Positioning You in the Global Marketplace



Wednesday, October 23, 2013

Rosewood Sand Hill Resort Menlo Park, CA

### Select Speakers Representing

Yahoo!

Virgin Gaming

Amazon Web Services

GPBullhound BMW i Ventures Accel-KKR

**Mooreland Partners** 

Orange

GrowthPoint Partners
Blumberg Capital

McAfee Playsino SAP AG

**American Express** 

**Brocade Communications** 

Stifel

Pacific Crest Ripple Labs Ribbon MuleSoft

**Promontory Financial Group** 

ecobee

Filip Technologies Fung Capital IBM Venture Capital Group

VMware

remote control productions GmbH

Autodesk Amex Ventures Mandiant NTT I<sup>3</sup> Blackstone

Intel Media Canaan Partners LUMA Partners Maker Studios

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# 2013 Global TMT Innovation Summit

Welcome to our Global Technology, Media and Telecommunications (TMT) Innovation Summit, where industry thought leaders tackle the strategic opportunities and issues shaping the global outlook for the TMT world of tomorrow.

We are excited to bring you this program.

### **TMT Leadership Team**

Victor H. Boyajian

Partner

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**Scott Singer** 

Partner London

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Natalie J. Spears

Partner Chicago

T +1 312 876 2556

natalie.spears@dentons.com

## Program Agenda

11:00 AM Registration 11:30 AM Lunch

11:45 AM Welcome Remarks

Victor Boyajian and Scott Singer, Partners, Dentons

11:55 AM Market Observations

Stafford Matthews and Ingrid Silver, Partners, Dentons

12:10 PM Global TMT Investment Trends

Join us as we take a look through the lens of leading venture capitalists, private equity investors and investment bankers. We'll explore the key areas within the tech, media and telecom sectors where investors are placing major bets in hopes of unlocking the next big thing and corporate players are actively pursuing strategic acquisitions to help keep pace.

Joe Savig, Principal, Accel-KKR Salil Pradhan, Partner, Draper Nexus Alec Dafferner, Partner, GPBullhound

Bruce Taragin, Managing Director, Blumberg Capital Doug Gonsalves, Managing Director, Mooreland Partners

Michael Hsieh, President, Fung Capital USA Investments

Victor Boyajian, Partner, Dentons, New York/Silicon Valley (moderator)



## Program Agenda

1:00 PM Fireside Chat

Ron Bell, General Counsel, Yahoo!

Natalie Spears, Partner, Dentons, Chicago

1:20 PM Break

1:40 PM Track sessions hosted by Sam Fifer and Robert Kramer, Partners, Dentons

Track A: The Rise of Cloud Computing

Compelling business metrics, customer efficiencies in usage and pricing, mobile opportunities, the promise of big data, security and the market for investments and exits are just a sample of what's in store as leading experts from across the cloud computing spectrum break it all down and take a look at what's still to come.

Monty Gray, Vice President Corporate Development, SAP AG
Mihir Shah, Corporate Development, Brocade Communications
Mark Baillie, Managing Director, Software and SaaS Investment Banking, Stifel
David Spitz, Managing Director, Software and Security, Pacific Crest
Bernard Huger, CFO, MuleSoft
Victor Boyajian, Partner, Dentons, New York/Silicon Valley (moderator)

Track B: Future Money: Last Days of Cash

The payments industry is in the midst of a transformation as barriers to new technologies are being deployed and competing solutions struggle to gain critical mass. Bitcoin has exploded on the venture scene but many wonder whether it can sustain its meteoric growth or instead give way to a more commercial platform. This panel will explore the major trends in payments today and share their views on where payments will be tomorrow.

Chris Larsen, CEO, Ripple Labs
Hany Rashwan, Co-Founder and CEO, Ribbon
Greg Gresh, CEO, MpayMe
Adam Shapiro, Director, Promontory Financial Group
Dr. Markus Jakkobsen, Co-Founder and CTO, FatSkunk
Tatiana Kruse, Partner, Dentons, London
Andy Roth, Partner, Dentons, New York (moderator)



## Program Agenda

2:30 PM Track A: Hardware 2.0

The age of software that has dominated technology over the last 30 years is rapidly giving way as the Internet becomes embedded in hardware and personal devices of all kinds. 3D printing, wearable computing devices, driverless automobiles and intelligent machines that learn from and communicate with each other are only part of the fundamental revolution occurring now in how humans use tools.

