**Venture Capital & Private Equity / Domestic Firms**

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**Entrepreneur Partners**

2223 Avenida de la Playa
Suite 300
La Jolla, CA 92037-3218

**Phone:** 858-731-0300

**Mission Statement:** To provide the necessary capital and financial assistance to fund your venture through the full development cycle; also investing time and expertise to ensure that you will have the support and guidance needed during every major strategic decision and challenge your emerging company will face.

**Geographic Preference:** California, West Coast

**Fund Size:** $353 million

**Founded:** 1985

**Average Investment:** $8 million

**Minimum Investment:** $3 million

**Investment Criteria:** Start-Up, Early Stage, may participate in Seed Funding, Later-Stage Expansion and Buyout Opportunities

**Industry Group Preference:** Enterprise Services, Life Sciences, Networking, Semiconductors, Computer Related, Software, Technology

**Portfolio Companies:** Complete Genomics, Devicescape, Scoperta, Specific Media, VMIX Media

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**Entrepreneur Partners**

2000 Market Street
Suite 720
Philadelphia, PA 19103

**Phone:** 267-322-7000; **Fax:** 267-322-7001

**Mission Statement:** Entrepreneur Partners brings operating insight to the assessment and ownership of direct marketing companies in the middle-market.

**Geographic Preference:** United States

**Average Investment:** $3 to $10 million

**Minimum Investment:** $3 million

**Industry Group Preference:** Direct Marketing, Publishing, Retailing, Marketing

**Portfolio Companies:** AmeriFile, Peachtree Business Products, Northern Brewer

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**Entrepreneur Ventures**

101 Eisenhower Parkway
Suite 300
Roseland, NJ 07068

**Phone:** 973-467-0880

**Mission Statement:** Entrepia Ventures manages venture capital funds that invest in private technology companies in the United States and Canada. The company further funds the business development initiatives of these companies in Asian markets.

**Geographic Preference:** United States, Japan, Canada

**Founded:** 1999

**Investment Criteria:** Early-Stage, Expansion-Stage

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**Entrepreneurs Roundtable Accelerator**

214 West 29th Street
5th Floor
New York, NY 10001

**Mission Statement:** Helps startup companies accelerate their visibility, access, and credibility with customers, mentors, and investors

**Investment Criteria:** Seed

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**Entreprise Ventures**

**Education:** MBA, Cranfield School; Curtin University, Australia

**Background:** Strategy Practice, Arthur Andersen Melbourne; Strategy Consultant, McKinsey & Company/Mckinsey Global Innovation; Founder/CEO, Fresh Cosmetics; Physical Therapist (opened eight successful practices)
Venture Capital & Private Equity / Domestic Firms

**EONCAPITAL**

**Portfolio Companies:** Alumni Spaces, API Fortress, Blinkbuggy, Bunchcut, Connect2Care, Eventable, Ketchup, Place Pixil, Rollinglobe, SELECT

**687 EONCAPITAL**

**Phone:** 303-850-9300

**Mission Statement:** Our experience working with and in start-up businesses, prompted us to establish our own private venture funds. EonCapital Venture Fund I and II invest in seed and early-stage Software as a Service (SaaS) and mobile application businesses. Like the creative entrepreneur, we saw a problem and desired a solution. Our goal is to help fill the funding gap for entrepreneurs of seed and early-stage companies. As entrepreneurs, we understood what it takes to build a company from the ground up and the challenges presented from concept through development and into the growth phase.

**Investment Criteria:** Start-Up, Seed-Stage, Early-Stage

**Industry Group Preference:** Software as a Service, Mobile Applications

**Key Executives:**
- **Dave Carlson,** Managing Director
  - **Education:** BA, Communications, Bethany College; MS, International Business Management, Thunderbird School of Global Management
  - **Background:** Founder, Go Toast; Founder, conMedia
  - **Directorships:** MobileStorm

**Founded:** 2000

**Fund Size:** $1.5 billion

**Average Investment:** $20 - $100 million

**Minimum Investment:** $1 million

**EOS PARTNERS LP**

**320 Park Avenue**

**New York, NY 10022**

**Phone:** 212-832-5800; **Fax:** 212-832-5815

**Mission Statement:** To work with stellar management teams and provide strategic and financial expertise and knowledge in order to grow businesses into industry leaders.

