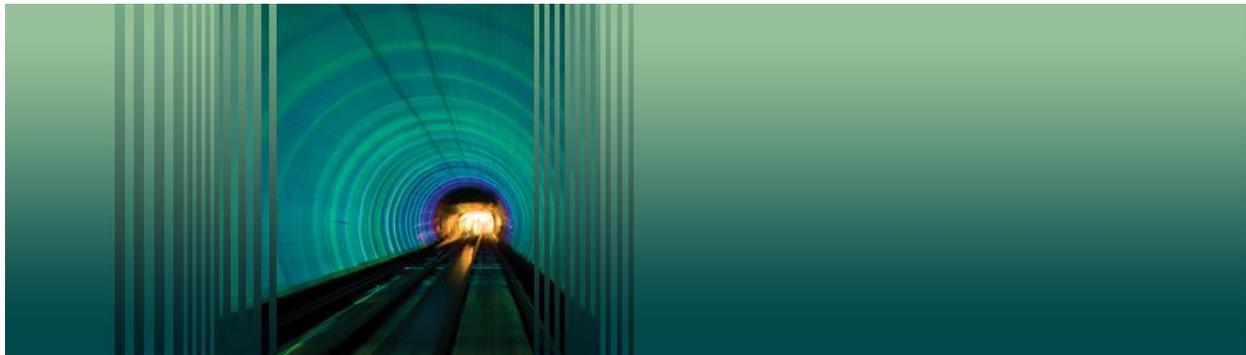


LebNet-MEVP Mix and Mentor event

Hosted by

Pillsbury Winthrop Shaw Pittman



Tuesday September 9, 2014

6:30 to 10pm

Four Embarcadero Center, 22nd Floor,

San Francisco, CA 94111

Meet MENA Start Ups from TechCrunch Disrupt SF 2014
Share your expertise,
Connect with seasoned CEOs and executives from Silicon Valley and
entrepreneurs from the Arab world,
Make it happen!

SCHEDULE:

6:00 - 6:45PM

Registration

6:45 – 7:00pm

Introductions

Pillsbury

Lebnet

MEVP

7:00 – 8:00pm

Start-ups/Experts Presentations

Each Start Up will present a status update and Experts interested in each start-up will identify themselves.

8:00 – 8:30pm

Light Dinner/Drinks

8:30 – 10:00pm

Mix and Mentor

Matching Table

Target company	Experts
Fadel Partners IP Mgmt Sw	Abdo Kadifa Fadi Micaelian
BAS Cash Mgmt SW	Mona Defrawi Anthony Nassar X.Oustalniol
Falafel Games Digital Games	Maya Farah Greg Gobbi Fadi Mahmoud
Anghami Music Streaming	Ramy Adeeb O.Hassanein
Potential Enterprise Training	Ramy Adeeb O.Hassanein
Shahiya Food portal with UG recipes	Ramy Adeeb Fadi Mahmoud
Luxury Closet Ecommerce for used luxury items	Khaled Nasr Gino Massoud
Bookwitty Arabic online book distrib.	Imad Jabbour Gino Massoud
Cross Companies	Georges Akiki Ghassan Bejjani N. De Kouchkovsky Elie Habib Amy Karam Simon Khalaf Najib Khoury Haddad Rony Papas Walid Mansour Pierre Tager

Participating Experts Bios



Ramy Adeeb

Senior Director of Product Management

Yahoo!

Ramy Adeeb is Senior Director of Product Management at Yahoo, leading the development of Magazines, the company's next generation media offering. Ramy joined Yahoo after it acquired Snip.it, a social curation startup he founded during the Arab Spring. Before founding Snip.it, Ramy spent his career in Startups and in Venture Capital, working with legendary investor Vinod Khosla. Ramy holds a Bachelor's and Master's degree in Computer Science from Harvard and an MBA from Stanford. An avid sailor, he is the author of a number of patents and co-founder of the Harvard Arab Alumni Association.