Dr. Ulrich Quay, Partner, BMW i Ventures Stuart Lombard, CEO, ecobee Jonathan Peachey, CEO, Filip Technologies Aubrey Cattell, Director of Strategy and Operations, Autodesk Stafford Matthews, Partner, Dentons, Silicon Valley (moderator)

Track B: Social Gaming and Gambling

Login as we explore the accelerating industry convergence of social gaming and online gambling. Hear from industry leaders on what factors help drive successful business and investments in the emerging US markets for social gaming and online/mobile gambling, as well as the intersection of both. Learn how the sector is dealing with payment and financial services, and continued impact of the Unlawful Internet Gambling Enforcement Act of 2006 (UIGEA) and anti-money laundering laws (AML).

Brock Pierce, Co-Founder and Executive Chairman, Playsino
Wim Stocks, Executive Vice President, Virgin Gaming
Christian kleißl, Director of Finance, remote control productions gmbh
Gerard Cunningham, Founder and CEO, Koolbit
Bill Gantz, Partner, Dentons, Chicago/Boston (moderator)

3:20 PM Track A: The Fallout from Prism and the Data Scandal

Recent scandals like Edward Snowden's revelations about PRISM and increasingly brazen acts of cyberwarfare have sent shock waves through Silicon Valley and around the world. Companies built on a strong vision of independence have admitted to sharing vast amounts of sensitive personal information with the U.S. Government. The public is also becoming increasingly concerned about bad actors, including governments, misusing sensitive information and spying on individuals, groups, corporations and governments. We'll explore the fallout from these scandals and strategies companies can employ to use of data and interact with governments in a manner that builds user trust and engagement while satisfying applicable law.

Jonathan Fox, Director of Data Privacy, McAfee Shane M. McGee, General Counsel and Vice President, Mandiant Kashmir Hills, Senior Online Editor, Forbes Tim Banks, Partner, Dentons, Toronto Scott Singer, Partner, Dentons, London Todd Daubert, Partner, Dentons, Washington, DC (moderator)



## Program Agenda

3:20 PM

Track B: Emerging Markets and Mobile - Possibilities and Potential Pitfalls

Looking to be a big fish in a smaller but rapidly growing pond? Then don't miss engaging this selection of leading corporate and venture players as they address the growth opportunities, challenges, competition and risks in leveraging mobile and related technologies to gain access to new avenues for revenues and profits in emerging markets.

Simone Brunozzi, Senior Technology Evangelist, Amazon Web Services Rohit Bodas, Vice President, Amex Ventures Sergio Catanzariti, Director, Network Architecture, Orange Silicon Valley Deborah Magid, Director, Software Strategy, IBM Venture Capital Group Mayan Mathen, Chief Technology Officer, NTT I<sup>3</sup> Joby Beretta, Dentons, Dentons, Dubai Jan Willem van den Boss, Dentons, London (moderator)

4:10 PM Break

4:30 PM Fireside Chat

Sanjay Poonen, General Manager of End-User Computing, VMware Ivan Brockman, Senior Managing Director, Blackstone

4:55 PM Now Playing on All Screens Everywhere

Digital distribution and mobile devices have changed the way that entertainment media is consumed, and as devices and distribution technologies continue to evolve, business models and revenue models are struggling to keep pace. When bandwidth and storage space expands, and costs and screen sizes shrink, what happens to revenues? This panel will discuss the latest disruptive distribution technologies, and their impact on business models and revenue opportunities for studios, recorded music companies and other traditional entertainment companies. Some of the questions that the panel will address include the strategic rationale for original programming initiatives by digital distributors, the future of the Theatrical and DVD windows, and whether ad supported video services can ever make economic sense in an increasingly mobile world.

Elizabeth Moody, Director of Business Development for Content, Intel Media Mark Mangiola, Venture Partner, Canaan Partners Kelly Day, Advisor, Maker Studios Brian Andersen, Partner, LUMA Partners Igor Ostrowski, Partner, Dentons, Warsaw Lisa Weiss, Partner, Dentons, New York (moderator)