**Geographic Preference:** National

**Fund Size:** $1.5 billion

**Founded:** 1994

**Average Investment:** $20 - $100 million

**Minimum Investment:** $1 million

**Investment Criteria:** Lower Middle Market, Growth Equity, Recapitalizations, Buyouts, Acquisitions, Shareholder Liquidity, Corporate Divestitures

**Industry Group Preference:** Consumer Products, Consumer Services, Energy, Healthcare Services, Business to Business, Transportation, Logistics, Media

**Portfolio Companies:** Addus Healthcare, Arbonne, BeavEx, Country Fresh, CRS Proppants, KeyImpact Sales & Systems, MC2, Mercury Media, ProEnergy Services, RCG Global Services, Residential Mortgage Services, ShelterPoint Life, Summit Business Media, True Science

**Key Executives:**
- **Steven M Friedman,** Managing Partner
  - **E-mail:** sfriedman@eospartners.com
  - **Education:** AB, MBA, University of Chicago; JD, Brooklyn Law School
  - **Background:** VP, Citibank, NA; General Partner, Odyssey Partners

- **Brian D Young,** Managing Partner
  - **E-mail:** byoung@eospartners.com

**Education:** AB, Harvard University

**Background:** General Partner, Odyssey Partners; Managing Director, First Boston Corporation

**Beth L. Bernstein,** Chief Financial Officer/Chief Compliance Officer

**E-mail:** bbernstein@eospartners.com

**Education:** BS, Fairleigh Dickinson University; CPA

**Background:** Senior Accountant, Coopers & Lybrand

**Brian MacHale,** Managing Director, Business Development

**E-mail:** bmachale@eospartners.com

**Education:** BA, International Hotel Management, Shannon College, National University of Ireland

**Background:** Managing Director, Business Development, Del Mar Asset Management; Managing Director, Sales & Marketing, LibertyView Capital Management

**Renata Cirne,** Director, Business Development

**E-mail:** rcirne@eospartners.com

**Education:** BS, Accounting & Finance, University of Maryland

**Background:** Manager, Portfolio Accounting Group, Bisys-RK; Alternative Investments; Senior Fund Accountant, AllianceBernstein

**Evan Steen,** Senior Portfolio Manager

**E-mail:** esteen@eospartners.com

**Education:** BA, Brown University; MBA, Columbia Business School

**Background:** Mitchell Hutchins Asset Management

**Daniel Friedman,** Portfolio Manager

**E-mail:** dfriedman@eospartners.com

**Education:** BA, Yale University

**Background:** Research Analyst, Corsair Capital Management; Investment Banking Analyst, Natural Resources Group, Goldman Sachs

**Haley Chrystie,** Associate

**E-mail:** hchrystie@eospartners.com

**Education:** BA, Political Science, University of California, San Diego

**Background:** Morris Polich & Purdy LLP; Pett Kohn Ingrassia & Lutz

**EPIC PARTNERS**

**116 W 23rd Street**

**New York, NY 10011**

**Phone:** 646-375-2123; **Fax:** 646-349-3460

**Mission Statement:** A merchant banking firm focused exclusively on investing in the education and training sector.

**Founded:** 2000

**Investment Criteria:** Minimum $2 Million in EBITDA

**Industry Group Preference:** Training, Education

**Portfolio Companies:** Oasis Children’s Services, University of Sint Eustatius School of Medicine

**Key Executives:**
- **Robert Puopolo,** Partner
  - **E-mail:** rtpuopolo@epicpartnersllc.com
  - **Education:** AB Economics, Harvard University; MBA, Harvard Business School

- **Peter Yoon,** Principal
  - **E-mail:** pyoon@epicpartnersllc.com
  - **Education:** AB Economics, Harvard University; MBA, Harvard Business School

- **Directorships:** Helma Institute; Oasis Children Services
690  **EPIC VENTURES**  
15 West South Temple  
Suite 500  
Salt Lake City, UT 84101  
Phone: 801-524-8939  
info@epicevc.com  
www.epicevc.com  

**Mission Statement:** To invest in companies positioned to become leaders in the technology industry.

**Geographic Preference:** Mountain & Western States  

**Industry Group Preference:** Early-Stage  

**Investment Criteria:** Early-Stage  

**Fund Size:** $60 million  

**Portfolio Companies:** SolutionReach, SpinGo  

**Other Locations:** Mobile, Virgin Mobile  

**Key Executives:**
- *Nick Efstratis,* Managing Director  
  **Education:** BS, Entrepreneurship, Brigham Young University; MBA, Marriott School, Brigham Young University  
  **Background:** Business Development Group, Excite; Founder, Management Team, NetDocuments; Founder, Ranchlife Adventures  
  **Directorships:** Pivot Solutions, Q Therapeutics, Zettacore, Everspin, $3 Wireless  