David Ajalat

Corporate & Securities Attorney

Pillsbury Winthrop Shaw Pittman LLP

David Ajalat is an associate in the law firm's Corporate & Securities practice and is located in the San Francisco office. He focuses on the representation of emerging growth and well established corporate clients. He advises companies on corporate governance matters and represents companies in venture capital financings, mergers and acquisitions, and public offerings of securities. He also has experience working in a variety of other matters including commercial litigation and bankruptcy.

Prior to joining Pillsbury, Mr. Ajalat was an associate at Sedgwick LLP and served as a Judicial Extern for the Honorable Chief Judge Alex Kozinski at the United States Court of Appeals, Ninth Circuit.

During law school, Mr. Ajalat served as an editorial and research assistant on the publication, Computer and Video Game Law by Professor Robert Brain, Carolina Academic Press, 2010.

Affiliations American Bar Association; Order of the Coif, Phi Delta Phi



George Akiki

Senior Director, Corporate Affairs,
Cisco Systems

George Akiki leads Strategic Planning for Cisco's Corporate Social Responsibility and is sponsor representative for Cisco's Impact investments in the MENA region. In his last role, he led CSR for Middle East and Africa and was Program Director for the Partnership for Lebanon which goal was to establish Public Private Partnerships to build scalable, replicable, sustainable solutions to help the people of Lebanon find the path to long term stability and economic growth.

Akiki embarked on his CSR career in January 2007 and has experienced firsthand the human side of Cisco which has made him an avid believer in the power and importance of corporate social responsibility and the effect of Impact investment on economic development and job creation. George had spent most of his 12-year career at Cisco in engineering management roles driving large scale cross-functional programs.

Prior to joining Cisco, Akiki served as director of program management at Ramp Networks preceded by engineering management roles at Nortel (Bay) Networks. He received a bachelor of science degree in electrical engineering from Fairleigh Dickinson University, a Graduate electrical engineering degree from Ohio State University, and an MBA from Golden Gate University.

Akiki is co-founder and President of LebNet, a Lebanese American high tech professional society in Silicon Valley. In 2011, George and his family relocated back to the USA following a 3-year assignment in Lebanon.



Ghassan Bejjani

Ghassan Bejjani is a consultant and private investor based in Beirut and New York. He is the founder of Lebanon for Entrepreneurs, a diaspora-backed initiative to reinvigorate the IT start-up ecosystem in Lebanon. From 1998 to 2007, Ghassan was a General Partner of Morgan Stanley Venture Partners, where he led investments in 20 expansion-stage companies across the software, communications, internet infrastructure, security and IT services sectors.

Prior to that, from 1985 to 1998, Ghassan was at Morgan Stanley & Co, where he built and ran the Tokyo Derivatives software application and support group, led the IT Client Technology group, and created and ran the worldwide IT Strategic Investment and Business Development unit.

Ghassan received an Engineering Diploma in Civil Engineering from l'Ecole Centrale de Paris in 1983 and a dual M.S. in Civil Engineering and Technology & Policy from the Massachusetts Institute of Technology in 1985



Mona DeFrawi

Managing Partner

IPOQuest

Mona DeFrawi is the Founder and Managing Director of IPOQuest Partners, a capital relations focused venture firm investing in the best IPO-track companies. Highlighted as one of "The Most Powerful Women in Technology" by Forbes, Mona DeFrawi has delivered top results in fundraising, IPOs, corporate development, investor relations and technology transfer for 25 years. Mona's career accomplishments include 10 years as a Vice President/Director of four IPO companies, raising a \$500M first-time private equity fund, and pioneering the private markets with InsideVenture (acquired by Secondmarket) and Equidity.



Nicolas De Kouchkovsky

Principal

CaCube Consulting

Nicolas is a marketing and Product Executive with a unique combination of marketing, business development and product management experiences.