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## Program Agenda

5:45 PM Fireside Chat

Alpesh Chokshi, President, International Payment Options, American Express

John Cromwell, Managing Director, GrowthPoint Technology Partners

6:10 PM Closing Remarks

Scott Singer and Natalie Spears, Partners, Dentons

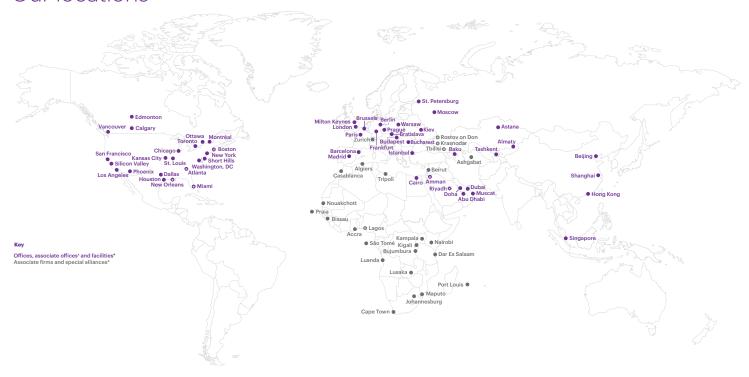
6:15 PM Reception on Vista Lawn

### **About Dentons**

Dentons is a global firm driven to provide a competitive edge in an increasingly complex and interconnected marketplace. It was formed in March 2013 by the combination of international law firm Salans LLP, Canadian law firm Fraser Milner Casgrain LLP (FMC) and international law firm SNR Denton. Dentons is built on the solid foundations of these three highly valued law firms. Each built an outstanding reputation and valued clientele by responding to the local, regional and national needs of a broad spectrum of clients of all sizes—individuals; entrepreneurs; small businesses and startups; local, regional and national governments and government agencies; and mid-sized and larger private and public corporations, including international and global entities.

Dentons' clients now benefit from approximately 2,600 lawyers and professionals in more than 75 locations spanning 50-plus countries across Africa, Asia Pacific, Canada, Central Asia, Europe, the Middle East, Russia and the CIS, the UK and the US who are committed to challenge the status quo and offer creative, dynamic business and legal solutions. For more information, visit dentons.com.

### Our locations





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## Speaker Biographies





#### **Brian Anderson**

Brian Andersen is a Partner at LUMA Partners, a strategic advisory firm focused at the intersection of media and technology. Brian is a seasoned strategy, corporate development and mergers and acquisitions executive and anchors LUMA's west coast presence from its Palo Alto office. With a decade on the "buy-side" of acquisitions, Brian has extensive experience setting strategy, executing acquisitions and successfully integrating acquired companies.





#### **Mark Baille**

Mark Baillie joined Stifel in connection with Stifel's acquisition of Thomas Weisel Partners in July 2010. He has over 13 years of experience in Technology Investment Banking with extensive experience advising leading software and SaaS companies across various domains including IT management, virtualization, enterprise security, supply-chain software, marketing and communications, analytics, e-commerce, engineering software, information management and storage. He has successfully sold clients to strategic buyers including IBM, Oracle, CA, BMC, Dell and EMC.

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#### **Timothy M. Banks**

Timothy M. Banks is the Canadian lead for Dentons' Privacy and Security practice. He advises clients on data lifecycle management, e-commerce, privacy disclosures, privacy and security contractual requirements, cross-border data transfers, cloud computing, data breach management, and corporate records and records retention matters. He also assists clients in navigating laws relating to Consumer Protection. Tim blogs on privacy and security issues at www.datagovernancelaw.com and on Twitter @TM Banks.

## YAHOO!



#### **Ron Bell**

Ron Bell is the General Counsel and Secretary of Yahoo! Inc., where he oversees the company's worldwide legal compliance and legal operations. Prior to becoming general counsel, Ron served for 13 years in a variety of roles at Yahoo, including most recently as deputy general counsel for global products and the Americas. Before joining Yahoo, Ron was senior legal counsel at Apple and worked in private practice with what is now the Dentons firm in Chicago.

#### **DENTONS**



#### **Joby Beretta**

Joby is a partner in the firm's Technology, Media and Telecoms group and is based in the Dubai office. He has over 12 years' TMT experience gained with an international law firm based in the UK and in-house internationally. He has an extensive range of experience including commercial, intellectual property, technology, e-commerce, outsourcing, media & entertainment, franchising, sponsorship, telecommunications, data protection, and sports law.

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#### **Rohit Bodas**

Rohit Bodas is a Partner at American Express Ventures and is responsible for early-stage investments for American Express' \$100 Million Digital Commerce Initiative. Prior to American Express, Rohit was founding member of Hartford Ventures and made investments in DriverSide Inc and Coulomb Technologies. Prior to Hartford Ventures, Rohit held various positions at Motorola in R&D, business development and at Motorola Ventures. Rohit has developed key mobile video and security technologies and holds two US patents.

#### **DENTONS**



#### Victor Boyajian

Victor Boyajian heads Dentons' legacy Venture Technology practice and is co-head of its legacy Technology, Media and Telecommunications sector. A recognized leader in his field, Victor focuses on representing emerging growth technology companies and Fortune 500 companies in a broad array of venture capital, private equity, merger and acquisition and strategic transactions from Silicon Valley to New York and beyond.





#### Ivan Brockman

Ivan Brockman is a Senior Managing Director with The Blackstone Group, leading the firm's corporate and M&A advisory group in Silicon Valley. Mr. Brockman advises companies in all sectors of technology. Prior to Blackstone, Mr. Brockman was the co-head of Citigroup's west coast technology investment banking efforts. In addition, Mr. Brockman was previously a Vice President with Goldman Sachs in technology investment banking and a corporate securities and M&A attorney with Wilson Sonsini Goodrich & Rosati. Mr. Brockman holds a B.S. with Distinction from Cornell University and a J.D. from the University of Pennsylvania Law School.

