

Calibre One

# index

Quarterly review of the investment ecosystem  
in Europe & North America



Quarter Four 2011

Calibre One : International Executive Search

# Calibre One Recent Assignments

Think Finance - COO  
Investors: Sequoia Capital,  
Technnology Crossover Ventures



Treasury Intelligence Solutions - SVP Sales Europe  
Investors: Target Partners



madvertise - MD UK  
Investors: Earlybird Venture Capital,  
Team Europe Ventures



Lavante Inc. - COO  
Investors: Venrock, ATA Ventures, SAP Ventures



LivingSocial - SVP Merchant Services  
Investors: J.P. Morgan, Lightspeed Ventures,  
Amazon.com



PetFlow Inc. - VP Operations  
Investors: Westwood Ventures,  
Lightspeed Venture Partners



Sutherland Global Services - VP Sales Europe  
Investors: Oak Investment Partners,  
Standard Chartered Private



Frontier Silicon - VP Strategy & Business Affairs  
Investors: Azini Capital, Imagination Technologies,  
Alta Berkeley, ACT Venture Capital,  
BlueRun Ventures, Mitsui Private Equity



# Foreword

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## Welcome

Established in 1999, Calibre One is a leading, international Executive Search firm based in Europe and North America.

Calibre One specialises in building main board and senior management teams for Venture Capital and Private Equity backed software, hardware, business services, communications, cleantech and internet businesses. We work with investors in North America, Europe, Asia Pacific, Latin America, South Africa, and Israel.

The Calibre One Index is a comprehensive review of the investment ecosystem in Europe and North America. The Index details the VC investments made in technology firms and some of the moves made by the people that lead those firms. Published in Europe and North America every January, April, July and October, the Calibre One Index is compiled by Calibre One – the world's leading technology Executive Search firm.

## James Brocket Managing Partner – Europe



For many 2011 was a horror story, an *annus horribilis*, however others will reflect on a year where they feared the worst yet emerged relatively unscathed. In fact, business was pretty damned good. Despite the Eurozone crisis lurching from bad to worse and sentiment remaining at what is possibly an all-time low, investment in technology remains reasonably robust.

For obvious reasons, Q4 is never a barnstorming quarter and most measures are down in most regions. The overall trend though remains extremely positive indeed. Not long ago people were ringing the death knell of VC. The reality is very different. I have been saying for a long while now that the VC-backed companies that we are seeing, and working with, are real businesses, with real revenues and profits. Many VCs were, until relatively recently, carrying the heavy baggage of investments made by now-departed Partners of the 1999-2001 period. Many of those VCs that weren't able to close a new fund, now have. When I sit down with VCs these days, the proportion of potential 'home-runs' in their portfolios seems far higher than in recent times, and their mood and outlook correspondingly more positive. If the exit market were not so weak currently then I suspect people might have to concede they were a tad early in their pronouncement of the death of VC. Hopefully, as the current crop of investments reaches maturity and VCs make the headlines for the right reasons, it will become far easier for them to close bigger funds that give them more firepower to compete on the World-stage.

While corporate Europe faces massive challenges, the European venture ecosystem feels like it is better placed than ever before. Better VCs, better entrepreneurs and better talent make better companies. It's a great time to be in this business.

# Investment Analysis

## Value of Technology Investments – Analysis

Total Capital Invested (\$US Millions)					
	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011
North America	4,156	5,573	5,620	7,067	5,087
Europe	652	590	1,267	819	1,029
UK	165	115	284	232	313
France	106	23	143	112	59
DACH	55	59	511	58	93
BENELUX	31	113	59	10	19
N Europe	18	83	38	61	185
Ireland	13	12	30	23	13
S Europe	159	146	32	121	25
E Europe	45	-	87	122	224
Israel	60	39	83	81	99

