

Monte Jade January VC Forum:

## “Trends in Venture Investing”

Date: Thursday, January 17, 2008

Time: 6:30 pm

Location: China Stix Restaurant, 2110 El Camino Real, Santa Clara, CA  
95050

Tel: (408)244-1684

Topic: Trends in Venture Investing

What are VCs investing in nowadays? Cleantech, social networking, IPTV, semantic web, sports media, consumer services, WiMax, and biotech are just a sample of sectors that have generated significant VC interests in the last twelve months. More importantly, the VC industry is going through a transition period where questions like the following have been raised:

- Should VCs stay local or try to become global?
- Should VCs specialize or remain as generalists?
- Will VCs become PEs and PEs become VCs?
- Is VC investments in China a bubble or the first wave of an important trend?

Please join us for an evening of lively panel discussion that will include interactive dialogue and audience Q&A with our distinguished panel of venture capitalists.

### **Moderator:**

**Mr. Frank Lin(林宜範), Principal, Newbury Ventures**

### **Panelists:**

**Mr. Tim Chang(張天民), Principal, Norwest Venture Partners**

**Mr. David Lam, Vice President, The Carlyle Venture Group**

**Mr. Prashant Shah, Managing Director, Hummer Winblad Venture**

Registration: [www.MonteJade.org](http://www.MonteJade.org)

Fee: Member \$25, Non-member \$30, Student \$20, Extra \$5 for site registration

Please register in advance and pay on site

Information: Please visit Monte Jade Website [www.montejade.org](http://www.montejade.org)

Panelists Bio:



Timothy Chang(張天民)

Tim brings a combination of operational, technical and international business experience to Norwest Venture Partners. Tim focuses on investments in wireless and digital media as well as business development initiatives in Asia-Pacific. Tim has recently invested in 3Jam, a multiparty mobile text messaging platform and service, and has joined the board of directors. Tim also works with the boards of TestQuest, deCarta and Double Fusion.

Prior to joining NVP in 2006, Tim was a principal at Gabriel Venture Partners where he was actively involved in over a dozen wireless-related deals and led Gabriel's investments in Iridigm Display Corporation (acquired by Qualcomm), Eyespot, Sequoia Communications, Sandbridge, and Kajeet. He also contributed to the boards of Placeware (acquired by Microsoft) and Arula Systems (acquired by Raritan), TestQuest, NextG Networks, and IPWireless. Tim built Gabriel's wireless sector practice and helped establish business development capabilities through strong, strategic relationships across the wireless value chain, particularly in Asia-Pacific.

Prior to joining Gabriel, Tim spent more than five years working in Japan. He was a product manager at Gateway Inc. where he successfully launched direct-marketed PC servers in the Japanese market and quickly grew an enterprise product line into a full offering of network desktops, workstations, servers and configurable turn-key solutions. Prior to Gateway, Tim was a development engineer for General Motors. As a tri-lingual engineer based in Tokyo, Tim led project teams in China, Korea and Japan in the development, testing and sales of advanced chassis control systems for clients such as Toyota and Daewoo.

Tim began his career in venture capital in 1999 during his time at Stanford Business School as part of the founding team of CTR Ventures K.K., a venture accelerator in Tokyo focused on seed and early-stage mobile consumer applications for the Japanese market.

Tim currently serves on the advisory boards of the Wireless Communications Alliance (WCA), IBD Under the Radar, Digital Hollywood, VC Task Force Wireless SIG, Silicon Valley Chinese Wireless Association, as well as the IBF Wireless Investor Summit.

*Tim holds an MBA from Stanford Graduate School of Business, where he was an Arjay Miller Scholar, and an MS in electrical engineering/system engineering as well as a BS in electrical engineering from the University of Michigan.*



**David J. Lam**  
**Vice President, San Francisco , CA**

David J. Lam is a Vice President focused on U.S. venture and growth capital opportunities in wireless and wireline telecom, hardware systems, and IT services. He is based in San Francisco.

Prior to joining Carlyle, Mr. Lam served as Director of Business Development at Panasas, Inc., a Carlyle portfolio company that develops distributed network storage systems. While at Panasas, Mr. Lam structured OEM partnerships, managed product pricing and positioning, and built an ecosystem of technology alliances. Previously, he held marketing and business development positions at CIENA Corp., ONI Systems, Cisco Systems and Proxim, and worked in the M&A group at Robertson Stephens & Company. Prior to joining Robertson, Mr. Lam served as an Executive Fellow in the administration of California Governor Pete Wilson.

Mr. Lam received his M.B.A. from the MIT Sloan School of Management, where he was a Merit Scholar and recipient of the Patrick J. McGovern, Jr. Entrepreneurship Award. He earned his M.A. in sociology and B.S. in industrial engineering from Stanford University, and completed coursework at Beijing University.

Mr. Lam serves on the Board of Directors of Actelis Networks and as an Observer on the Board of Directors of Air2Web and Ingenio. He is on the Executive Management Committee of the Asia America Multi-Technology Association (AAMA).



**Prashant Shah**  
**Managing Director, Hummer Winblad Venture**

Prashant Shah, Managing Director, joined Hummer Winblad in December 2000. He has been instrumental in many investments including Baynote, Bridgestream, Cenzic, InMage, Jareva Technologies, Krillion, Scalent, SyncVoice, Tizor and Voltage Security. He also observes a number of these boards. In addition, Prashant is an active Charter

Member of TiE Silicon Valley ([www.tiesv.org](http://www.tiesv.org)), where he is Chair of the Software SIG; and a member of the Board of Trustees for Astia ([www.astia.org](http://www.astia.org)).

Prior to Hummer Winblad, Prashant spent many years defining and launching high tech products. His background spans all seven layers of the OSI stack with product management roles at enCommerce (acquired by Entrust), Cypress Semiconductor and AT&T. Prashant received a BS in Electrical Engineering from the University of Illinois at Urbana-Champaign, and an MBA from the University of Chicago.

## **Moderator:**



**Frank Lin**  
**Principal, Newbury**

Frank has spent six years in the venture capital industry. At Newbury, Frank focuses on components and software investments. He is a Board observer at [Sensor Platforms](#), [Andigilog](#), and is involved with Newbury's investments in [BDNA](#), [MetaLINC](#)S, and [Echovox](#), and [NextBio](#).

Prior to joining Newbury in 2004, Frank was a Principal at Panasonic Ventures, the venture capital arm of Matsushita Electric, where he helped drive investments in P-Cube (acquired by Cisco), Premier Retail Networks (acquired by Thomson), Raindance (RNDC), and MontaVista Software. While at Panasonic Ventures and Panasonic Incubator, Frank structured numerous revenue-generating partnerships between Panasonic's business units and other technology companies.

Prior to Panasonic Ventures, Frank was an investment banker at Salomon Smith Barney's Global Technology Group in San Francisco with deal experience in M&A, equity offerings and private placements for semiconductor, software, and networking equipment companies. Previously, Frank was a Financial Analyst in the M&A Group of Salomon Smith Barney in New York. Frank was also a Summer Associate at Goldman Sachs Investment Banking Division in Hong Kong.

Frank holds an A.B. with honors in Applied Mathematics from Harvard and an M.B.A. from the Haas School of Business at the University of California at Berkeley.

Frank enjoys architecture, hiking, and jazz. He and his wife currently live in the East Bay.