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#### Simone Brunozzi

Simone Brunozzi serves as a Senior Technology Evangelist for Amazon Web Services, focused on the Bay Area (San Francisco and Silicon Valley) and the rest of United States. He frequently mentors at tech accelerators worldwide. Since 2008, he has been Technology Evangelist for Amazon Web Services in EMEA, and then in APAC from 2010 to 2012. In 2010 he received the "2010 Cloud Evangelist of the Year" award. He writes his rumblings on www.brunozzi.com, and he's an early Twitter adopter: @simon.





#### **Sergio Catanzariti**

Computer Science graduate from University of Pisa, moved into valley in the early ninety working on ATM and broadband networking technology at a local networking company. He then moved at Orange Silicon Valley, an Orange innovation center in the valley, where he actually manages the program activities related to network architecture innovation and technology evolution working with local start-ups, vendors and research centers.





#### **Aubrey Cattell**

Aubrey Cattell is the Director, Business Strategy and Operations for the Autodesk Consumer Group, the team responsible for the Autodesk 123D product family. He is responsible for defining the consumer monetization strategy, leading the analytics efforts for the group and managing business operations both internally and with third party providers. Prior to joining the Consumer Group, he held a variety of business and product roles at Autodesk, including product line manager, business development lead and corporate development manager.

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#### Alpesh Chokshi

As President of the International Payment Options group at American Express, Alpesh is responsible for the company's global expansion of digital, prepaid and alternatives to banking payment solutions. Most recently, Alpesh oversaw the innovative launch of Bluebird, an alternative to debit cards and checking accounts, in partnership with Walmart. He also increased the company's international presence by launching gift cards in India, U.K. and Canada, and travel cards in Australia, Brazil, China, India, and South Africa.





#### **John Cromwell**

As Managing Director of GrowthPoint Technology Partners, John Cromwell focuses on software technologies, encompassing Internet, mobile, security, infrastructure and enterprise applications. Prior to co-founding GrowthPoint Technology Partners, John managed the Software and IT Services practice area at SVB Alliant, which he joined in 1996 as its first outside partner. Before Alliant, John was Managing Director of Bank of America's high-technology group, where was responsible for directing the bank's global high tech practice.





#### **Gerard Cunningham**

Founder & CEO of Koolbit, the first mobile casino company to offer players social and real money games. Previously, Gerard was Executive at Betfair-the leading online sports betting business. As President BetfairUSA, he led the acquisition and turnaround of TVG, the largest, legal, online betting business in the USA and the investment in Kabam, while successfully legalizing online wagering for horse racing in Illinois. Gerard is a Brit and spent the last 20 years in disruptive technology companies in Silicon Valley.

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#### **Alec Dafferner**

Alec is head of GP Bullhound's San Francisco office. With over fifteen years of technology investment banking experience, Alec has executed over 50 transactions for emerging growth companies in the U.S. and abroad, raising over \$10 billion in capital and advising on over \$3 billion in mergers and acquisitions. Prior to joining GP Bullhound in 2008, Alec was an Executive Director at UBS in the Global Technology Investment Banking group.

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#### **Todd D. Daubert**

Todd Daubert is a partner in the firm's Washington, DC office, and is chair of the legacy Communications and Technology Sectors with nearly two decades of experience advising companies on a broad range of technology, communications and privacy issues. Todd has extensive experience advising companies that are developing, integrating or deploying new technologies in transactional, regulatory, litigation and appellate matters. Leveraging his dual backgrounds in engineering and the law, Todd delivers innovative solutions that help clients achieve strategic objectives, minimize risk and deliver better business results.





#### **Kelly Day**

Over the past twenty years, Kelly Day has built numerous multi-platform brands and businesses at the intersection of content and commerce. Day's expertise in digital media and commerce makes her a sought-after speaker and commentator on the future of television, the evolution of online business models, and the disruption of traditional businesses through emerging technology. She has spoken at numerous industry events, including CES and Digital Hollywood, and is frequently interviewed by major media outlets including The Wall Street Journal, Bloomberg TV, Ad Age and Variety.

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#### Sam Fifer

Sam Fifer has extensive experience in the fields of intellectual property, and entertainment and media law, including litigation and counseling. He represents creators, owners and users of content, advising and litigating on issues relating to creation and use of content in the copyright, trademark, defamation, privacy, publicity and information management realms, and represents traditional as well as internet publishers. For more than twenty years, Sam has been identified as among a select group of lawyers in *The Best Lawyers in America* in the field of First Amendment Law. He is also an Adjunct Professor at Northwestern University Law School.





