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# FundingPost

Quarterly Venture Guide



**Chris Saxman of NY Angels**

A Market Reborn - The State of Angel Investing in 2005

**4th Quarter Listings**

Over 90 Emerging Company Profiles

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## From the Editor...

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2004 was a great year for the Venture and Angel Communities. A lot of new deals were closed, and equally as important, we saw a lot of exits this year! This means the investors are happy because their investments are paying off. New Funds are being raised, and new entrepreneurs are looking for capital... the circle of capital continues.

As for FundingPost, our network has grown significantly. The number of entrepreneurs and investors using our network has grown by a few hundred percent! Our VentureWorthy site has surveyed over 40,000 entrepreneurs (up from 7,000 in 2003). Those stats will be in the next issue. We just completed our first book on Angel Investing, which will be on shelves shortly and is currently available for download. FundingPost has also hired a Director of Business Development (Aren Cohen) and promoted one of our staff (Keith Henry) to an Associate and Manager of our Online Venture Exchange.

Our main goal is to introduce entrepreneurs to investors - and we are proud to say that we have seen several term sheets come out of our Online Venture Exchange, our National Venture and Angel Events, and our Venture Guide Magazine in 2004 - and 2005 is already off to a great start!

This issue profiles 90 emerging company summaries across every industry and region. We have made an important update to the format of our magazine - we have divided the company profiles into industry sectors, making it easier to find deals that you want to see.

**We invite you to register for a free Investor account to review the top-rated summaries at [www.FundingPost.com](http://www.FundingPost.com) (Click Investor)**

We are also finalizing our Venture Event calendar for mid 2005. Please contact us for **Speaking Opportunities** ([event@FundingPost.com](mailto:event@FundingPost.com)) for our upcoming nationwide events.

We look forward to your feedback!  
***The FundingPost Team***

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# Any Company, Inc.

**Development Stage:** Beta testing

**Industry:** Photonics

**Capital Sought:** \$2 -3 Million

**Number of Employees:** 5

Robert Smith, President & CEO

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## Company Overview

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## Business Model

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## Market Size and Description

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## Management

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**T**o ease finding the entrepreneurs you are most interested in, this issue and future issues of FundingPost's Venture Guide The Entrepreneur Listings will be broken down into categories as follows:

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Media & Entertainment	p. 23 - 26
Construction/Renovation	p. 26 - 27
Business/Finance/Other	p. 27 - 30

We hope this helps you quickly browse the listings and locate entrepreneurs!

## Entrepreneur Company 12XU

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Seeking: \$1,000,000

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## Entrepreneur Company ABC

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jsmith@entrepreneurcompanyx.com  
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Industry: Medical Networking  
Seeking: \$2,000,000

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Industry: Software  
Seeking: \$1,300,000

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Seeking: \$2,000,000

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Real Estate

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Software/IT

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Industry: Software  
Seeking: \$1,300,000

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Industry: Medical Networking  
Seeking: \$2,000,000

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Seeking: \$1,000,000

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Seeking: \$2,000,000

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Industry: Public Relations

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# A Market Reborn: The State of Angel Investing In 2005

**Chris Saxman**

Executive Director – New York Angels

The term “Angel” was originally coined years ago to describe wealthy individuals who backed Broadway shows primarily for the privilege of rubbing shoulders with theater personalities. Today, Angel Investors are usually financially sophisticated high net worth individuals who are willing to provide seed, start-up, and growth capital to high-risk companies for an expected large return on investment. Angel Investors seek companies with high growth potential, exciting products and/or services, and proven management. They usually possess the discretionary income, as well as the personality required for risky venture investments, and seek to mentor young companies in addition to providing capital.

The last 12 months have seen a resurgence of interest in venture investing, and many good early-stage companies have raised funds successfully. Angel Investors have played an increasingly visible role in providing this funding. Young companies have always relied on Angels to help finance their early growth, but the process of Angel investing has evolved considerably over the last decade. In the early and mid 1990s, the typical Angel Investor worked alone, funding companies run by ex-colleagues or referred by trusted sources. In the last several years, however, groups of Angels have banded together to invest in increasingly formal organizations. These groups allow better dealflow, more due-diligence capabilities and better ability to mentor companies. Through this dynamic, the Angel Investor has solidified an integral position in the funding lifecycle of start-up companies.