Nicolas drives growth for technology companies by creating and bringing new products to market, as well as developing new businesses or establishing presence in new markets.

He is experienced with diversified high-tech industries growth stages and operations in a global environment, has thorough understanding of the Enterprise and SMB spaces and go-to-market strategies. Nicolas also has domain expertise of the Enterprise Software, Telecom and Network markets. He acted as a company spokesperson and conference speaker, consistently rated among the top speakers. De Kouchkovsky is an accomplished leader bringing a rare blend of big picture vision and analytical thinking.

Specialties:

- Markets sizing & value chain analysis
- Corporate & growth strategy
- Strategic partnerships & alliances
- Launching & market development
- Whole product definition & solution portfolio building
- Branding, messaging & positioning
- Segmentation & targeting
- Go to market strategy & demand generation

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Maya Farah

Senior Product Manager

Zynga

Education: MBA (Harvard), Computer Engineering (AUB)

Work Experience: Lead Product Manager at Zynga, leading revenue on flagship game. She previously worked as Strategy Consultant at McKinsey and Company (Dubai) and Venture Capital Associate at Cue Ball Capital (Boston). While at Harvard, Maya founded Peekpak, a tech-enabled research startup for F&B manufacturers.



Greg Gobbi

Greg was the co-founder and head of development of 2K Games from 2005 to 2013, in New York and San Francisco. Prior to 2K, he led the creative teams of Ubisoft in Montreal, from 1999 to 2005.

In the last 15 years, Greg led the creation of some of the most successful video game IPs in the industry, including Splinter Cell, Prince of Persia, Bioshock and Borderlands; built and managed the best creative teams in the industry, including Ubisoft Montreal Studios and 2K Games Studios.



Elie Habib

Venture Partner, Board Director, Angel Investor

Global Technology Institutional Investor | Expert in MENA region Entrepreneurship | International Board Governance | Strategic Growth | Executive Leadership

Elie has a unique background blending international startup investments, entrepreneurship/fundraising, private equity management, public corporate leadership, and board membership that allow me insight and wisdom to deliver bold strategic direction that generates unparalleled results and impacts long term success.

He has a deep sector expertise in enterprise software, mobile payments, mobile content, telecommunications, digital media, enterprise security, business analytics, and VoIP.

Competencies include fostering inspirational strategic planning, operational excellence, launching dynamic products and overseeing financial performance/growth.

- Fund manager of \$50m private equity fund in the MENA region
- CEO of a video Content Delivery Network provider and achieving exit (Silicon Valley)
- SVP and GM, Nokia, Security and Connectivity BU (Silicon Valley/Helsinki)
- Board director, International high growth, VC funded, technology startups (US, MENA)
- Consulting and mentoring to start-ups and entrepreneurs



Minal F. Hasan

Counsel

Pillsbury Winthrop Shaw Pittman LLP

Minal Hasan represents a wide variety of emerging growth technology companies in the Internet, software, information technology, social networking, digital healthcare and mobile industries in all aspects of general corporate and corporate securities law, from formation and corporate governance responsibilities to equity incentives and employment issues to intellectual property and commercial transactions. Minal has managed over 150 venture and convertible debt financings with an aggregate deal value in excess of \$1 billion. Minal has managed over 25 mergers, acquisitions and asset sales as well as several initial public offerings.

Minal's company clients have included Square, Uber, Twitter, HTC, Lumosity, FireEye, Zuora, Model N, Medium, Selectica, SGN, Sosh, TRUSTe, and 2Wire. Acquired company clients have included AdMob (acquired by Google), Adap.tv (acquired by AOL), MiaSole (acquired by Hanergy), Involver (acquired by Oracle), Plusmo (acquired by AT&T), Wanova (acquired by VMware), Snapstick (acquired by Rovi), Cetas Software (acquired by VMware), Uptake Networks (acquired by Groupon), Zappedy (acquired by Groupon), Xsigo Systems (acquired by Oracle), and TastemakerX (acquired by Rdio). Minal has also worked with top-tier venture capital firms in their financings including Andreessen Horowitz, Redpoint Ventures, Khosla Ventures, Sequoia Capital, Kleiner Perkins Caufield & Byers, Menlo Ventures, and New Enterprise Associates.