#### Jonathan Fox

Jonathan is Director of Data Privacy at McAfee. Previously, Jonathan was the Director of Privacy at eBay Inc., and before that, Sun Microsystems' Deputy Chief Privacy Officer. Jonathan regularly speaks on privacy issues, is on the International Association of Privacy Professional's Certification Advisory Board, and is co-author (with Michelle Dennedy and Tom Finnernan) of the soon to be published The Privacy Engineer's Manifesto: Getting from Policy to Code to QA to Value (Apress, January 2014).

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#### **Bill Gantz**

Bill Gantz is a trial lawyer with diverse experience representing manufacturing, technology, Internet, online gambling and entertainment clients in litigation, licensing and intellectual property matters nationwide. Bill has actively represented the Internet gambling sector since 2002 in patent infringement, commercial litigation and compliance matters (including the Unlawful Internet Gambling Enforcement Act). He is a former co-chair of the American Bar Association Gaming Law Section Subcommittee on Internet and Mobile Gaming.

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#### MOORELAND



#### **Doug Gonsalves**

Doug Gonsalves serves as a Managing Director at Mooreland Partners Silicon Valley office, where his focus is in the enterprise software and digital media sectors. During an investment banking career that spans over two decades, he has accumulated extensive experience providing strategic and financial advisory services to entrepreneurs, board members and financial sponsors active in the technology sector. Doug has advised on numerous domestic and cross border transactions involving major technology consolidators such as Citrix, IBM, Oracle, Hitachi, and Symantec, as well as leading technology-focused private equity firms.





#### **Monty Gray**

Monty Gray works at SAP as a Vice President of Corporate Development where he is responsible for SAP's acquisition strategy globally across all product lines. Since 2006, Monty has played a key role SAP's inorganic strategy with a diverse background in mergers and acquisitions, corporate investments, strategy, and technology. During this time, the Corporate Development team has successfully completed over 45 acquisitions as well as targeted strategic investments. Monty is a native of Northern California and holds an MBA from Santa Clara University.





#### **Greg Gresh**

Greg Gresh is currently CEO of North America for MPayMe, the company behind the global mobile business platform and phone app called ZNAP. Greg has successfully launched 3 pioneering startups in mobile commerce and emerging payments, and most recently spent 7 years with MasterCard as a Vice President in Advisors and Innovation Management. Greg has over 25 years of business development, product development and business management experience in Payments, e-Commerce and Consulting.

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#### **Kashmir Hill**

Kashmir Hill is a journalist based in San Francisco. As a senior online editor for Forbes Magazine, she covers privacy, technology, social media, hackers, and increasingly, Bitcoin.





#### Michael Hsieh

Michael Hsieh is the President of Fung Capital USA Investments, Inc., a venture capital firm investing in B2B technology companies that enable omni-channel retailing and supply chain efficiency. He has served on a number of corporate boards such as Li & Fung (BVI) Ltd., StudioDirect, Kosiuko, Danskin, Cyrk, Prism, ecVision and 500 Friends. Prior to joining Fung Capital USA Investments in 1986, Michael was a principal at R.H. Chappell Co., a venture capital company in San Francisco investing primarily in technology and bio-tech startups.





#### **Bernard Huger**

Bernard has over 14 years of experience in finance and corporate strategy for technology companies. Before joining MuleSoft, Bernard was Vice President of Investment Banking at J.P. Morgan, where he provided investment banking services to transformational and disruptive companies across the software, digital media, technology systems and cleantech sectors. Previously, he was Vice President at Stifel Nicolaus, where he provided venture capital, investment banking and advisory services to fast-growth private companies, as well as municipal and non-profit borrowers. Bernard holds a BS in Finance from Georgetown University and an MBA from the University of Chicago Booth School of Business. He is also a CFA charterholder.

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#### Markus Jakobsson

Dr. Markus Jakobsson is a leading voice in advising on advancements in understanding phishing, crimeware and mobile security. He specializes in research around applied security, ranging from mobile malware detection to improved user interfaces. He is CTO/co-founder of FatSkunk, a San Diego based mobile malware startup. Dr. Jakobsson has authored numerous books and more than 100 peer-reviewed conference and journal articles. In 2012, he released two books: The Death of the Internet and Mobile Authentication: Problems and Solutions. He holds more than 50 patents and more than 100 pending patents.





#### **Christian Keissl**

Christian Keissl is Financial and Commercial Director at Remote Control Productions. He has been with RCP for 2 years and is responsible for RCP and its eleven subsidiaries. Before his stay at RCP he worked 8 years as Financial Manager and Managing Director for an international conglomerate in textile production and merchandising. There he was responsible for the budget of three multinational group companies. The companies were located in Hong Kong, Paris and Munich.

