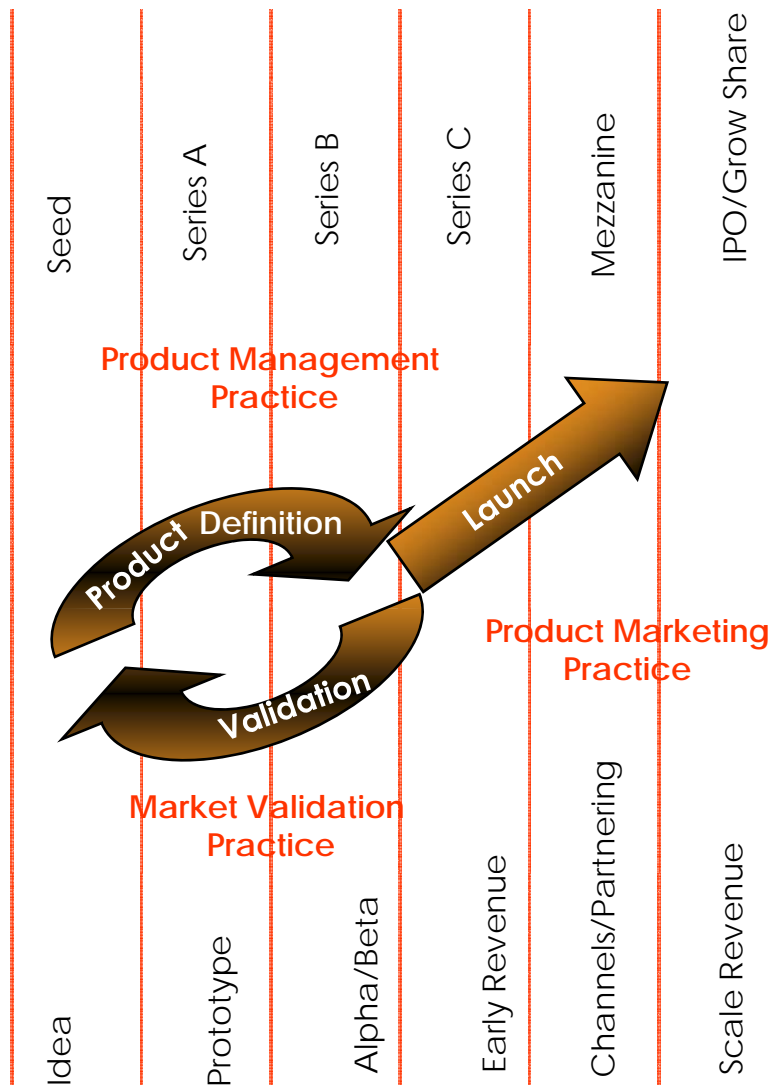




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ACT Venture Partners, Inc. is a consulting firm with a singular focus -- assisting both established and early stage start-up companies achieve rapid success with their business plans...

ACT Venture Partners' Practice Tools



Product Management

- Technical Writing
- PRD/MRD development
- Competitive Analysis
- Usage Scenarios
- Company/Product Positioning
- Market Sizing
- Market Segmentation Strategy
- Pricing
- Product Planning & Roadmaps
- Research

Market Validation

- 5000 C-Level IT Database
- Customer Presentations
- Product Teasers
- Sacred Truths Prep Guides
- Meeting Facilitation
- Focus Groups
- Post Meeting Analysis
- Validation Matrix
- Go To Market Strategy
- Strategic Alliances
- Merger /Acquisition Support
- Beta Programs

Product Marketing

- Business Plans
- OPEX Plan Development
- Messaging
- Launch Plans
- Channel Strategies
- White Papers
- Collateral Development
- Funding Due Diligence
- Sales Training
- US Company Porting

accelerate...



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Tom Garland has over 15 years of Business Development/Product Marketing experience ranging from pre funded start-ups on their way to IPOs to Fortune 1000 enterprises.

Tom specializes in working with both start up and established technology companies developing new market business strategies and analysis including funding and acquisition due diligence, market sizing, customer validation, partnership opportunities, strategic alliances, distribution programs, lighthouse sales deals with large recognized brands. He recently served at interim CEO for EverNote which culminated in a successful Series A financing. In addition, Tom has led a number of venture financings including a recent M&A transaction. Tom has helped launch a number of internationally based technology companies establish a presence in the Silicon Valley. His work often helps companies earn critical industry validation for their technology and has significant valuation impacts.

A 15-year Silicon Valley veteran with an MBA from the Stanford Graduate School of Business, Tom started ACT Venture Partners, Inc. after six years at Acuitive where the firm enjoyed thirty-five exit events. Tom's IPO experience includes his role as Vice President of Business Development, Syndication and Network Programming at HearMe/Mpath. Tom spent ten years in graphics, media and server systems at Silicon Graphics and Apple.

In addition to his work with many start-ups over the past ten years, Tom has also recently worked with Juniper Networks and Gryphon Investors, a leading private equity firm, assessing potential strategic acquisitions. In addition, Tom helped Extreme Networks and Avaya to develop tools to position their corporate strategic alliance.

Tom has developed a market validation practice with over 5000 IT contacts in Global 2000 companies. Tom's technical expertise coupled with his ability to succinctly capture and articulate our portfolio companies' value proposition is a critical success factor in helping to put together "Go To Market" strategies, product plans, and critical validation of customers, markets and channels which have become an absolute requirement for venture funding. Tom also has an extensive list of contacts in the venture capital and private equity community and has helped a number of companies close funding rounds at high valuations.

Tom is based in the Silicon Valley and can be reached @ (408) 867-5624

leadership...



