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Dallas Business Journal



Fast Tech

Awards Reception

Thursday, May 17, 2001

Wyndham Anatole

Chantilly Ballroom

Agenda

- 6:00 p.m. Cocktails and Networking
- 7:00 p.m. Welcome
Wally Gruenes,
Partner and High Technology Leader, Andersen
- 7:10 p.m. Keynote Address
Pallab Chatterjee,
Executive Vice President, i2 Technologies, Inc.
- 7:40 p.m. Awards Presentation
Huntley Paton, Publisher, Dallas Business Journal;
David Johnson, KRLD NewsRadio
- 8:10 p.m. Champagne and Dessert





NINTH ANNUAL
FastTech50

Landmark Investments

The following companies are representative of Sevin Rosen ventures from distinctly different market segments and timeframes.

- Capstone Turbine (Energy technology)
- CIENA (Optical networks)
- Citrix (Remote server computing)
- Compaq (Personal computers)

Size of Investments

Typically Sevin Rosen invests from \$4 million to \$15 million in a given company over time. Ultimately, the size of the initial investment required, determines the partnership's level of interest in a new venture. Occasionally, the firm provides seed funding in a range of \$100,000 to \$500,000 for selected very early-stage entrepreneurial teams with a particularly compelling technology or product concept.

Investment Philosophy

Sevin Rosen has maintained a very consistent approach to investing, based upon a fundamental belief: the laws governing the development of successful companies and businesses remain constant over time.

The hallmarks of a Sevin Rosen investment are:

- Breakthrough technology and products
- A rapidly growing market opportunity
- The experience, vision, and energy of the team
- A clear, compelling business model
- A strong and extensible competitive advantage

While Sevin Rosen's offices are located in California and Texas, the firm invests throughout the United States. The partnership also invests on a selective basis in European and Asian ventures.



Sevin Rosen Funds

With Dallas offices on the historical 16th Floor of The Galleria, Sevin Rosen Funds is a respected, top tier venture capital firm with a track record of funding successful companies since 1981. The partnership has consistently made early-stage investments in pioneering technologies and companies with the potential to create new markets many from Dallas' Telecomm Corridor. Past portfolios have included telecommunications, computer hardware, enterprise software, and semiconductor companies. Today, the Sevin Rosen portfolio emphasizes optical networking systems and components, wireless communications, and Internet infrastructure software and service companies. The firm also continues to make investments in other compelling technologies and products. The partners' broad range of venture and operating experiences in technology companies translates into a sustained commitment and contribution to the building of successful businesses.

More than Money

Sevin Rosen has a recognized record of helping entrepreneurs take their ventures from the concept stage to the development and launch of well-managed, successful businesses. The partners offer portfolio companies support in both the strategic and operational aspects of building an enterprise. Entrepreneur teams also benefit from the firm's extended network of relationships with key individuals in the corporate, investment banking, M & A, legal, and investor communities. Sevin Rosen's general partners, entrepreneurs-in-residence, associates, and venture partners all play significant roles in helping portfolio company executive teams to position their ventures for long-term market success.



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Abcor Services, LLC
Alliance Telecom, Inc.
Allied Riser Communications
Assembly Solutions, Inc.
ASSET InterTech, Inc.
Attenza
Aztec Systems, Inc.
AzTech Solutions, Inc.
BAG, Inc.
Bloom Technologies
C I Host
Chorum Technologies, Inc.
Corban Communications
Data Return Corporation
Discovery Resources
eLevel, Inc.
ePartners, Inc.
esoftware, inc.
Geniant
i2 Technologies
InfoSphere Incorporated
Innovative Managed Care Systems, Inc.
Intrusion.com, Inc.
Mericom
MetaSolv Software, Inc.

MH2Technologies
Millbrook
National E Commerce Corp.
Navigator Systems, Inc.
Newbridge Information Services, Inc.
Optimal Solutions Integration, Inc.
Paragon Innovations, Inc.
Pegasus Solutions, Inc.
PFK e-Business Systems, Inc.
Plexon Inc
Progressive Database Systems, Inc.
Sage Telecom, Inc.
SCA Technologies Corporation
Springbow Solutions
Stonebridge Technologies
SVTronics, Inc.
Tactica Technology Group
Test Chip Technologies Inc.
Texas Barcode Systems
Texatronics, Inc.
ThePlanet
ThinkSpark
TimeVision, Inc.
TransCore, Inc.
Wasp Bar Code Technologies



Brobeck Firmwide Highlights

- Over 400 M&A engagements in the last 2 years
- Over 700 VC deals in the last 2 years
- 397 public offerings in the last 5 years
- MergerStat ranked Brobeck #1 law firm in completed deals in 2000

Who Can You Trust?