### **DENTONS**



#### **Robert Kramer**

Rob Kramer is a partner and the Co-Chair of Dentons' national Patent Litigation practice. Rob is a trial lawyer based in Silicon Valley with decades of experience representing clients in patent cases throughout the country involving various technologies and products. He is a frequent author and lecturer on intellectual property law, and served as an adjunct professor of law at Temple University. Rob was recently on the Board of Governors of the Association of Business Trial Lawyers. He is one of the Firm's leading and most experienced patent litigators, and consistently honored as a "Super Lawyer" in Intellectual Property Litigation.

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#### **Tatiana Kruse**

Tatiana Kruse is a partner and legacy head of the IP, Technology and Communications practice in Denton's London office. Tatiana has acted for parties in many jurisdictions in relation to all the main forms of IT contracts, including contracts for software licensing and development; source code escrow; outsourcing and facilities management; software, hardware, data distribution and supply; support and maintenance; consultancy, implementation and integration; disaster recovery; body shopping; hosting services; software-as-a-service and cloud-based services; e-commerce including portal, on-line supply of financial services, and web-site audits; and ITTs and teaming agreements. She has particular expertise in data protection, including compliance, corporate policies and trouble-shooting.





#### **Chris Larsen**

Chris Larsen is CEO and Co-founder of Ripple Labs, the organization that first built the Ripple protocol. Ripple is an open source decentralized payment network and virtual currency. Mr. Larsen is also a former Co-founder and CEO of Prosper, a P2P lending marketplace and E-Loan, a publicly traded online lender. During his tenure at E-Loan, he pioneered the open access to credit scores by making E-Loan the first company to show consumers their FICO scores.





#### Stuart Lombard

Stuart Lombard is the CEO and President of ecobee, a Canadian company that introduced the world's first Wi-Fi enabled thermostats. Prior to founding ecobee, Stuart was a Partner at JLA Ventures. In 1998, he served as Co-CEO at Isolation Systems Ltd., which sold to Shiva Corporation 18 months after launching its VPN products. In 1994, Stuart co-founded one of Canada's first and largest internet service providers InfoRamp Inc

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#### **Deborah Magid**

Deborah Magid represents IBM's \$25B software business in the company's 13-year old Venture Capital Group. Deborah shares insights about emerging markets, technologies, and business models with venture firms and entrepreneurs around the world; while scouting for emerging business opportunities. As a director of strategy in IBM Software Group, she also brings insight from the venture community to the development of IBM's growth strategies. Deborah is responsible for fueling the ecosystem pipeline in strategic areas related to building a "smarter planet" and contributes to filling out the IBM product portfolio through M&A.





#### **Mark Mangiola**

For over 30 years, Mark has been an operating professional, coach, and investor in the digital media, next-gen content, and communications industries. He started his first cable company at 24 which he scaled from a team of 10 to thousands, with a strong philosophy of building a culture focused on a rich customer and employee experience. He subsequently became CEO of @Home Solutions (division of Excite@Home), President/CEO of Positive Communications, and EVP at KBLCOM/Time Warner.





#### **Mayan Mathen**

Mayan Mathen is the Chief Technology Officer of NTT i<sup>3</sup>, responsible for driving the Institute's technical vision and overseeing innovation efforts across cloud computing, information security, mobility and big data. Mathen is a creative visionary and passionate technologist, who has overseen major transformation initiatives across a range of technology domains for businesses around the world. He is also a liaison to senior executives at major U.S. technology companies and start-ups in managing joint technology development and commercialization efforts.

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#### **Stafford Matthews**

Stafford Matthews represents technology and energy companies worldwide in complex contract negotiations and the strategic development and exploitation of intellectual property and products, including the licensing and transfer of IP rights and technologies in domestic and international markets; inbound and outbound commercial transactions; antitrust and unfair competition matters in the US and the European Union; and structuring and negotiating cross border alliances, joint development ventures and other business arrangements, including corporate mergers and acquisitions.

### MANDIANT



#### Shane McGee

Shane M. McGee is General Counsel & Vice President of Legal Affairs at Mandiant. Most of his career has been spent practicing at large firms in the areas of data privacy and security law. Most recently, Shane spent eight years at SNR Denton (now Dentons) and ended his time there as a partner and co-chair of the Internet and Data Protection Group. Shane enjoys technology almost as much as he does the law, having worked as a programmer, consultant and instructor prior to law school. He is a Certified Information System Security Professional (CISSP).





#### **Elizabeth Moody**

Elizabeth Moody is a Director of Business Development for Content at Intel Media, where she leads deal negotiations and strategy for innovative digital channels. Prior to joining Intel, Elizabeth was Head of Strategic Partner Development for Music at YouTube focusing on development of YouTube's music business and on negotiating deals and managing relations with YouTube's music partners, including record labels and music publishers of all sizes. Before her business development roles, Elizabeth held positions as in-house music counsel at Google and in private practice at Davis Shapiro where she spent years offering business and legal advice to music and video digital media services.