Minal serves as Vice President of the Stanford Angels & Entrepreneurs and on the advisory board of several start-up companies. She began her career in computer programming and product marketing roles in various start-ups. She then worked as a journalist for the San Jose Mercury News. Minal previously worked in the Delhi High Court in India, and has experience working with technology companies with an Indian angle and cross-border transactions. Minal is a frequent public speaker and is a regular guest lecturer at the Haas School of Business at UC Berkeley.



Ossama Hassanein, PhD

General Partner

Newbury Ventures

In the last 30 years, Ossama has co-managed over \$1B in 12 international technology funds, co-investing in 100 companies in Silicon Valley, Europe, and Canada. Funds invested in early stage, spinouts, and mezzanine. Performance consistently exceeded the Russell 2000, sometimes by 10x.

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In the last 22 years, he has also acted as chairman or co-founder of nine high technology startups including ACC (acquired by Ericsson), Algety (Corvis), HighDeal (SAP), Highwave (Euronext), NetCentrex (Comverse), nCipher (LSE), Zong (eBay), Echovox in Geneva and BDNA in Silicon Valley. Combined values at exit exceeded \$2.4B. In the 80s, Ossama led the expansion financing of 80+ Silicon Valley based companies whose combined market value today exceeds \$140 billion (Adaptec, Atmel, Cirrus, PMC-Sierra, Linear Technologies, LSI Logic, and Oracle). Ossama received his BSEE from the Univ. of Alexandria, completed his MSEE and PhD requirements and his MBA at University of British Columbia, and Ph.D. in Business Administration at California Coast University. He served on the Advisory Boards of Harvard and AUC, and lectures occasionally at Stanford and UC Berkeley. He is a C100 Charter Member and Chairman of TechWadi.



Imad Jabbour

Senior Manager of Product Management
eBay, Inc.

Imad is Senior Manager of Product Management at eBay, running the eBay seller experience and listing flows across all global markets. Prior to joining eBay, Imad worked at Oracle, where he led the product management and release activities for Fusion Financial Applications. Imad holds a B.E. degree in computer and communications engineering from the American University of Beirut, and an M.S. degree in information systems from MIT.



Abdo Kadifa

Executive Vice President, Strategic Relationships
Hewlett-Packard

George Kadifa is executive vice president, Strategic Relationships, HP. Reporting to Meg Whitman, George is responsible for leading growth initiatives and alliance programs with key partners, service providers and our largest customers. In this role, George will combine his unique perspective on HP's strategic priorities of cloud, big data, security and mobility, along with his understanding of HP's customer requirements, to build the partner ecosystems that will realize the potential of these technologies.

Kadifa previously served as executive vice president of HP Software. He led HP's multi-billion dollar software portfolio that includes IT Operations Management, Application Delivery Management, HP Autonomy, Enterprise Security, and HP Vertica. Together, this portfolio enables enterprise IT organizations to develop operate, secure, govern, and monetize their data, applications, and operations.

Kadifa also served as Operating Partner at Silver Lake, a global technology investment firm with more than \$14 billion of assets under management. He was responsible for driving growth and operational improvement in a wide range of enterprises within the 24-company portfolio of the firm's large-cap investment fund. He has significant expertise in building and managing technology businesses. He has held various leadership positions at technology and management consulting companies such as IBM, Corio Corporation (founder), Oracle, Booz-Allen & Hamilton and Xerox. Kadifa holds a B.S. in Electrical Engineering from the American University in Beirut, an M.S. in Electrical Engineering from the California Institute of Technology, and an M.B.A., with Honors, from the University of Chicago. He is based in Palo Alto, California.



