



Technology Venture Investors

John R. Johnston, Partner

Technology Venture Investors (TVI)

- Founded 1980
- \$270 million under management
- Four investment partners
- Outstanding track record

TVI Partners

- Burt McMurty
 - BSEE Rice, PhD. EE Stanford
 - 12 Yrs Operating experience (GTE)
 - 20 Yrs Venture Capital experience
- David Marquardt
 - BSEE Columbia, MBA Stanford
 - 5 Yrs Operating experience (Xerox)
 - 11 Yrs Venture Capital experience

TVI Partners

- Bob Kagle
 - BSEE GMI, MBA Stanford
 - 7 Yrs Operating and Consulting experience
 - 6 Yrs Venture Capital experience
- John Johnston
 - BA Princeton, MBA Harvard
 - 5 Yrs Far East investment experience
 - 7 Yrs Venture Capital experience

Examples of Investments by TVI Partners

Adaptec

Altera

Cadnetix

Compaq

Cirrus

Linear Technology

Microsoft

Outbound Systems

Quantum

Rolm

Seagate

Stratus

Sun Microsystems

Sybase

VeriFone

Strong Focus on Software and Systems Investments

- All partners like and understand these areas
- This is our continuing strategic interest

Active Investor Orientation

- Partners have operating backgrounds, but
- We don't want to run your business, only
- Offer our advice and support

Tightly-knit Partnership

- A consistent interface to work with
- Independent, knowledgeable, low-key
- Responsive and informed decision-making

What TVI Looks For

- Differentiated technology
- Opportunity to dominate a market
- Outstanding management



The power to be your best