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#### **Igor Ostrowski**

Igor Ostrowski is a partner at Dentons and head of IP, Technology & Communications Group in Poland and Central Europe. He has 18 years' experience in legal advisory for clients from the telecommunication, media and technologies sector in commercial matters and activities in Poland and in other Central and Eastern European states, including regulatory and intellectual property issues. He is a member of the *Multistakeholder Advisory Group* at the *Internet Governance Forum* 





#### **Jonathan Peachey**

Jonathan joined Filip Technologies in April 2013 from Sir Richard Branson's Virgin Group. Most recently Jonathan was CEO of Virgin Group in North America, where he also served on the Group's global executive partnership. He worked on the development of Virgin Mobile and was a founding director and CFO of Virgin Galactic, the world's first commercial space tourism operator, a co-founder of The Spaceship Company, and was on the founding team at Virgin America, one of the fastest growing airlines in the U.S, where he also served on the board.





#### **Brock Pierce**

Brock Pierce is a 10x entrepreneur best known for pioneering the market for virtual currency in online games. He has founded ten companies, acquired more than 30 others, and closed more than a dozen financing securing more than \$200 million on behalf of his companies. He is currently a Managing Director of the Clearstone Global Gaming Fund and sits on the boards of IMI Exchange, Xfire, Playsino, FGL, GoCoin, Five Delta, Evertune, Spicy Horse Games and the MasterCoin Foundation.

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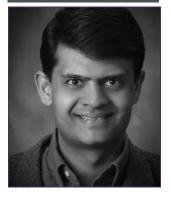


#### **Sanjay Poonen**

Sanjay Poonen joined VMware in August 2013 and leads the company's end-user computing business, bringing more than 20 years of technology industry experience. He is responsible for strategy, products, engineering and delivery across all of VMware's end-user computing solutions. Most recently, Poonen was president and corporate officer of Platform Solutions and the Mobile Division at SAP AG. During his tenure, he led all of SAP's industry business units, helping many solutions achieve industry-leading market positions.







#### Salil Pradhan

Salil is a Venture Partner with Draper Nexus, an advisor to a number of private & public companies and has serves on a number of boards including Santa Monica based MomentFeed. His focus is on enterprise software with an emphasis on verticals. In his previous life, Salil was the founder and Chief Technology Officer for HP's Enterprise RFID efforts, focused on retail and healthcare. A recognized thought leader in the enterprise space, Salil is the founder of two startups and has been issued over 50 US patents. Salil has a Masters in Computer Science from Northeastern University and Bachelors in Engineering from the University of Poona.

## BMW GROUP



#### Dr. Ulrich Quay

Dr. Ulrich has been working for the BMW Group for more than 13 years. He has been Managing Director of BMW i Ventures since July 2011. Ulrich is on the board of Chargepoint and MyCityWay. Before heading the Venture Group of BMW, Ulrich was a department manager in the legal department of BMW, both in Germany and England. He holds a phD in International Private Law.

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#### **Hany Rashwan**

Hany Rashwan is the founder & CEO of Ribbon, a payments company enabling transactions to occur inside of whatever platform the buyer already is on, whether that's directly on the Facebook news feed or within the Twitter stream directly. He was part of the youngest team to ever get accepted to AngelPad. He studied Computer Science at The Ohio State University.

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#### **Andy Roth**

Andy Roth is the legacy Co-Chair of Dentons' Global Privacy and Security Group. He has deep expertise enabling new technologies such as social, mobile, cloud and big data, with a specialization in large-scale systems that leverage proprietary and third-party data to drive actionable insights and organizational transformation. Andy's unique background in law and technology help him design client-focused strategies for accelerating new products and services to market with strict respect for personal privacy. Andy maintains close relationships with thought leaders in Silicon Valley, Washington, DC, and around the world and has gained a reputation as both a privacy advocate and technology evangelist.





#### Joe Savig

Joe Savig is a Principal at Accel-KKR. Prior to Accel-KKR, Joe was at Graham Partners, a private equity firm focused on buyouts of growth-oriented mid-market industrial companies and previously, Joe was in the Technology investment banking group at Deutsche Bank. Currently Joe serves on the Board of Directors of Accellos and Paymentus and is a former Director of Abrisa Industrial Glass, a mid-market fabricator of advanced flat glass components.

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Mihir H. Shah

Mihir joined Brocade in 2010. Currently, he is the Managing Director of Corporate Development and a member of Brocade's worldwide leadership team. He has responsibility for all M&A activities, divestitures and Brocade's venture program. Working with executive leadership team, Mihir also helps drive overall corporate initiatives. Prior to Brocade, Mihir spent 5 years at IBM in various roles including sales and corporate development. Prior to IBM, Mihir spent the early part of his career in investment banking and private equity. Mihir received his undergraduate degree from the University of Southern California, MBA from University of California, Irvine and has completed post graduate work at the Wharton School of the University of Pennsylvania.