Amy Karam

Global & Competitive Strategy Consultant
Karam Consulting

Amy Karam is a Marketing Consultant specializing in competitive strategy. She helps organizations create and implement competitive intelligence and sales programs that close the loop between data and the bottom line. As a corporate trainer, she advises on globalization strategies and is also a Stanford instructor. The diversity of her 15+ years of international experience in a spectrum of competitive, marketing, and business development roles at companies like Cisco and Nortel, provides a holistic perspective in her engagements. Notably, she led a CEO-sponsored global competitive and sales support program at a leading multinational and has trained sales teams worldwide, as well as program managers, in an engaging and effective style. Bridging the gap between marketing and sales effectiveness is a key focus. Unique to Amy's diverse international knowledge is her extensive experience in Emerging Markets and in competing with new market entrants, like those from China.



Riaz A. Karamali

Partner
Pillsbury Winthrop Shaw Pittman LLP

Riaz Karamali is a partner in the Corporate & Securities - Technology practice in the firm's Silicon Valley and San Francisco offices. Mr. Karamali has extensive experience in corporate law, venture finance, private equity, strategic mergers and acquisitions and technology transactions. Mr. Karamali has worked with hundreds of start-up and emerging companies, guiding them from their pre-founding stages through their angel and venture capital financing rounds, significant commercial contracts and strategic alliances to their ultimate exit

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transactions. He has acted as outside general counsel to many such privately held companies in a wide range of industries including the video game, cloud computing, mobile, biotechnology, semiconductor and medical device sectors. Mr. Karamali has significant experience with cross-border transactions involving numerous countries including Australia, Bahrain, the Cayman Islands, China, Dubai, Egypt, France, Belgium, Germany, India, Israel, Jordan, Luxembourg, Malaysia, the Netherlands, Pakistan, the Philippines, Saudi Arabia, Serbia, Singapore, Spain and Switzerland.

Representative Matters

Represented videogame company, Realta Entertainment Group, in its Series A and Series B financings.

Represented internet videogame company, A Bit Lucky, Inc., in its acquisition by Zynga Inc.

Represented internet videogame company, Concept Art House, Inc., in its acquisition by Zattikka PLC.

Represented Element Partners in connection with its multi-national acquisition of Soleras Ltd. and the industrial coating business of Bekaert NV in a simultaneous roll-up transaction with operations in the U.S., Belgium and China.

Represented numerous independent videogame companies in publishing, joint venture and venture sharing transactions.

Represented a leading multi-national telecommunications company in connection with a nation-wide lease management outsourcing project.

Represented a Fortune 100 Web portal in negotiating and documenting a multi-year strategic alliance with leading technology media company that includes content licensing, Internet advertising, software distribution and search marketing components.

Represented a Fortune 100 web portal in negotiating and documenting complex, multi-year Internet advertising alliance transactions.

Represented a Fortune 100 technology manufacturer in numerous strategic acquisitions, joint ventures and strategic investments.

Represented an aerospace defense contractor in its acquisition by a Fortune 500 defense contractor.

Represented an educational publishing company in its acquisition by one of the nation's largest non-profit organizations.

Represented a Fortune 100 technology distribution company in a major business process outsourcing engagement involving transfer of numerous functions across three "towers" (finance, sales and product management) to two major outsourcing service providers with facilities in India and Philippines.

Represented a Fortune 100 technology manufacturer in a major business process outsourcing engagement involving transfer of numerous functions in the customs processing and governmental relations area; transaction involved transfer of intellectual property and employees in numerous locations world-wide.

Represented a data management and data protection solution provider in the negotiation of a manufacturing outsourcing agreement.

Represented an offshore outsourcing company that provides multi-channel customer and technical support, business process outsourcing, and concierge services with their outsourcing agreements.