- *Damon Kirchmeier,* Director  
  **Education:** BS, Oregon State University; MBA, University of Utah  
  **Background:** President, Rockwell Time, USA; Partner, Auxano Funding; Managing Director, InnoVentures Capital Partners  
  **Directorships:** Maxcyte, Mediquest Therapeutics, Apellis Pharmaceuticals, enGene  

- *Ryan Hemingway,* Director  
  **Education:** BS, Psychology, MSS, Economics, Utah State University; MBA, University of Oxford  
  **Background:** Zions Bank Capital Markets Group; Nevada State Bank  
  **Directorships:** Cabot Corporation; Consultant, Kline & Co.  

- *Katie Szczepaniak Rice,* Senior Associate  
  **Education:** BS, Engineering, Massachusetts Institute of Technology; MBA, University of Chicago  
  **Background:** Strategic Market Analyst, Cabot Corporation; Consultant, Kline & Co.  
  **Directorships:** Luvu, DOTGO, Figaro  

- *Chris Stone,* Advisor  
  **Education:** University of New Hampshire; MBA, Harvard Business School  
  **Background:** CEO, SiCortex; CEO, StreamServe; Vice-Chairman & Co-CEO, Novell; Founder, Tilion; Data General  
  **Directorships:** iovation Software  

**Other Locations:** Boulder, CO; London; Tokyo  

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691  **EPIDAREX CAPITAL**  
7910 Woodmont Avenue  
Suite 1210  
Bethesda, MD 20814  
Phone: 301-298-5455; Fax: 301-357-8517  
www.epidarex.com  

**Mission Statement:** Epidarex Capital is a venture capital fund that invests in early-stage, high-growth life science companies in the Unites States and United Kingdom. Their focus is on providing start-up and growth equity capital to young companies currently developing commercial applications of novel research.

**Geographic Preference:** United States, United Kingdom  

**Industry Group Preference:** Life Sciences  

**Portfolio Companies:** Apellis Pharmaceuticals  

**Other Locations:** 4F Le Gratte-Ciel Building 3  
5-22-3 Shimibashi, Minatoku  
Tokyo 105-0004  
Japan  
Phone: 81-3-6459-0258  
20 Charlotte Square  
Edinburgh EH2 4DF  
United Kingdom  
Phone: 44-131-243-3700  

**Key Executives:**
- *A. Sinclair Dunlop,* Managing Partner  
  **Education:** MA, International Relations, Syracuse University; MA, Political Economy, Glasgow University; MBA, Columbia Business School  
  **Background:** MASA Life Science Ventures  
  **Directorships:** Maxcyte, Mediquest Therapeutics, Apellis Pharmaceuticals, enGene  

- *Kyparissia Sirinakis,* Managing Partner  
  **Education:** Boston College School of Management  
  **Background:** Founder & Managing Director, WomenAngels.net; MLSV  
  **Directorships:** Correlogic Systems, Envisioner Medical Technologies, FASgen  

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692  **EPLANET CAPITAL**  
99 Almaden Blvd  
Suite 600  
San Jose, CA 95113  
Phone: 408-236-6500; Fax: 408-554-6600  
siliconvalley@eplanetcapital.com  
www.eplanetcapital.com  

**Mission Statement:** ePlanet Capital seeks to partner with management teams and offer the contacts, resources, and expertise necessary to help portfolio companies achieve growth and success.

**Geographic Preference:** United States, Asia, Europe  

**Founded:** 1999  

**Investment Criteria:** Growth Capital, Expansion Stage  

**Industry Group Preference:** Internet, E-Commerce, Semiconductors, Electronics, Wireless, Telecommunications, Healthcare, Medical Technology, Green Energy, Energy Efficiency, Gaming  

**Portfolio Companies:** Baidu, End2End, Focus Media, Friendi, High Power Lithium, HiSoft Technology, International, iKang, Moreens, Nasbe Networks, Newgen, OrderDynamics, Palringo, Silicon Mitus, Skype, Tribe Mobile, Virgin Mobile  

**Other Locations:** Singapore, Hong Kong, China  

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Venture Capital & Private Equity / Domestic Firms

**EQUINOX CAPITAL**
41 West Putnam Avenue
Greenwich, CT 06830

**Mission Statement:** Equinox Capital makes equity investments in small to medium sized companies facing constraints and provides the corporate environment necessary to help build emerging market leaders.