With more than 950 attorneys worldwide involved in virtually every specialty area of the law, Brobeck, Phleger & Harrison LLP provides a single, proven resource for dealing with the myriad legal issues that businesses face today. We work by the philosophy that our clients deserve premier legal counsel, measurable value for services delivered and 24/7 service. You can trust us to deliver results that matter, both in the boardroom and in the courtroom.

Our clients tell us they expect expert legal advice from a law firm of Brobeck's size and reputation. In fact, it's our ability to deliver more – to be responsive to their needs, stay focused on their business objectives, and deliver innovative solutions – that has earned Brobeck the reputation as the “go to” firm in “break-the-company” matters.

At the outset of every engagement, we sit down with clients to discuss goals, fees, timelines, and what Brobeck can do to complete projects within budget. Just what you should expect from a business partner.

With today's business environment moving at hyperspeed, your law firm should deliver beyond expectations. When the matter is of critical importance, it is time to talk to Brobeck.

Who Can You Count On When Your Future Is At Stake?

At Brobeck, half of the work we do focuses on helping emerging companies succeed. We work with entrepreneurs and management teams to transform ideas into multibillion-dollar business ventures. Need capital? Going public? Ready to acquire a competitor? Adding top talent to your team? Looking for bigger space? Brobeck's Business Groups work with clients to all that done – and more.

The other half of what we do is to defend clients' interests and protect their assets. Brobeck's litigation groups are among the most respected in America. They made front-page news in New York by winning nine jury trials involving keyboard injury claims. They helped a San Diego client win the largest compensatory damage award in California history, and they secured the most comprehensive class action resolution in the history of United States litigation.

When facing a “bet-the-company” issue, there is no stronger ally to have on your side than Brobeck. The firm you can count on when your future is at stake.

TECH Fast

Brobeck

ATTORNEYS AT LAW

Brobeck. When your future is at stake.™

Brobeck in Dallas

The Brobeck Dallas office opened one year ago to expand Brobeck's presence in the Dallas market as well as capitalize on the enormous growth of the technology sector in North Texas. Located north of downtown Dallas, Brobeck is situated in an ideal location to represent companies throughout the Dallas/Fort Worth Metroplex. The office, comprised primarily of Business & Technology attorneys, specializes in venture capital financings, mergers and acquisitions, public offerings and everything in between. Attorneys in Dallas regularly work with specialists from other offices to provide our clients seamless representation in all practice areas.

The Dallas team represents emerging growth companies at various stages of development, as well as a number of prominent venture capital firms and investment banks. We work with entrepreneurs to sharpen their business plans and identify alternative financing approaches, develop strategies that preserve and protect intellectual property, and provide initiatives that help attract and motivate key personnel. In addition, we regularly counsel companies through public offerings, mergers and acquisitions, and corporate partnering agreements.

We represent large, publicly-traded companies in all practice areas, involving mergers and acquisitions, technology transactions and public reporting requirements. Our Technology attorneys represent clients in a variety of intellectual property transactions including strategic alliances, licensing transactions, joint development agreements, outsourcing projects and patent prosecution.

Texas Deal Highlights

- Counseled i2 Technologies, Inc. in several acquisitions, including \$9.3 billion acquisition of Aspect Development and acquisition of SupplyBase
- Counseled American Airlines in its multibillion-dollar outsourcing agreements with Sabre
- Represented in Tantau in its \$350 million acquisition by 724
- Represented DuPont Photomasks in its \$246 million IPO
- Need VC deal
- Need VC deal



DR. PALLAB CHATTERJEE
Executive Vice President
i2 Technologies, Inc.

Keynote Speaker

Dr. Pallab Chatterjee joined i2 Technologies in January 2000, and directs i2's Supply Chain Management solution suite.

The former senior vice president and chief operating officer of Texas Instruments, Chatterjee brings a unique blend of skills to i2, including global management experience and an in-depth understanding of i2's solutions from a customer's perspective.

Chatterjee joined Texas Instruments in 1976. He held the position of Vice-President/Director of Semiconductor Process and Design Center until 1989. He held the position of Vice-President/Director R&D until 1992. He was elected in 1992 as Senior Vice President and Chief Technical Officer, Semiconductor Group and Director of Research and Development/Technology. Under his leadership, Texas Instruments' Technology Labs became known as a standard for excellence acknowledged by both academia and industry.

