

Wednesday, June 9, 2010 (Day 1)

7:00 – 8:00 AM **CONTINENTAL BREAKFAST & CONFERENCE REGISTRATION**

8:00 – 8:15 **INTERNATIONAL TRADE ADMINISTRATION BRIEFING –
New Venture Capital Initiatives By The Department of Commerce**

Joel D. Secundy, Deputy Assistant Secretary for Services,
U.S. Department of Commerce, International Trade Administration

BRIEFING DETAILS:

In 2009, the International Trade Administration of the U.S. Department of Commerce had more than 12,000 export successes. Were your portfolio companies among them? If not, why? The International Trade Administration of the U.S. Department of Commerce has an innovative export pipeline initiative geared toward venture-backed companies that aims to ensure the competitiveness of U.S. venture capital firms and deepen the U.S. exporter base with the objective of unlocking a previously untapped group of new-to-export firms.

8:15 - 8:30 ***NVCA BRIEFING TO THE VENTURE COMMUNITY***

Mark Heesen, President, NVCA

8:30 **IBF*INTERNATIONAL BUSINESS FORUM WELCOME**

Alexandra Scott, CEO, IBF/International Business Forum
www.ibfconferences.com

8:30 – 8:45 **OPENING REMARKS FROM THE CHAIRMAN**

Dixon Doll, Co-Founder & General Partner, DCM

8:45 – 9:10 **2010 SPECIAL ACHIEVEMENT AWARD PRESENTATION**

This honor is extended by IBF to venture capitalists who, during their lifetime and career, have made notable contributions of outstanding significance to the VC community. Other recipients include: David Morgenthaler, Irwin Federman, John Mumford, Reid Dennis, and William Draper III.

2010 Honoree:

Dick Kramlich, General Partner & Co-Founder, New Enterprise Associates

9:10 – 10:00

THE TIMES ...THEY ARE A CHANGING!

THE RESURRECTION OF VENTURE CAPITAL

- Are we beginning a period of resurgence for VC investing
- What are the most significant economic, market and competitive dynamics shaping your current investment strategies
- Forecasts for the IPO market: is the window opening
- Words from the wise: what changes will we need to to make going forward

Panelists:

Gary Morgenthaler, General Partner, Morgenthaler Ventures

Sandy Miller, General Partner, Institutional Venture Partners

Dick Kramlich, Co-Founder & General Partner, New Enterprise Associates

Navin Chaddha, Managing Director, Mayfield Fund

Shawn T. Carolan, Managing Director, Menlo Ventures

Matt Howard, General Partner, Norwest Venture Partners

Moderator: Craig Dauchy, Partner, Cooley LLP

10:00 – 10:30

MORNING NETWORKING & REFRESHMENT BREAK

10:30 – 11:15

WALKING A TIGHTROPE: BALANCING THE NEW GP/LP PARADIGM

The most profound impact of the recent global financial crisis the venture industry has had to face is the reduction of capital to the VC asset class. With LPs forced to re-evaluate their asset allocation approach, the VC industry must adhere to the new rules and regulations presented by the institutional investor partner. This panel will examine different GP/LP investment structures, asset allocation, and global investment strategies.

Panelists:

Chris Douvos, Co-Head, Private Equity, The Investment Fund of Foundations

David York, CEO, Paul Capital Investments

Stefan Hepp, CEO and Founder, SCM Strategic Capital Management AG

Gregory V. Stento, Managing Director, HarbourVest

Moderator: Seth H. Blackman, Principal, CPA, Rothstein Kass

11:15 – 12:00 PM

LP REACTIONS TO NEXT-GEN FUND MANAGERS

Strategies being used by today's institutional investors to ensure access to the next generation of star VC performers

How are LPs reacting to the newly consolidated, transformed venture industry

Next-gen fund manager performance characteristics expected by LPs

Panelists:

Georganne Perkins, Managing Director, Fisher Lynch

Malcolm Goepfert, Director of Investments, The James Irvine Foundation

Anita Ng, Senior Consultant, Cambridge Associates

Judith Elsea, Co-Founder & Managing Director, Weathergage Capital

Jim Tullis, Founder, Tullis Health Investors/Tullis Dickerson

Moderator: Mark P. Tanoury, Partner, Cooley LLP

12:00 – 12:45

STAYING COMMITTED:

LIMITED PARTNERS SPEAK OUT ON WHY VC IS STILL AN ATTRACTIVE ASSET CLASS

Panelists:

Bret Jepsen, San Francisco City Retirement System

Rick Bolander, General Partner, Gabriel Venture Partners

Sven Weber, Managing Director, SVB Capital

Moderator: Paul Denning, Founder, Denning & Co.

