

## Access to Venture Capital.

Through our relationship with the Foundation for Research Science and Technology (FRST) the Cluster is able to offer members the opportunity to meet with United States venture capitalist Chris Greendale. Chris has an impressive track record (see below) and has expressed an interest in seeing companies from the Health IT sector

Chris is looking for:

- Relatively early stage high growth companies looking \$\$ to grow rapidly (i.e. "early expansion stage").
- Size of investment depends on the company's needs, valuation, negotiated equity stake etc. They typically invest USD\$500k-\$5m and are now beginning to look actively outside the US. Check out <http://www.kodiakvp.com/kodiak/about/strategy.php> for more details.
- Having a US market focus would be sensible since this is where they can add greatest value

Interested Cluster members should prepare a 2 page summary of their company and strategic marketing plans. These should be returned to the Cluster by 23<sup>rd</sup> of February. Chris will then shortlist the companies he would like to meet with. The meetings will be one hour in duration and held in the FRST Auckland offices over the 7th/8th March.

### **PROFILE – Chris Greendale, General Partner, Kodiak Ventures**

*Chris Greendale has more than 25 years of software and technology services experience in sales, marketing, investment, and executive management that includes co-founding Cambridge Technology Partners, which had one of the most successful IPOs of the 1990s. As a General Partner, he primarily focuses on investments in the software and services segments but does reach across all of Kodiak's technology segments including communications and wireless, Internet and new media, and semiconductors and equipment. He also is on the boards of directors of the firm's portfolio companies including GlassHouse Technologies; HiWired; uLocate; and Vetro.*

*Prior to joining Kodiak, Chris was a seed investor in many successful technology companies. Most recently he served as Managing Director at Internet Capital Group and was a Venture Partner at GrandBanks Capital. In these positions he served as a board member for start-ups, including Clarify, and publicly traded companies including Surgency, and Context Integration, Inc. (acquired by eFORCE). He also served as Chairman of the Board for Breakaway Solutions, Inc., where he oversaw the company's IPO.*

*His other investments and board memberships during this time include Clarify, Inc., (acquired by Nortel Networks); Rubric, Inc., (acquired by Broadbase); ServiceSoft Technologies, Inc., (acquired by Kana); and MediaBridge Technologies, Inc., where he was Chairman of the Board and was instrumental in the company's acquisition by Engage. He also was an early, pre-IPO investor in Siebel Systems Inc.*

*In 1991 Chris co-founded and ran sales and marketing for Cambridge Technology Partners (CTP), a systems integration company. By 1997, CTP had reached \$600M in revenue with 4500 employees in 45 offices worldwide and enjoyed a very successful IPO.*

*Earlier in his career, Chris served as Vice President of Marketing for Oracle Corp., and Vice President of Marketing at Ingres.*

*In addition to his board memberships at Kodiak portfolio companies, Chris also serves on the board of Tumbleweed Communications Corp.*

*Chris is the Chairman of the East USA Aston Martin Owners Club. He hails from New Zealand, and is an accomplished golfer and ex-professional tennis player.*

*Chris holds a B.A. and an M.B.A. from Southern Illinois University.*