**Founded:** 1996

**Investment Criteria:** Owner Recapitalizations, Add-On Acquisitions, Growth Capital, Management Buyouts, Turnarounds

**Industry Group Preference:** Healthcare, Communications

**Portfolio Companies:** Care Management Technologies, Infrastructure Development Finance Company

**Key Executives:**
- **Asad Jamal,** Founder/Chairman/Managing Partner
  - **Education:** BSc, London School of Economics
  - **Background:** Peregrine Investment Holdings

- **Dennis Atkinson,** Managing Partner, London
  - **Education:** BS, Physics, Exeter University; MBA, Harvard Business School
  - **Background:** Principal, Softbank Europe Ventures; Global Product Manager, Reuters Business Information

- **Jerry Ilhuy Cho,** Managing Partner, Beijing
  - **Education:** BEng, Dongguk University, Seoul; MS, Electrical Engineering, University of Southern California
  - **Background:** Samsung Electronics

- **Amira Atallah,** Managing Director, Silicon Valley/Chief Financial Officer
  - **Education:** BA, Economics, University of California, Davis; CPA
  - **Background:** Deloitte Tax LLP; Arthur Andersen

- **Hemant Khatwani,** Vice President, Bangalore
  - **Education:** BMS College of Engineering; MBA, Indian Institute of Management
  - **Background:** AMP Capital Investors; Project Finance & Principal Investments, Infrastructure Development Finance Company

**Equitek Capital**
3659 Green Road
Suite 101
Beachwood, OH 44122

**Mission Statement:** Equitek Capital is a venture capital firm that focuses on growth-stage deals. The firm invests in companies in the technology sector.

**Investment Criteria:** Growth Stage

**Industry Group Preference:** Technology

**Portfolio Companies:** Allen Technology, Chorum Technologies, DFT Microsystems, Eclipse Aviation, Embedded Planet, Flarion Technologies, Fsona Communications, QuickSilver Technology, Viztec

**Key Executives:**
- **Ken Ehrhart,** Founding Managing Director
  - **Education:** BA, University of California, Berkeley
  - **Background:** Director of Research, Gilder Technology Report

- **Greg Somer,** Founding Managing Director
  - **Education:** BSEE, MIT; MSE, Stanford University
  - **Background:** Manager, New Products Planning Group, Cypress Semiconductor; Foreign Exchange Derivative Specialist, J.P. Morgan; BNP

- **Paul Grim,** Founding Managing Director
  - **Education:** BSME, MIT; MBA, MIT Sloan School of Management
  - **Background:** Strategy Managing Consultant, Telecoms and Media Group, Gemini Consulting; Coopers & Lybrand France; IT Specialist, IBM France/CGI

- **Hemant Khatwani,** Vice President, Bangalore
  - **Education:** BMS College of Engineering; MBA, Indian Institute of Management
  - **Background:** AMP Capital Investors; Project Finance & Principal Investments, Infrastructure Development Finance Company

**Equity South**
2855 Marconi Drive
Suite 370
Alpharetta, GA 30005

**Mission Statement:** Pursues acquisitions or substantial equity investments in businesses with revenues from $10 million to $50 million and who have growth potential from internal efforts or through acquisitions.

**Geographic Preference:** Northeast, Southeast, Southwest

**Fund Size:** $42 million

**Founded:** 1987

**Average Investment:** $3 million - $5 million

**Minimum Investment:** $1 million

**Investment Criteria:** Mezzanine, LBO, Recapitalizations, Controllblock Purchases

**Industry Group Preference:** Services, Software, Manufacturing, Distribution

**Portfolio Companies:** American Screen Art, Carstar, F.B. Leopold Company, Loyaltyworks, PaySys International, PolyVision, Saunders, Sports & Recreation, VCG, VisAER

**Key Executives:**
- **Douglas L Diamond,** Managing Director
  - **Education:** BS, University of Virginia
  - **Background:** CPA, Arthur Anderson and Co.; Director,
**Equus Total Return**

8 Greenway Plaza
Suite 930
Houston, TX 77046

Fax: 212-671-1534
Toll-Free: 888-323-4533
info@equuscap.com
www.equuscap.com

**Mission Statement:** Focuses on the potential for long-term capital gains or a combination of capital gains with some level of current income.