12:45 – 1:45

LUNCHEON RECEPTION

1:00 – 1:45

LUNCHEON KEYNOTE PRESENTATION

Debby Hopkins, Chairman of Venture Capital Initiatives
Chief Innovation Officer, Citigroup

1:45 – 2:30

CORPORATES AND VCS: INNOVATION PARTNERING IN ACTION

The impact of corporate/VC collaboration in helping entrepreneurs accelerate commercialization.

These leading corporate innovation executives, joined by their VC partners, will discuss how they're working successfully with entrepreneurs; perspectives on the urgency, requirements and potential pay-off of partner relationships, and trends in corporate/VC collaboration.

Panelists:

Matt Murphy, General Partner, Kleiner Perkins Caufield & Byers

Cyriac Roeding, CEO, shopkick

Dion Lisle, EVP, Growth Ventures, Citigroup

Sonny Jandial, Brand Manager, P&G FutureWorks

2:30 – 3:00 Moderator: **Larry Downes**, Partner, The Bell Mason Group
AFTERNOON NETWORKING & REFRESHMENT BREAK

3:00 – 3:45 *Concurrent Sessions:*

Session A:

**HARNESSING HEAVYWEIGHT TEAMS:
BOARD MEMBER MANAGEMENT TO ENACT GROWTH STRATEGIES**

Panelists:

Jason Green, Founder & General Partner, Emergence Capital Partners
Kate Mitchell, Managing Director, Scale Venture Partners
Wade Woodson, General Partner, Sigma Partners
Sunil Dhaliwal, General Partner, Battery Ventures
Moderator: Jeff Kuhn, Managing Partner, FLG Partners

Session B:

**VALUATIONS:
CONSISTENCY EXPECTATIONS ACROSS SECTORS & STAGES**

Panelists:

Raman Khanna, Managing Director, ONSET Ventures
David Quinlivan, Managing Director, Saints VC
Wade Hansen, Managing Director, Cabrillo Advisors
Hany Nada, General Partner, GGV Ventures
Moderator: Owen Dahl, Partner, Moss Adams LLP

3:45 – 4:30 *Concurrent Sessions:*

Session A:

**EARLY STAGE EVOLUTION:
INNOVATIVE APPROACHES TO FUNDING TOMORROW'S
ENTREPRENEURS**

Panelists:

Ammar H. Hanafi, General Partner, Alloy Ventures
Rob Coneybeer, General Partner, Shasta Ventures
Venu Shamapant, General Partner, LiveOak Venture Partners
Jon Callahan, General Partner, True Ventures
Guido Hillebrands, CEO of Innoveas AG
Moderator: Thomas Caldwell, Managing Partner, Marin Financial Consulting Group

Session B:

SECONDARY MARKET INVESTING: WHO ARE THE NEW BUYERS?

Panelists:

Maximilian M. Schroeck, Managing Partner, Cipio Partners
Hans Swildens, Founder & Principal, Industry Ventures
Andrew Caspersen, Principal, Coller Capital
Nathan Werner, Vice President, Fund Evaluation Group
Paul T. Kangail, Principal, CPA, Rothstein Kass
Moderator: Scott Myers, Managing Director, Cogent Partners

4:30 – 5:15

Concurrent Sessions

Panel Discussion: Session A:

GLOBAL FUNDRAISING AT THE FOREFRONT

Panelists:

Mike Kelly, Managing Director, Hamilton Lane
George Arnold, Managing Principal, Knightsbridge Advisors
Robert M. Hofeditz, Partner, Probitas Partners
Neetesh Kumar, Partner, Rho Fund Investor
Kim Kaplan Gross, Partner, Cooley LLP

Moderator:

Vincent J. Calcagno, Principal, CPA, Rothstein Kass

Presentation: Session B

BENCHMARK ANALYSIS:

CAN THE U.S. VC INDUSTRY STILL COMPETE GLOBALLY?

Adj. Prof. Dr. Martin Haemmig
Senior Advisor on Venture Capital
Stanford University

5:15 – 7:00

COCKTAIL RECEPTION

Hosted by: **FLG Partners**

Thursday, June 10, 2010 (Day 2)

7:30 – 8:45 AM

CONTINENTAL BREAKFAST & NETWORKING

Hosted by: **SVB Capital**

8:00 – 8:55

BREAKFAST PANEL DISCUSSION

TODAY'S INVESTING: FINANCIAL, OPERATING OR CORPORATE?
Which model works best

Mark Bailey, Managing Director, DFJ Growth Fund
Gordon Ritter, General Partner, Emergence Capital
Rob Trice, Senior Managing Director, SK Telecom Ventures
Moderator: Douglas L. Hamilton, Managing Director, SVB Capital

8:55 – 9:00

WELCOME FROM CHAIRMAN

Navin Chaddha, Managing Director, Mayfield

9:00 – 10:00

FROM INNOVATION TO EXIT: RECIPES FOR SUCCESS

Panelists:

Navin Chaddha, Managing Director, Mayfield
Colin Stewart, Vice Chair, Morgan Stanley
David Lawee, Vice President, Corporate Development, Google, Inc.
Luis Avila-Marco, SVP Strategy & Corporate Development, Juniper Networks

Moderator:

Martin Giles, US Technology Correspondent, The Economist Newspaper

10:00 – 10:15
10:15 – 11:15

MORNING NETWORKING & REFRESHMENT BREAK
DONE DEALS: VC CASE STUDY ILLUSTRATIONS

This keynote panel will feature GPs who will share cutting edge information on three areas of innovation: IT, Clean-tech, and HealthcareIT. Each speaker will share specific experiences on select start-ups they backed over the past 18 months to illustrate the growth process; key strategies used to get each of these companies to financial milestones (i.e. B round); and other unconventional and conventional tools/methods employed to ensure competitive success.

Panelists:

Ajit Nazre, General Partner, Kleiner Perkins Caufield & Byers (IT)
Paul Holland, General Partner, Foundation Capital (Clean-tech)
Bryan Roberts, General Partner, Venrock (HealthcareIT)
Facilitator: Jeff Kuhn, Managing Partner, FLG Partners

11:15 – 12:00 PM

**THE NEW VENTURE ‘CATALYST’:
BUILDING CAPITAL INTENSIVE COMPANIES**
Growth Strategies To Achieve Success

Panelists:

Nancy Pfund, Managing Partner, DBL Investors
Mark Perry, General Partner, New Enterprise Associates
Peter Hebert, General Partner, Lux Capital
Moderator: Jeff Kuhn, Managing Partner, FLG Partners

12:00 - 1:00

LUNCHEON RECEPTION
Hosted by: Investment New Zealand

1:00 – 2:00

**THE RENAISSANCE OF THE IPO:
ACHIEVING LIQUIDITY AFTER A SLOWED ECONOMY**

Panelists:

Chad Keck, Vice Chairman, Needham & Company
Paul Matteucci, General Partner, U.S. Venture Partners
Scott Stanford, Head of Investment Banking – Digital, Internet, Media, Goldman Sachs
Jason Kent, Partner, Cooley LLP
Martin Pichinson, Co-Managing Member and Co-Founder, Sherwood Partners LLC
Moderator: Jim Anderson, President, SVB Analytics

2:00 – 5:30

INNOVATION FORECAST SESSIONS

2:00– 2:30

CONCURRENT KEYNOTE PRESENTATIONS

***THE FUTURE OF DISRUPTIVE INNOVATION* – Session A**

Steve Jurvetson, Founder & General Partner, Draper Fisher Jurvetson

***THE FUTURE OF CLEAN-TECH* - Session B**

Ira Ehrenpreis, General Partner, Technology Partners

2:30 – 3:30

Concurrent Sessions:

Session A:

HEALTHCARE IT

Panelists:

Lisa Suennen, General Partner, Psilos

Kaveh T. Safavi, VP, Global Lead of Healthcare Consulting
Internet Business Solutions Group, Cisco Systems

Susan Harmon, Director of Government Affairs, AthenaHealth

Moderator: Brandon Hull, General Partner, Cardinal Partners

Session B:

**CLEAN-TECH INNOVATION'S MOMENT TO
SHINE IN THE SPOTLIGHT**

Panelists:

Ravi Viswanathan, General Partner, New Enterprise Associates

John Rockwell, Managing Director, Element Partners

Bill Kingsley, Managing Director, EnerTech Capital

Moderator: Ira Ehrenpreis, General Partner, Technology Partners

3:30 – 4:00

AFTERNOON NETWORKING & REFRESHMENT BREAK

4:00 – 5:00

Concurrent Sessions

Session A:

DISRUPTION!

*How Social Media, Mobile Apps, New Devices, and This New Technology
Culture Is Changing Our World*

Panelists:

Todd Chaffee, General Partner, Institutional Venture Partners

Dan Burstein, Managing Partner & Founder, Millennium Technology Ventures

Neal Hansch, Principal, Rustic Canyon Partners

Moderator: Azita Arvani, Founder, The Arvani Group

Session B:

CLOUD SECURITY & ANTI-FRAUD INNOVATION

Panelists:

T.J. Rylander, Partner, In-Q-Tel

Randy Hawks, Managing Director, Claremont Creek Ventures

Eric Olden, Founder, CEO and Chairman, Symplified

Moderator: Robert Ackerman, Managing Director & Founder, Allegis Capital

5:00 – 7:00

COCKTAIL RECEPTION

Hosted by: Rothstein Kass

7:00

Conference Adjourns