In January 1995, he was appointed to the position of President, Personal Productivity Products at Texas Instruments. In that role he contributed to increasing Texas Instruments' market share and managed more than \$1 billion worldwide business. In February 1997, he was elected to the National Academy of Engineering. In May 1997, he was appointed as Senior Vice President and Chief Information Officer. As CIO, he implemented a large-scale supply chain management system using i2's solutions.

During Chatterjee's tenure at TI he was a Texas Instruments Senior Fellow in 1985, an IEEE Fellow in 1986 and received the IEEE J. J. Ebers Award in 1986.

Chatterjee is a fellow of the Institute of Electrical and Electronic Engineers and a member of the National Academy of Engineers. He has been awarded numerous patents and has written several publications on the high technology industry.

Chatterjee received his master's and doctoral degrees in electrical engineering from the University of Illinois. He received his bachelor's degree in electronics and communication engineering from the Indian Institute of Technology, Kharagpur, India. As a student of the Indian Institute of Technology, he was awarded the President of India Gold Medal for curricular excellence and the B.C. Roy Memorial Gold Medal for extracurricular excellence.



Tel2pica





Client satisfaction leader

Andersen named client satisfaction leader in Dallas/Fort Worth. Every two years, Emerson Research Company, Ltd. evaluates different markets for client satisfaction. In 1997/1998, Emerson's previous study of clients of professional service firms in Dallas/Fort Worth, Emerson rated Andersen number one in overall client satisfaction. Emerson's 1999/2000 study of clients of the Big Five in the Dallas/Fort Worth metropolitan area has shown once again that Andersen is number one in client satisfaction. Andersen received five star ratings in four key categories: Audit and Accounting Services, Knowledge of Client's Business, Partner Responsiveness, and Staff Responsiveness.

Highlights of Emerson's 2000/2001 Big Five Entertainment/Media/Communications Industry client satisfaction study. In the increasingly complex world of communications, media and entertainment, Andersen helps our clients create value. In the rigorous Emerson client satisfaction study of U.S.-based entertainment/media/communications companies, Andersen excelled. Our firm:

- Distinguished itself as the Overall Client Satisfaction leader among the Big Five accounting and consulting firms*
- Achieved five star rankings in three categories of client satisfaction: Partner Responsiveness, Staff Responsiveness and Audit & Accounting Services
- Placed first or second in 12 of 15 categories of satisfaction
- Set new benchmark standard in Contribution to Client's Success category
- Earned the highest composite service delivery score (average score across all categories of satisfaction)
- Has the largest market share for recurring services (*co-leader)

Serving technology and communication companies

Andersen is the leader in serving emerging and established technology and telecommunications organizations. Currently, we are assisting the most progressive and dynamic technology firms in addressing key business issues. We foster **close personal relationships** with our clients, allowing our professionals to transfer our industry experience and knowledge to help our clients succeed. If these successful technology firms can trust us to provide value-added industry experience and knowledge to their business, so can you.



Initial public offering experience

We understand the issues that drive increases in shareholder value. Our experience will enable us to assist your company in complying with various legal and reporting requirements before, during, and after the public offering. Our objectivity and experience will assist you in selecting strategies that will maximize shareholder value and minimize financial risks and burdens. Our firm has the experience required to provide services meeting your current needs relevant to the initial public offering, including:

- Assisting in preparation of the registration statement
- Working closely, on your behalf, with the SEC prior to and during the registration process
- Conducting audits for required entities and periods
- Preparing a comfort letter, which will be required by the underwriter
- Assisting you in the selection of an investment banker and attorneys

Recent Dallas IPOs

Allegiance Telecom

Allied Riser Communications

Luminant Worldwide

PFSweb

Radiologix

Serving emerging companies

Despite Andersen's distinguished list of large technology and communication clients, our roots have been established in serving emerging businesses.

Andersen understands what emerging companies need and expect from a professional services firm. Emerging businesses face special challenges and unique opportunities. You need resources and support from a team who can share your vision and who will take a proprietary interest in your success.

We are a recognized marketplace leader in serving emerging companies. With strong advisory capabilities and a talent for helping management "grow" their business, we audit more of the *INC.* 500 fastest growing companies than any other professional services firm.

You can look to your team as **trusted business advisors**, and that is how we will view our relationship with you. We want to become **involved in your business**, sharing our experience with you and providing you with **sound guidance**, a **fresh perspective** and **creative ideas** to support your business.

Andersen provides start-up and entrepreneurial companies with close personal service in areas critical to their success, including:

- Stock-based compensation and planning
- Tax structuring
- Minimization of state income and franchise taxes
- Development costs
- Developing finance function practices
- Research and development credits
- Revenue recognition

Industry team contact

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