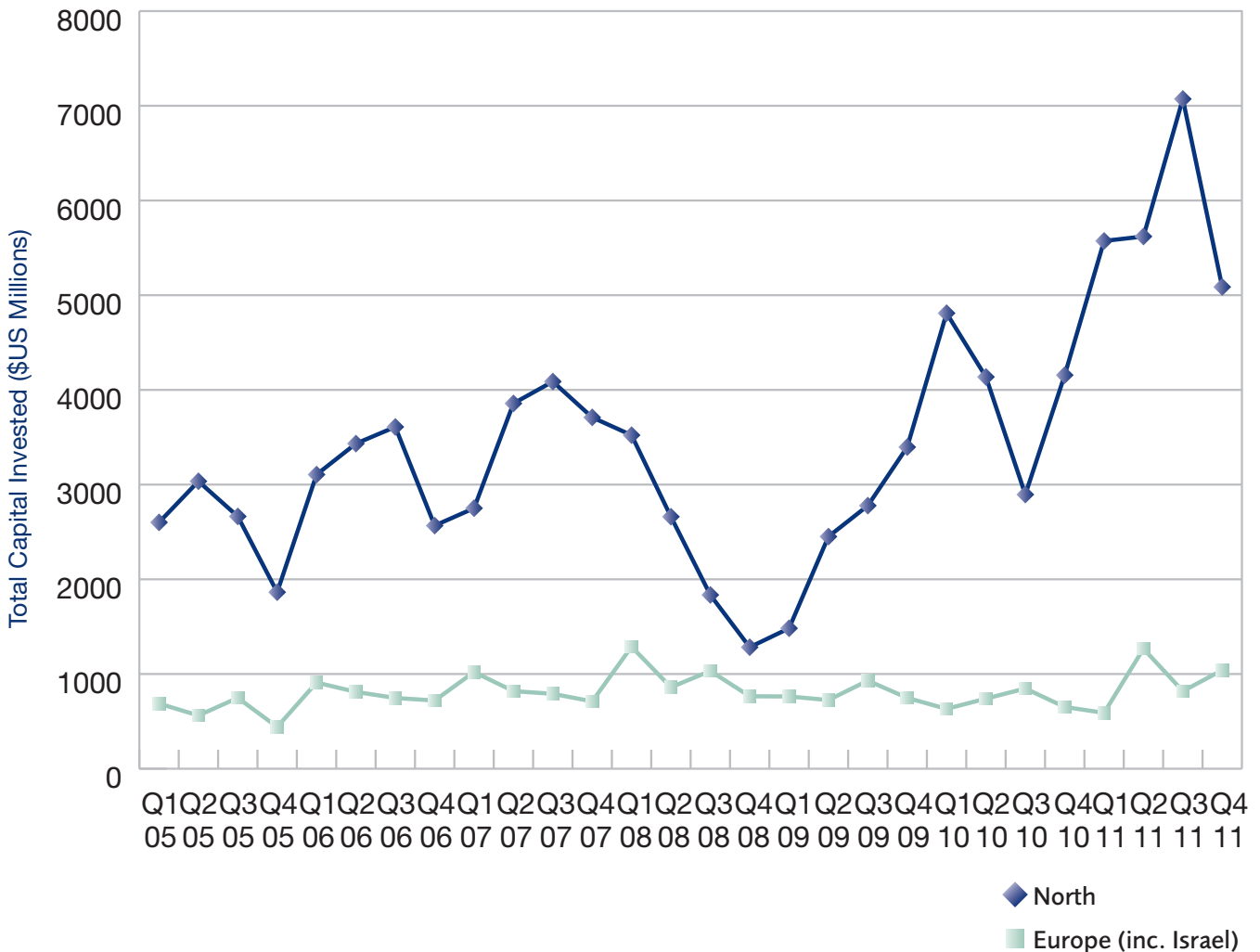
### Mark Webster, Partner – USA



A drop to more 'normal' levels of investment in the US in Q4 2011, at \$5.08bn some 40% down on the historic highs we saw in Q3. The numbers in Europe were steadier, in fact slightly up on the previous quarter at \$1.03bn with Eastern Europe and Northern Europe numbers up significantly due to the Klarna deal in Sweden (\$155m) and the 1c.ru deal in Russia (\$200m)

The Q4 numbers are never quite as high, simply due to end of year issues – Thanksgiving, Christmas ... etc. However, the tech investment market on the West Coast remains in a very positive cycle, though it has to be said that the more challenging exit market has started to shape people's thinking a little.

It felt like the market paused for breath slightly at the end of last year, but the early signs are largely positive going into 2012 which feels like it is set to be another very good year.



## Quantity of Technology Investments – Analysis

Total Number of Investments*					
	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011
North America	339	276	349	507	369
Europe	128	65	113	163	130
UK	35	20	26	38	30
France	24	6	25	24	18
DACH	27	14	22	44	32
BENELUX	3	4	3	6	8
N Europe	11	9	8	17	9
Ireland	6	1	3	4	5
S Europe	9	4	7	11	11
E Europe	6	1	7	6	6
Israel	7	6	12	13	11