Simon Khalaf

President and CEO

Flurry Inc

Simon is a respected expert in the field of mobile applications and development. He has been an entrepreneurial executive for over 20 years, and has built numerous consumer, media and enterprise solutions that have generated over \$800 million in M&A and IPO transactions. Prior to Flurry, Simon held senior executive positions at JustOn, Novell, Vernier, Volera and Worldtalk. Simon earned an undergraduate engineering degree from the American University of Beirut and a Master of Engineering from Syracuse University.



Najib Khoury Haddad

Partner, Venture Capital, M&A, General Management, Marketing Business Development

Najib Khouri-Haddad is a technology executive in Silicon Valley with 20+ years of experience in marketing, business development and general management. He is currently a partner at AITV, a US-based venture capital firm with offices in San Francisco, La Jolla and London, and a Managing Director at AccelerateIT Advisory, a technology focused consulting services firm in Silicon Valley.

Khouri-Haddad served as VP Business Development at Hewlett Packard's newly acquired 3Com business unit. Earlier roles include VP Business Development at 3Com, developing partnerships and alliances and supporting efforts to sell the company to HP, VP Sales and Marketing, Emerging Markets at CA, Inc., where he led all sales and marketing efforts across the Middle-East and North Africa, VP Business Development at EFI, Inc., where he led a team responsible for adding \$100 million in revenue through five acquisitions, and VP Mergers, Acquisitions and Ventures at 3Com, focusing on acquisitions, alliances and joint ventures across a variety of networking and consumer industries. He was part of the team that managed the spin-off of Palm Computing and U.S. Robotics and led acquisitions of numerous networking companies worth more than \$500 million. He started his career at ROLM, an IBM and Siemens Company, in software engineering, systems planning and product marketing positions.

Khouri-Haddad holds graduate degrees from Stanford University in Business and Engineering Management and from the University of Michigan in Electrical Engineering and Computer Science. His undergraduate degree in Electrical Engineering is from the American University of Beirut. He is fluent in English, French, and Arabic with extensive international experience in Europe, Asia and Emerging Markets.



Fadi Mahmoud

Director - Storage Software Engineering Development

Dell

Visionary, innovative, strategist, strong people/partner management with solid execution. Instrumental in driving technical excellence and software/product engineering operations for more than \$200Millions in revenue at Adaptec. Driving alone and winning \$3+ Million deal with one ODM while at Microsoft, and running a total of roughly \$6million in projects. One of the main system designer for the first RAID on Motherboard for major OEM (Dell), successfully turned ideas into shipped products at Adaptec, Dell, and Microsoft. Strong strategy analysis, positioning, value proposition, GTM,..etc., entrepreneur in heart and has natural ability to define and achieve success while delivering awesome user experience. Strong eco and partner management deliveries. Fadi completed his BSc if Honors and MSc with 4.0GPA, and currently holding more than 20 approved US patents.



Walid G. Mansour

Managing Partner

Middle East Venture Partners

Walid has more than 12 years of experience in Venture capital and strategy & management consultancy, corporate finance and engineering in telecom, media and public sector industries. Prior to joining MEVP, Walid was a lead associate at Roland Berger Strategy Consultants within their Middle East team, supporting the firm's implementation and growth in the region with a focus on the telecom & media sectors. Before Roland Berger, Walid worked as a strategy manager at the UAE's Prime Ministry executive office focusing on long term public sector strategies and implementation plans. During his stay in Dubai, he worked on setting-up entrepreneurship related programs and developing incubation in the Arab World through several Dubai based initiatives such as the Mohammed Bin Rashid Foundation. Prior to that, Walid worked at Booz & Company as a consultant covering telecom & media and public sector industries across the region. Prior to Booz & Company, Walid worked as an industrial engineer in France within Alstom. In 2009, he completed Morgan Stanley's summer associate program within their investment banking M&A division in London. Walid holds an industrial and urban planning engineering degree from Institut National des Science Appliquées de Lyon (INSA de Lyon) and an MBA in finance from the Wharton School at the University of Pennsylvania.



