



E. Floyd Kvamme

Kleiner Perkins Caufield & Byers
General Partner



Meet the Venture Capitalists

“Ad” Venture Capital

We are Co-Conspirators...

Q: What do Apple, Adobe, Aldus, Businessland, DigiDesign, MacroMind, Microsoft, ON Technology, Radius, Shiva, Sun Micro, SuperMac, Sybase, Symantec and Lotus have in common?

Hiring Your Venture Capitalist

- Like hiring any other key member of your team
- Interview several candidates
- Evaluate their skills, contacts, energy level and experience
- Check out their references

**Kleiner Perkins Caufield & Byers
and Doerr, Dolbec, Heller, Khosla, Kvamme, Lacroute,
Lally, Mackenzie, Maxfield and McKenna (=KPCB)**

- Venture capital is a service business
- All of us are Macintosh users
passion for product
- Significant operating experience,
especially marketing
- Can be coaches, mentors...
but **DON'T RUN YOUR COMPANY**

KPCB Macintosh Investments

- Businessland, D/FX, Lotus
 - MacroMind, NetFRAME, ON Technology
 - Outbound, Radius, Sybase
 - Symantec, TOPS (Sun)

Since 1972

- KPCB has backed 183 companies...
- Market value now \$20 billion, 30,000 jobs...
- Investments of \$400M now worth > \$2 billion...
- More important, \$4 billion for managers employees
- Probably more successful Macintosh ventures out there...
... and we're looking for them

We're Looking For

- Network aggressive and innovative
- Multimedia
- End-user programming systems
- Component software (object orientation)
- Talented developers–Software Publishers
and
- More functional, reliable system software

Key Success Factors

- Technical excellence
- Outstanding, experienced management
- Strategic focus
- Reasonable financings
- Sense of urgency



The power to be your best