**Geographic Preference:** United States

**Fund Size:** $70 million

**Founded:** 1983

**Average Investment:** $15 million

**Minimum Investment:** $1 million

**Investment Criteria:** Recapitalizations, Acquisitions

**Industry Group Preference:** Consumer Products, Distribution, Industrial Equipment, Medical & Health Related

**Portfolio Companies:** Equus Energy, Equus Media Development Company, Infinia Corporation, Orco Property Group, PalletOne, Inc., Spectrum Management, Trulite

**Key Executives:**
- Alessandro Bendetti, Executive Chairman
  - Background: CEO, SAE Capital
- Directorships: Attali Investment Partners, SPQR Capital Holdings, Cadogan Petroleum, Versatile Systems
- John A Hardy, Chief Executive Officer
  - Background: Professor, University of British Columbia
- Directorships: Versatile Systems
- Kenneth L Denos, Director
- Gregory J Flanagan, Director
- Henry W Hankinson, Director
- L’Sheryl D Hudson, Senior Vice President, CFO & CCO
- Bertrand Des Pallieres, Director
  - Background: Global Head of Structured Credit, JP Morgan
- Directorships: Orco Property Group, SPQR Capital Holdings, Cadogan Petroleum, Attali Investment Partners, Versatile Systems, Euromax Capital, Grblobal Finance
- Richard F Bergner, Director
- Fraser Atkinson, Director
  - Background: KPMG
- Directorships: Versatile Systems

**Escalon Capital Partners**

300 West Sixth Street
Suite 2230
Austin, TX 78701

Fax: 512-651-2100
www.escalatecapital.com

**Mission Statement:** A mezzanine firm that invests in later stage companies experiencing growth. Escalate Capital focuses on the technology industry, particularly the tech-enabled services, healthcare and Internet sectors.

**Investment Criteria:** Mezzanine, Growth Capital, Permanent Working Capital, Acquisitin Financing, Recapitalizations, Later Stage

**Industry Group Preference:** Software, Mobile, Wireless, Tech-Enabled Services, Healthcare, Medical Devices

**Portfolio Companies:** Acocolade, Adapty, Allconnect, Arcadia, Artericyote, BlackDuck, Certona, ControlScan, Donuts, Distillery, eFolder, Entrada, FireApps, Fishbowl, Glowpoint, HealthX, HotChalk, J.Hiblurn, Kareo, Livelnent, MarketForce, MoPro, Motionsoft, Needle, OneCommand, OwnerIQ, PaySimple, Peerless Network, Pluexia, Revionics, Signiant, SportVision, Viverae, WorkFront

**Other Locations:**
- 150 S Almaden Blvd
  - Suite 925
  - San Jose, CA 95113
  - Phone: 408-200-0095

**Key Executives:**
- Tony Schell, Managing Director
  - Education: BBA, MBA, University of Texas
- Background: Managing Director, Comerica Bank; Imperial Bank; The Sabre Group; Coopers & Lybrand; MBank Dallas; First Gibraltar Bank
- Ross Cockrell, Managing Director
  - Education: BA, Harvard University; MBA, University of Texas
- Background: General Partner, Austin Ventures; Lomas Financial
- Simon James, Chief Financial Officer
  - Education: BBA, University of Washington
  - Background: Chief Administrative Officer, Technology & Life Sciences Division, Comerica; VP, Semiconductor Industry, Silicon Valley Bank
  - Larry Bradshaw, Principal
  - Education: BS, Duke University; MBA, University of Texas
- Background: Associate, Healthcare Corporate Finance Group, JP Morgan; Research Analyst, Joel Mogy
  - Investment Counsel
  - Chris Julich, Principal
  - Education: BA, Wake Forest University
  - Background: Senior Market Manager, RBC Centura Bank; VP, Technology & Life Sciences Group, Comerica Bank; Associate, Capital Investment Partners

**Eschelon Energy Advisors**

712 Main Street
Suite 2200
Houston, TX 77002-3290

Phone: 713-546-2621; Fax: 713-546-2620
tsg@eschelonadvisors.com
www.eschelonadvisors.com

**Mission Statement:** Eschelon Energy Advisors provides private equity capital to companies in the energy sector with the objective of giving its partners the chance to become involved in the growth of the North American energy industry.

**Geographic Preference:** North America

**Average Investment:** $5 million

**Minimum Investment:** $500, 000

**Investment Criteria:** Management, Business Plan, Co-Investors, Valuation

**Industry Group Preference:** Energy, Oil & Gas

**Portfolio Companies:** Itron, Strand Energy

**Key Executives:**
- Tom Glanville, Managing Partner
  - Education: BS, Economics, University of Virginia; MS, Mineral Economics, Colorado School of Mines
- Background: Reliant; Enron Corp.; Bankers Trust Company
  - Directorships: Itron, Chroma Exploration & Production, Strand Energy