Gino Massoud

Director – Mergers and Aquisitions Integration
eBay

Gino Massoud works in the Corporate Development M&A team at eBay Inc. He is focused on the company-wide post merger integration process. He evaluates acquisition opportunities develops preliminary integration strategies, and provides thought leadership to highlight potential integration issues.

Prior to eBay Massoud led the post post merger integration function at Adobe systems in addition to holding several executive finance roles.

Massoud has a BS from San Jose State University concentrated in Finance and Economics and is in the process of completing the Stanford Executive Program.



Fadi Micaelian

Chairman and CEO

Auguri Corporation

Fadi is a successful entrepreneur with three decades of leadership in Cloud, Analytics, Search, Big Data and IoT. Versatile, having managed product management, engineering and marketing teams, closed large sales deals, raised capital, interfaced with analysts, worked with the government, structured strategic alliances, and drove growth through business development.

Fadi is passionate about product management and marketing, from conception to delivery and deployment. He has core strength in proven outstanding managerial aptitude to attract and motivate top talent, create the right chemistry to foster a collaborative and stimulating environment to drive performance using a metric and result oriented management style. Fadi has an innate ability to think outside the box and discover creative solutions.

Areas of expertise:

Vision, Strategy & Leadership

Execution, Operations and P&L Improvement

Product Development and Rollout

Deal Structuring and Negotiations

Business Development, Sales and Licensing

Investor, Analyst and Board Relations

Intellectual Property Strategy



Khaled Nasr

Partner

InterWest Partners

Khaled Nasr joined InterWest's IT team in 2005 and focuses on investments in mobile, cloud and data center infrastructure, including systems, software and semiconductors. Khaled is a board member of Aryaka, DataRPM, Exalt Communications, InVisage Technologies, NexPlanar, Pivot3, Quantance and Xirrus.

Prior to joining InterWest, Khaled invested in IT companies for Alta Partners where his investments included Synad (acquired by ST Microelectronics), Netli (acquired by Akamai), Celetronix (acquired by Jabil) and Occam Networks (OCNW; acquired by Calix). Prior to that, he spent 16 years in sales, marketing and general management positions with a succession of successful networking and telecommunications start-ups. He was president and chief executive officer of FlowWise Networks and general manager and vice president, international at Ipsilon. Before that, Khaled served as chief operating officer at Advanced Computer Communications (ACC) and as vice president of marketing and services with Premisys Communications. From 1987 to 1992, Khaled served as vice president of network services with Newbridge Networks.

Khaled received his B.A. and M.A. in mathematics and social and political sciences from Cambridge University.



Anthony Nassar

Founder & Principal

Venture Momentum, Inc.

Anthony Nassar founded Venture Momentum, Inc. (VMI) in 1994. Through VMI, he has been providing Consulting CFO and Financial Modeling Services to technology start-ups. His expertise includes fundraising, financial systems and controls, financial reporting, operations, compliance, due diligence and risk management. He holds an MBA in Finance from New York University, an MS in Electrical Engineering from Columbia University and a Diplôme d'Ingénieur from Ecole Centrale de Paris in France.



Xavier Oustalniol

Managing Director

Alvarez and Marsal

Xavier is Managing Director with Alvarez & Marsal Global Forensic and Dispute Services in San Francisco. He specializes in accounting, financial fraud-related investigations, fraud prevention and anti-corruption compliance assessments, litigation consulting, international arbitrations, audit malpractice, restructuring-related litigation and damages analysis.



Michael Sullivan

Partner

Pillsbury Winthrop Shaw Pittman LLP

Mike Sullivan is a partner in the law firm's Corporate & Securities practice and is located in the San Francisco office. He focuses on the representation of emerging growth companies and their investors, from pre-incorporation counseling to general corporate representation, through angel and venture capital financings, to M&A and IPO liquidity events. He has broad experience representing private and public companies and their investors and underwriters in a variety of transactions. Mr. Sullivan has a particular focus on the representation of emerging companies in the software, digital media, social media and games, consumer and healthcare spaces. He has handled hundreds of venture capital financings and over 50 public offerings, including Planetout Inc.'s initial public offering, a \$1.3 billion public offering for eBay Inc., and an initial public offering for Netcom On-Line Communications, the first-ever Internet public offering. He has also handled numerous mergers and acquisition transactions.