The leading Angel Group in the New York tri-state area is New York Angels. We invest in early-stage technology, new media and consumer-focused companies, providing seed and early-stage capital in the range of \$250K-\$750K. Since 1997, members of NYA and its predecessor group have invested over \$19 million in more than 60 ventures. Our members are entrepreneurs, CEOs, venture capitalists and business leaders who have funded and built world-class companies. We mentor and coach the entrepreneurs in whom we invest, serve on their boards, provide contacts, and assist with team building, strategic planning and fundraising.

Although most investment groups focus on technology investments, Angels have much more latitude to look at interesting non-tech start-ups than do their VC brethren. In 2004, New York Angels invested in a space tourism company and considered two branding plays very seriously.

## **New York Angels Invests in KoolSpan**

To illustrate how powerful an Angel Group investment may be for a company, I would like to consider New York Angels’ investment in KoolSpan ([www.koolspan.com](http://www.koolspan.com)).

One of our members introduced us to KoolSpan, a Maryland-based early-stage company with a revolutionary network security product. KoolSpan develops easy-to-install and operate network- and device-independent solutions for user authentication,

network security and remote access for users of wired and wireless networks. Its Smart Card-based network connection technology acts like a VPN but eliminates the infrastructure; users can connect to corporate networks from anywhere, local or remote, exactly the same way every time as a true LAN peer. The company had perfected its technology and was preparing for manufacturing when we considered it. There was no revenue yet, and the CEO was seeking \$500,000 to complete his team and begin commercialization. In other words, KoolSpan was a perfect candidate for an Angel Group such as New York Angels.

After detailed due-diligence, nine New York Angels invested a total of \$400,000 in May 2004, and the lead investor joined the KoolSpan board. We negotiated a balanced term sheet and deal documents in conjunction with Lori Smith, a partner with our legal sponsor, Goodwin Procter ([www.goodwinprocter.com](http://www.goodwinprocter.com)), that took into consideration the interests of our members, the company and potential future venture investors. In October 2004, we invested an additional \$300,000 and placed a second group member on the board.

We have taken an active role in mentoring KoolSpan. We assisted in recruiting a new VP of Sales and Marketing, and helped with sales leads during the company's first crucial months in the market. As with most early companies, good public relations is a critical component to success. Articulate Communications ([www.articulatepr.com](http://www.articulatepr.com)), our public relations partner, is working with KoolSpan to develop an effective message to communicate the nature of its core product, and also to help launch its embeddable Trust Chip™ technology for OEMs. We were also instrumental in getting KoolSpan invited to the 2005 DEMO conference in Scottsdale, Arizona, where it won a "DEMO God" award!

We also introduced KoolSpan to the organizers of the prestigious PC Forum 2005 ([www.pcforum2005.com](http://www.pcforum2005.com)), where the company will present in March 2005.

The company now has begun shipping product and has a world-class customer list including Microsoft and Sandia National Labs. As the company begins raising its first venture capital round, we are using our relationships and experience in the venture community to facilitate this process. New York Angels' partnership with KoolSpan demonstrates the significant added value an Angel Group can bring to an early-stage company.

### **Conclusion**

Angel Groups have become an integral part of the funding cycle for early-stage firms. The structure and discipline that they have brought to the process of Angel investing helps to limit the risk in what is an intrinsically risky activity, and this brings additional capital to the market. New York Angels is at the forefront of this trend.

I may be reached directly at (212) 459-7388 or [csaxman@newyorkangels.com](mailto:csaxman@newyorkangels.com). You may learn more about New York Angels and submit your business plan at <http://www.newyorkangels.com>.

# How To Raise Your First Million Dollars

An Insiders Look at 10 of the Leading Angel Investor Groups in America.

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## **How To Raise Your First Million Dollars**

*An Insiders Look at 10 of the Leading Angel Investor Groups in America.*

FundingPost's Interviews with Angel Investors, Volume I. This is a must read for Angels and VCs who are looking to learn best practices from their colleagues, and it is essential reading for CEOs who are just starting to raise capital. FundingPost hopes you will suggest it to the early-stage companies who show promise but need guidance when it come to the process of fundraising. In this brief, FundingPost interviewed 10 leading Angel investing groups and learned what they look for in investments and what key tips they would offer entrepreneurs seeking investments. The book provides a wide cross-section of venture groups, from California's Band of Angels to Hawaii's University of Hawaii Angels. Our interviewees offer insights into what makes a company an attractive choice for investment, including a strong management team, ideal market size, barriers-to-entry and critical development milestones. Learn the industries that Angel Groups cover and how many deals each group funds per year. Chris Saxman of New York Angels, our featured investor in this issue of the Venture Guide, is also included in the book, and his interview offers more in-depth information about his firm, its processes and its successful track record.