#### **Adam Shapiro**

Adam Shapiro is a Director in Promontory Financial Group's San Francisco Office. He advises banks, money transmitters and other financial services companies on compliance and regulatory issues, with a particular focus on BSA/AML and consumer protection. Adam previously undertook a range of roles at the U.K. FSA, including leading the Retail Intelligence and Risk Team and serving as Private Secretary to the Chairman.

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#### **Ingrid Silver**

Ingrid Silver is a partner who has been involved in the communications sector for more than 12 years. She has special expertise in the provision of commercial, regulatory and corporate advice to the media sector, with a particular emphasis on new media services such as interactive and mobile content services, convergence, interactive television, IPTV and strategies involving tripleand quadruple-play.

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#### **Scott Singer**

Scott Singer is the legacy co-head of Dentons' Technology MT sector. He specializes in intellectual property law and commercial contracts, technology law and data privacy law. Scott is an expert in IP law, where he has advised leading rights owners on the exploitation, maintenance and protection of brands and industrial property rights and on the protection of new ideas, as well as advising some of the world's largest rights users on the spectrum of rights licensing and acquisition issues. Scott is also experienced in advising on data privacy law and has advised numerous data controllers and data subjects on all aspects of data privacy including binding corporate rules and global data transfers, data breaches, data protection audits and sharing and purchase of data.

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#### **Natalie Spears**

Natalie Spears is a trial lawyer and litigates cases in state and federal courts across the country involving a wide range of matters, including marketing and competition-related disputes, consumer class actions, commercial and real estate litigation, intellectual property, and media defense. She is lauded by clients as "tenacious and pragmatic" and is recognized for her courtroom achievements. As co-head of Dentons' global Technology, Media and Telecommunications sector, Natalie sets direction for the firm's commitment to exceptional client service.





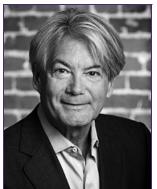
#### **David Spitz**

David Spitz joined Pacific Crest in 2004 and is a leader in the firm's software investment banking group, with an emphasis on software-as-a-service and cloud computing. Of his 23 years of investment banking experience, 16 years have been focused on the software industry. David's team has served as a managing underwriter on recent public offerings for Cornerstone OnDemand, ExactTarget, Imperva, Responsys, ServiceNow and Splunk. His advisory experience includes Plex's purchase by Francisco Partners; TOA's private placement; Gomez in its sale to Compuware; and IDeaS in its sale to SAS. Prior to Pacific Crest, David ran the global software and Internet investment banking practice at SoundView Technology Group. He began his career with CS First Boston it in its Technology Group. He holds three degrees from MIT: a B.S. in computer science, an M.S. in electrical engineering and an M.S. in management from the Sloan School.

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#### Wim Stocks

Wim Stocks has been a respected leader in interactive/electronic entertainment since 1990. In 2010, Wim joined the executive management team of the start-up Virgin Gaming, serving in the capacity of Executive Vice President. In this role, Wim helped launch the company and platform (summer of 2010), and sets strategic planning and execution for business development, partner, platform, retailer, and investor relationship management. Wim serves in a variety of external Board/Trustee capacities, including the Walker Art Center in Minneapolis and All England Enterprises (hospitality and real estate holding companies).

#### BLUMBERG CAPITAL



#### **Bruce Taragin**

Bruce has 20-years' experience as a venture capital investor, entrepreneur, technology investment banker and corporate attorney. Prior to joining Blumberg Capital in 1998, Bruce co-founded and held several senior management positions within technology companies including Charles River Computers. Bruce also structured and managed early-stage technology transactions at Hambrecht & Quist, Mayer Brown & Platt and Bankers Trust Company.

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#### **Lisa Weiss**

Lisa Weiss is a member of Dentons' Corporate practice. Her practice focuses on mergers and acquisitions, joint ventures, strategic alliances, venture capital transactions and licensing transactions. Lisa often represents companies in the music, film, games, digital media, technology and services sectors. Her experience includes transactions involving cable television, direct marketing, advertising and the Internet, as well as cross-border deals with companies in Europe, the Middle East, Asia and Latin America.

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#### Jan Willem van den Bos

Jan Willem van den Bos leads Dentons' dedicated Telecoms Group UKMEA and has over 15 years experience in advising clients up and down the value chain on strategic, policy, regulatory and transactional matters. He is currently working on telecoms projects in Kazakhstan, Poland, Saudi Arabia, Tanzania and the UK. Previously, Jan Willem worked at Ofcom, Standard Chartered Bank, the European Commission and the Institute for Information Law.