Mr. Sullivan is a faculty member of the Practising Law Institute's Venture Capital series, and a contributor to Venture Capital & Public Offering Negotiation (Aspen Law & Business).

Prior to joining the firm, Mr. Sullivan practiced at Howard Rice Nemerovski Canady Falk & Rabkin from 2003 to 2009, Cooley Godward LLP from 1997-2003 and Pillsbury Madison & Sutro LLP from 1984 – 1997.

Representative clients for Mr. Sullivan include the following:

Bandpage (cross-web tool for managing musician presences; funded by Mohr Davidow; GGV Capital)

Boombotix (ultraportable music speakers and iOS audio mobile apps; funded by Walden Venture Capital)

Brightroll (video ad network; funded by Trident Capital; Scale Venture Partners; Adams Street Partners; True Ventures and others)

Clinkle Corporation (mobile payments; investors include Accel Partners; Andreessen Horowitz; Intel Capital and Intuit)

Decorati (online resource for interior design products/services; acquired by Gilt Groupe)

Gaston Labs (acquired by Facebook)

Owners of Hangar One Vodka (acquired by Jose Cuervo)

H5 (e-discovery solutions; funded by Draper Fisher Jurvetson; IVP; Walden Venture Capital)

Kalibrr (platform for online skills-based hiring; funded by Y Combinator; Kickstart Ventures; Learn Capital)

Matterport (3D scanning solutions; funded by Y Combinator; Lux Capital; Felicis Ventures; Greylock; Qualcomm Ventures; and others)

Mode Analytics (online service for collaboratively analyzing data; funded by David Sacks and others)

Movidius (computational image processor chips; funded by DFJ Esprit; Atlantic Bridge and others)

Octopart (electronic parts search engine; funded by Y Combinator; Felicis Ventures and others)

PBworks, Inc. (online collaboration tools; funded by Mohr Davidow Ventures; Seraph Group; Ron Conway and others)

Pie Digital (home networking solutions; funded by Foundry Group and Deutsche Telekom Ventures)

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Planet Labs (earth imagery satellites and data; funded by Yuri Milner; Draper Fisher Jurvetson; OATV; Innovation Endeavors; and others)

Roost, Inc. (peer to peer shared storage solutions)

Wildpockets (game developer tools; acquired by Autodesk)

Mr. Sullivan also represents a number of venture capital firms, including Blumberg Capital, IDG Ventures, Illuminate Ventures, Lightspeed Venture Partners, The Roda Group and Walden Venture Capital.



Pierre Tager

Group Product Manager, Enterprise Cloud Computing

Adobe Systems

Over 20 years of experience in the software industry. Co-founder of three successful international high-tech start-ups. Held positions as Director of Product Management, VP of Product Development, and General Manager. Joined Adobe through the acquisition of OKYZ Inc. a 3D start-up. Brought to market Acrobat 3D, Tech Briefs Product of the Year in 2006 and LiveCycle PDFG 3D. Next, launched the first enterprise cloud solutions from Adobe including LiveCycle for PDF based workflows, and Connect for web conferencing, using Amazon AWS cloud. Recently, joined Adobe Digital Marketing BU with product management responsibilities for Experience Manager Platform, Enterprise Cloud and Cloud Manager, a SaaS application enabling marketers to reduce the time and cost to deploy, manage and meter WCM solutions supporting their digital marketing initiatives. Passion for designing and creating new technologies aimed at building successful businesses. Graduate from Purdue University in Computer and Electrical Engineering.