Also coming soon is FundingPost's How to Capture Venture Capital, our first survey of Venture Capital Firms. This book is a collection of data from approximately 40 Venture Capitalists nation-wide. If you would like to participate in either our next Angel or Venture Capitalist publication, please contact Aren Cohen at [aren@FundingPost.com](mailto:aren@FundingPost.com). To learn more or purchase **How To Raise Your First Million Dollars:** *An Insiders Look at 10 of the Leading Angel Investor Groups in America* or **How to Capture Venture Capital**, please visit our website at:

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## VIDEOS:

Available Online for Immediate Viewing

### \* Angel Investing in New York

Do you need to raise capital from Angel Investors? New York is the financial capital of the world and you can spend the next hour and 45 minutes hearing directly from the top Angel Investors - which investors should you approach? what are they looking for in your management team & business plan? how do I value my company?

Investor Panel: Ellen Corenswet (Covington & Burling), Howard Morgan (Angel Investor), Chris Starr (Innovation Philadelphia), Ellen Sandles (Tri-State Private Investors Network), Chris Saxman (New York Angels), David Rose (Angel Investor), Salvatore Gaglio (Private Investor), Robert Birnbach (Private Investor), Arun Savkur (Quantum Ventures).

### \* From Co-Founder of CompUSA to Private Investor

Listen to 2 Venture Capitalists and a Private Investor review how YOUR company should prepare to raise capital.

Investor Panel: Charles Humphreyson / HO2 Partners, Ed Olkkola / Austin Ventures and Stan Keith / Private Investor (co-founder CompUSA) - discuss what questions investors are asking of entrepreneurs prior to making a new investment.

### \* Angel & Early Stage Investing in the North West

Listen to 7 Early-stage and Angel Investors discuss current trends in seed & early stage investing in the North West.

Investor panel: Alan Smith (Orrick), Jon Staenberg (Staenberg Venture Partners), Gary Ritner (Puget Sound Venture Club - Private Investor Network), Dave Kowalick (Guide Ventures), Michael Riccio, Jr. (Falcon Partners), Gerard Langeler (OVP Venture Partners), Hans Lundin (Integra Ventures), Artour Baganov (Private Investor, Alliance of Angels) - discuss valuation and how to present your company to Angel Investors.

### \* Mid Atlantic Early-Stage Venture & Angel Workshop

This is a full hour and a half of early-stage VCs and Angel Investors explaining exactly how to go about raising your first round of capital. This is one of the best workshop presentations we have produced to date and will significantly shorten your time to raising capital.

Investor Panel: Daniel Weitzel (Duane Morris), Tony Ricciardella (Grant Thornton), Roger Widing (SpaceVest), John May (Active Angel Investors & The Dinner Clubs), Rusty Griffith (Walker Ventures & Maryland Angels Council), Roland Oliver (Monumental Venture Partners), Jonathan Joseph, In-Q-Tel (CIA & Intelligence Community).

Feature: The video includes all 5 Powerpoint presentations from the investors.

## CONFERENCE CALLS:

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If you are the CEO of a company that is currently raising capital, listening to conference call audio will give you critical insights directly from VCs in your industry.

### \* Enterprise Software Investing

Listen to Amit Bhargava (eCentury Capital) and Chris Sugden (Edison Venture Fund) discuss trends in Enterprise Software Investing.

### \* Financial Services Investing

Listen to Craig Cognetti (Mellon Ventures) and Chris Sugden (Edison Venture Fund) discuss trends in Financial Services Investing.

### \* Hardware / Networking Investing

Listen to Raj Pai, Principal (CID Equity Partners), Roland Oliver (Monumental Venture Partners) discuss trends in Hardware / Networking Investing.

### \* Medical Device Investing

Listen to John Aplin, Managing General Partner, CID Equity Partners discuss trends in Medical Device Investing.

### \* Real Estate Investing

Listen to Henry Bandet, President, HG Capital discuss trends in Real Estate Investing.

### \* Security Investing

Listen to Don More, Senior Vice President, Udata Capital discuss trends in Security Investing.

### \* Wireless Investing

Listen to Ed Olkkola (Austin Ventures), Amit Bhargava (eCentury Capital) discuss trends in Wireless Investing.



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