaS. Drawing upon her significant experience, she is the Chief Operating Officer of Rednote, the music messaging platform.

As an entrepreneur, CEO, COO, CMO, and VP Content, Kristin has worked for and in partnership with a wide range of companies from Fortune 500 corporations to Silicon Valley start-ups including AT&T, Google, Apple, Electronic Arts, Verizon, NBCU, LimeLife, Mplayer, McKinsey, Aisle411, and TaskRabbit. Kristin focuses on building new businesses at the intersection of consumers, enterprises, technology, and brands. She has been an executive leader of teams that have acquired millions of digital customers, driven revenue growth through online and mobile advertising, subscriptions, and licensing, and raised over \$120MM in venture capital, which resulted in billions of dollars in IPO and acquisition exits. From 2004-2010, Kristin was the venture-backed CEO, Chairman, and Co-Founder of LimeLife, the first mobile app and web media company serving the female consumer market. The company forged software distribution, publishing, co-marketing, and advertising partnerships with wireless carriers, leading online players, major media companies, and advertisers including AT&T, Verizon, Sprint, Apple, NBCU, Time Inc., MTV, Bravo TV, Yahoo, and P&G.

Kristin has an MBA from Harvard Business School and a BS degree in Industrial Engineering with a focus on Computer Science from Northwestern University with Tau Beta Pi academic honors. She has been recognized by a variety of organizations including Mobile Entertainment's Top 50 Female Execs in Mobile Content and Harvard Business School's Top 100 Distinguished Alumnae of Northern California.

Steve Schlenker

PICTURE



RESUME

Steve co-founded DN Capital in June 2000 and is currently Managing Partner based in the Sand Hill Road office, running DN Capital's US operations. Steve Schlenker began his career in venture capital and private equity in 1990. His investment experience has been in software and software related businesses. His sectors of focus include enterprise software, and to a lesser extent business on-line marketplaces and consumer mobile services. Amongst his select investments are Apsalar, Auto1, ClusterHQ, Datanomic (acquired by Oracle), Endeca (acquired by Oracle), Familybuilder (acquired by Intelius), Geckoboard, Lagan/Kana (acquired by Verint), Ombud, Peak, Shiphawk, RecargaPay, Remitly, Parallel Wireless and RobinSystems.

Steve was previously at SUN Capital Partners, based in their London office, where he served as chief investment officer for technology investments. At SUN Capital Partners, he spent five years investing in US and European technology companies as well as assisting raise and manage a growth equity emerging markets fund and making private investments in growth companies. His investments there include eMode (acquired by Monster.com), Endeca (acquired by Oracle), SUN Brewing (listed on Luxembourg, then acquired by Interbrew). Prior to SUN Capital Partners, Steve was one of the first analysts for the buyout firm Interlaken Capital in Greenwich, CT, where he was involved with sourcing companies and applying technology to augment profitability and investment returns in legacy industries such as food processing, industrial distribution and facilities management.

MBA, Harvard Business School with High Distinction, Baker Scholar
BSc, Economics with dual concentration, Finance and Entrepreneurial Management, Wharton School, University of Pennsylvania, summa cum laude

PICTURE



RESUME

Canice Wu is a serial entrepreneur and seasoned executive with experience in founding, operating, and investing in successful companies in high tech. Experienced in operating roles, including taking product to market, developing and growing businesses from concept to market leader. Experienced in investing and accelerating startups to scale globally. Proven by transforming Plug and Play Tech Center into global leader, founding Insights On Demand, and developing Siebel's industry business unit for financial services from scratch to over \$300 million in revenue in 5 years.

He leads the B2B Accelerator at Plug and Play which invests and accelerates B2B and B2B2C startups globally. He led the investment and is Advisor for numerous startups, including NoviFlow, Zukami/BlynkMobile, Inbenta, and Pingar. Canice is an active member of technology community and frequently mentors companies via MIT Venture Mentoring Service and Plug and Play. Canice is also Co-President and Board member of the Asia America Multi-Technology Association (AAMA), a Pan-Asian networking non-profit association for thought leaders in technology across US and Asia.

PICTURE



RESUME

Mr. Jim Castelaz co-founded Motiv Power Systems Inc. in 2009 and serves as its Chief Executive Officer. Mr. Castelaz is responsible for strategic and technical direction and manages technical team at Motiv Power Systems. Mr. Castelaz's engineering strengths lie in framing, partitioning, and designing complex, interdisciplinary systems in new and creative ways. He served as Chief Architect at an EV start-up focused on designing electric drive buses for the Chinese market. He worked on MEMS for power electronics and solar applications at Stanford University. His other projects include developing an electric motorcycle, solid state transformers for the power distribution grid with Southern California Edison, and various other embedded systems. He serves as Director of Motiv Power Systems, Inc. Mr. Castelaz holds an MSEE from Stanford University and a BS in Engineering and Economics from Harvey Mudd College. He completed PhD in Electrical Engineering at Stanford University.