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The ACT Venture Partners, Inc. model is based on the very successful equity portfolio model pioneered by Acuitive during its ten year history¹. In addition to playing interim roles and project roles, Acuitive was an LP in a number of VC funds including Accel, Sequoia and the Woodside Fund. Some successful exits include:

- ❖ Aarohi (Acquired by Emulex)
- ❖ Altaworks (Acquired by OpNet)
- ❖ Alteon Websystems (IPO/acquired by Nortel Networks)
- ❖ Amber Networks (Acquired by Nokia)
- ❖ Avanex (IPO)
- ❖ Atmosphere Networks (Acquired by Ditech Communications)
- ❖ BrightInfo/Annuncio (Acquired by PeopleSoft)
- ❖ Brocade (IPO)
- ❖ Datapower (Acquired by IBM)
- ❖ Extricity (Acquired by Peregrine Systems)
- ❖ Gain Technology (Acquired by Standard Microsystems Corp.)
- ❖ Hotrail (Acquired by Conexant)
- ❖ Ikanos (IPO)
- ❖ Kirus/Xelus (Acquired by Click Commerce)
- ❖ Maverick Semiconductor (Acquired by Broadcom)
- ❖ Netscreen (IPO, acquired by Juniper Networks)
- ❖ Packeteer (IPO)
- ❖ P-Cube (Acquired by Cisco)
- ❖ Pixstream (Acquired by Cisco)
- ❖ Promatory (Acquired by Nortel Networks)
- ❖ Redline (Acquired by Juniper Networks)
- ❖ Resonate (IPO)
- ❖ Riverhead (Acquired by Cisco)
- ❖ SJ Labs (Acquired by YMAX)
- ❖ Softcom (Acquired by Intel)
- ❖ Soundpipe (Acquired by Comdial Corporation)
- ❖ StratumOne (Acquired by Cisco)
- ❖ Switch On (Acquired by PMC-Sierra)
- ❖ TACIT Software (Acquired by Oracle)
- ❖ Topspin (Acquired by Cisco)
- ❖ Versatile Optics (Acquired by Vitesse)
- ❖ Velio (Acquired by LSI Logic)
- ❖ VxTel (Acquired by Intel)

experience...

¹ Acuitive's fund existed from 1996 to 2006. When the fund ended, ACT Venture Partners Inc. was founded by Tom Garland. Sample engagements include his work at both Acuitive and ACT Venture Partners, Inc.



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satisfaction...

"Tom's connections with IT professionals, especially on Wall Street, helped drive a lot of our early momentum around betas and early revenue traction."

Tom Kemp, Founder and CEO, Centrif

"Tom seamlessly integrated into our management team and was very hands on successfully managing our product and corporate marketing team. Tom has deep domain expertise in the wireless application and infrastructure space ...I highly recommend ACT Venture Partners."

Peter Meechan, Founder and CEO of Catalyst Mobile

"The validation due diligence service that Tom Garland put together was instrumental to Juniper Networks in a decision we made not to acquire a potential target.... Time has proven him right – in retrospect, it's clear that we dodged a bullet."

Spencer Greene, VP Corporate Development, Juniper Networks

"We were hitting on all cylinders in our core vertical markets this year. Tom did a great job of strategically segmenting our vertical markets to look for ancillary verticals that we could exploit for next year. He uncovered a number of channel opportunities that will further drive revenue."

Mike Murphy, CEO, InQuira

"We had been incubating a deal in house for some while with a well known serial entrepreneur. Tom's efforts to position the opportunity as an entirely new category really helped confirm what we suspected about the opportunity. Their objectivity, their network, their analysis and their customer meeting documentation really had a positive impact on our decision whether to fund."

Jon Feiber, General Partner, Mohr Davidow Ventures

"There is no other way to say it. ACT Venture Partners' efforts finding an OEM partner who had a strategic fit with our company's product line lead to the successful sale of the company to another public company."

Vatsan Kasturi, Founder and CEO Soundpipe, (acquired by Comdial Corporation)

"I have started three venture-backed companies in the past. I am a strong believer that early market validation can, very bluntly, mean everything between success and failure. I whole-heartedly recommend Tom to both early-stage investors and entrepreneurs thinking about starting a business in the IT space. This is the best use of seed money..."

Som Sikdar, EIR, serial entrepreneur, Founder Force10 Networks, CTO Gridron Systems

"Unlike consumer companies, most tech companies don't conduct many customer focus groups. They launch the product and see what happens. I don't know how they did it but Tom has access to very relevant IT professionals. The interaction of these individuals in the same room sharing war stories with us really was powerful and helped drive product and positioning strategy."

Alan Kessler, CEO of Attune Systems, Inc

"As a primarily Russian company entering the US market, Tom really helped us navigate the Silicon Valley. He also was instrumental in identifying and driving the largest revenue RFP win (Vonage) in our company's history."

Vladimir Greysukh, Founder and CEO, SJ Labs (acquired by YMAX)

"In testing new ideas and new products for new markets, you need to balance the dream and reality: you need to put forth what's new and put it in the best possible light, but you also need to be disciplined in interpreting -- rigorously -- what the market says back. ACT Venture Partners has developed a methodology that accomplishes both these things without sacrifice to either one"

David L. Gilmour, CEO Tacit Software, Inc. (acquired by Oracle)



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Questions?

Are we unique...? Is it fundable...?
Should we be acquired...?
How big is the market...?
Will my sales team understand our value...?
Can we get betas...?
What is our launch strategy...?
What's Cisco's response...?
Is it a 1.0 feature...?
How do we validate demand...?

We Got Answers....

contact....

Corporate Offices:

ACT Venture Partners, Inc.
104 Griffith Place
Los Gatos, CA 95030
408.867.5624 (Office)
408.868.4616 (Fax)
info@actventurepartners.com