Expertise in capital-efficient company and technology formation and growth; development of complex IP portfolios; building A+ teams; executing vision; solving customer problems; finding and closing sales. Principal writer and investigator in grant proposals and awards totaling \$5M. Lead successful execution of grant programs, finishing on scope, schedule and budget.

Engineering experience: power system design; embedded system design, advanced battery packaging; state-based control; solid-state transformers; smart, self-powered fault indicators for power utilities; solar panel and inverter remote monitoring system; MEMS-based power devices; hydrogen embrittlement of metals; radiation damage in semiconductors; large-volume gaseous neutron detectors; radiation mapping; directional radiation detection systems.

Kurt Berney

PICTURE



RESUME

Kurt J. Berney represents technology, fintech, medical equipment/health care, new media, consumer and other companies, as well as the venture capital/private equity funds and investment banks that invest in and provide investment banking services to those companies. Kurt has more than 20 years of experience in diverse practice areas including cross-border mergers and acquisitions, public offerings and private debt and equity financings. He leverages his accounting background and public company governance experience to handle accounting and other special investigations.

Kurt's representative People's Republic of China (PRC) clients include companies such as Acorn International, Mindray Medical, and WuXi Pharmatech, and numerous VC/PE and each of the major investment banking firms, including representing the underwriters in the recent LendingClub IPO. He is a frequent speaker/presenter on cross-border M&A transactions, the global IPO process, international capital markets and financing transactions.

University of Texas, Austin, J.D., 1988: cum laude; Order of the Coif; associate editor, Texas Law Review

University of Arizona, Tucson, B.S., Accounting, 1983: with honors, Beta Alpha Psi

Pascal Finette

PICTURE



RESUME

Pascal heads up everything Entrepreneurship at Singularity University, including the Startup Program, Global Expansion and the Entrepreneurship Track where he inspires, educates and empowers entrepreneurs tackling the world's most intractable problems leveraging exponential technologies.

Pascal has spent his career pushing the boundaries of technology and passionately believes the internet can deeply impact the betterment of mankind. He got started on the net before there was a web browser, founded a couple of technology startups, led eBay's Platform Solutions Group in Europe, launched a consulting firm helping entrepreneurs with their strategy & operations, invested into early-stage tech startups, led Mozilla's Innovation Lab, created Mozilla's accelerator program WebFWD, headed up Mozilla's Office of the Chair and has invested into social impact organizations around the globe at Google.org. He also founded the non-profit organizations Mentor for Good and The Coaching Fellowship; the "GyShiDo" (Get Your S%#& Done) movement and publishes the opinionated newsletter, "The Heretic", which is read by ten of thousands of entrepreneurs around the globe. Recently he published "The Heretic - Daily Therapeutics for Entrepreneurs" book, in stores globally now.

He frequently speaks and writes about the magic which happens at the intersection of entrepreneurship, technology & global impact. As a trained Co-Active executive coach Pascal works with clients on achieving their full leadership potential. But most of all – Pascal loves to work with entrepreneurs who are making things better and go from zero to one.

Tom Foody

PICTURE



RESUME

Since 2004 Tom has been the CEO of Menlo Business Advisers, a consulting firm providing services to private equity investors and their portfolio companies. His own practice focuses on operating partner roles, including as Board member, Board observer, adviser to Boards, CEO coach and interim operational roles. Tom has deep experience in strategy, execution as well as equity and debt financing across a wide range of technology-based businesses. He enjoys working with entrepreneurs including as a team mentor and gate judge for MS&E 273. Tom has an MS (MBA) from MIT Sloan School and MS Eng from Stanford.

PICTURE

RESUME

Filip Kaliszan is the Founder of Verkada and serves as its Chief Executive Officer. Before he has co-founded Courserank and successfully sold the company to Chegg. Mr. Kaliszan received his MS (Computer Science, HCI) as well as his BS (Computer Science, Systems from Stanford.



Chuck Geiger

PICTURE



RESUME

Mr. Geiger is Chief Technology Officer at Chegg, an online textbook rental company.

Mr. Geiger brings more than 20 years of experience running technology and product organizations at some of the largest online e-commerce sites in the world, including serving as Chief Technology Officer at PayPal, Ask.com, and Wine.com, as well as VP of Product Development at eBay and other senior-level positions at Travelocity and Texas Instruments.

Abhinav Agrawal

PICTURE



RESUME

Co-founder and CEO of Renzu - funded by Social Capital and Redpoint Ventures and focused on reinventing competitive mobile app intelligence.

Previously EIR @ Social Capital, VP @ Zynga, PM @ Amazon, EM @ McKinsey.

MBA from Harvard Business School and a BSE in Electrical Engineering from Princeton.