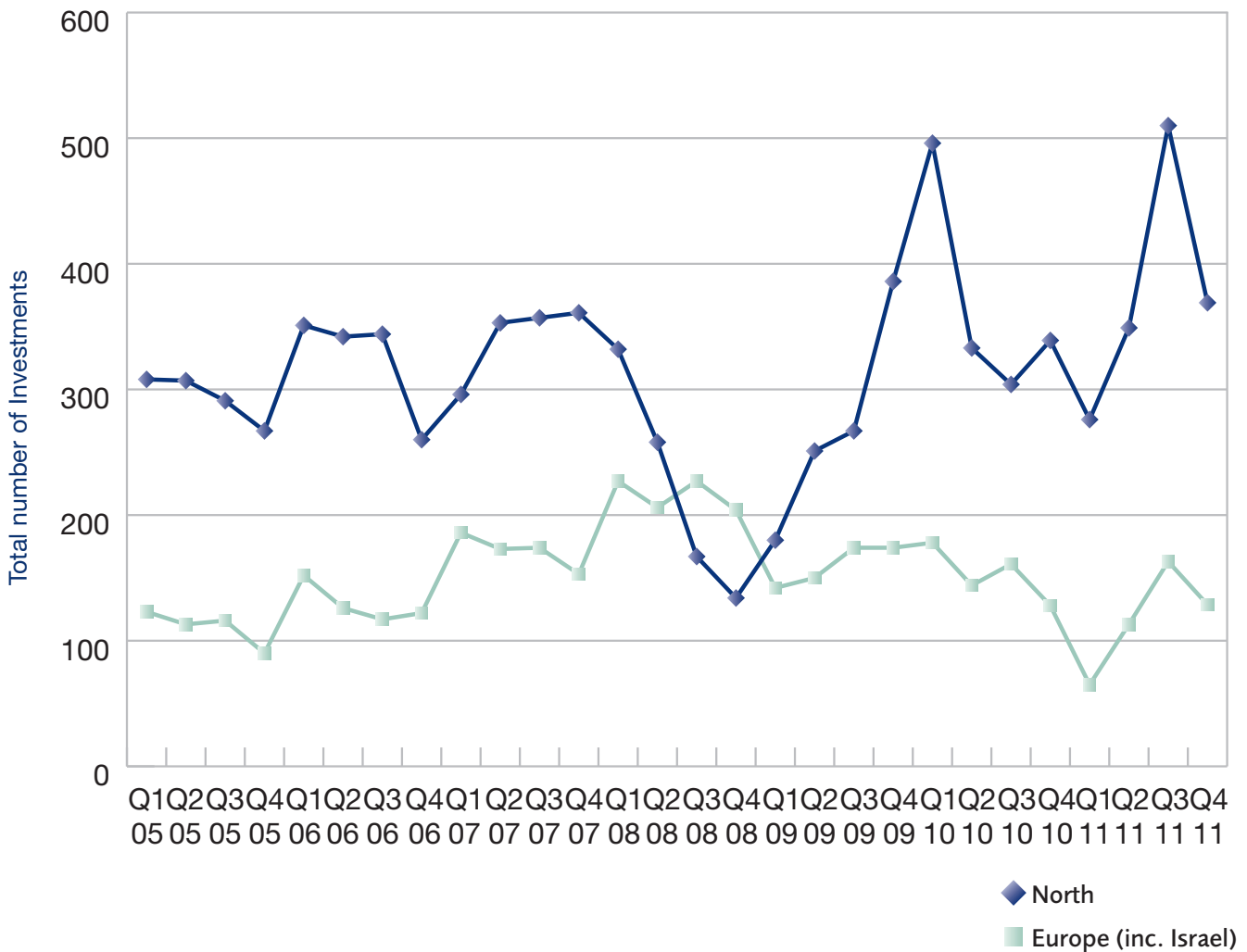
### Philip Boyd Partner – Europe



Q4 2011 finished on a high and has certainly continued into Q1 2012. Given that the end of the year is normally the busiest recruiting period, 2011 certainly stuck with tradition. We took on a number of CEO mandates from early stage investors through to later stage growth capital companies. Similarly a few hot US businesses are looking for leadership talent to expand their footprint in Europe in spite of the uncertainty around the Euro.

Activity level across all of our offices remains high and in Europe we are seeing significant demand with clients based in France and Germany especially active.

\* including undisclosed investments



# Investment Analysis

## Value of Average Investment – Analysis

Average Investment (\$US Millions)					
	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011
North America	13.32	21.03	17.40	16.00	15.18
Europe	7.77	12.04	13.78	8.03	10.83
UK	4.72	7.67	10.94	8.58	11.58
France	5.92	3.78	6.22	5.61	3.91
DACH	7.85	7.42	63.86	5.79	7.12
BENELUX	10.27	28.28	19.80	3.42	6.46
N Europe	2.64	10.32	4.74	4.66	26.42
Ireland	2.23	12.00	14.90	5.71	3.30
S Europe	22.69	48.82	4.63	13.49	2.27
E Europe	7.42	-	17.40	24.32	44.70
Israel	14.98	9.75	8.25	7.35	9.88

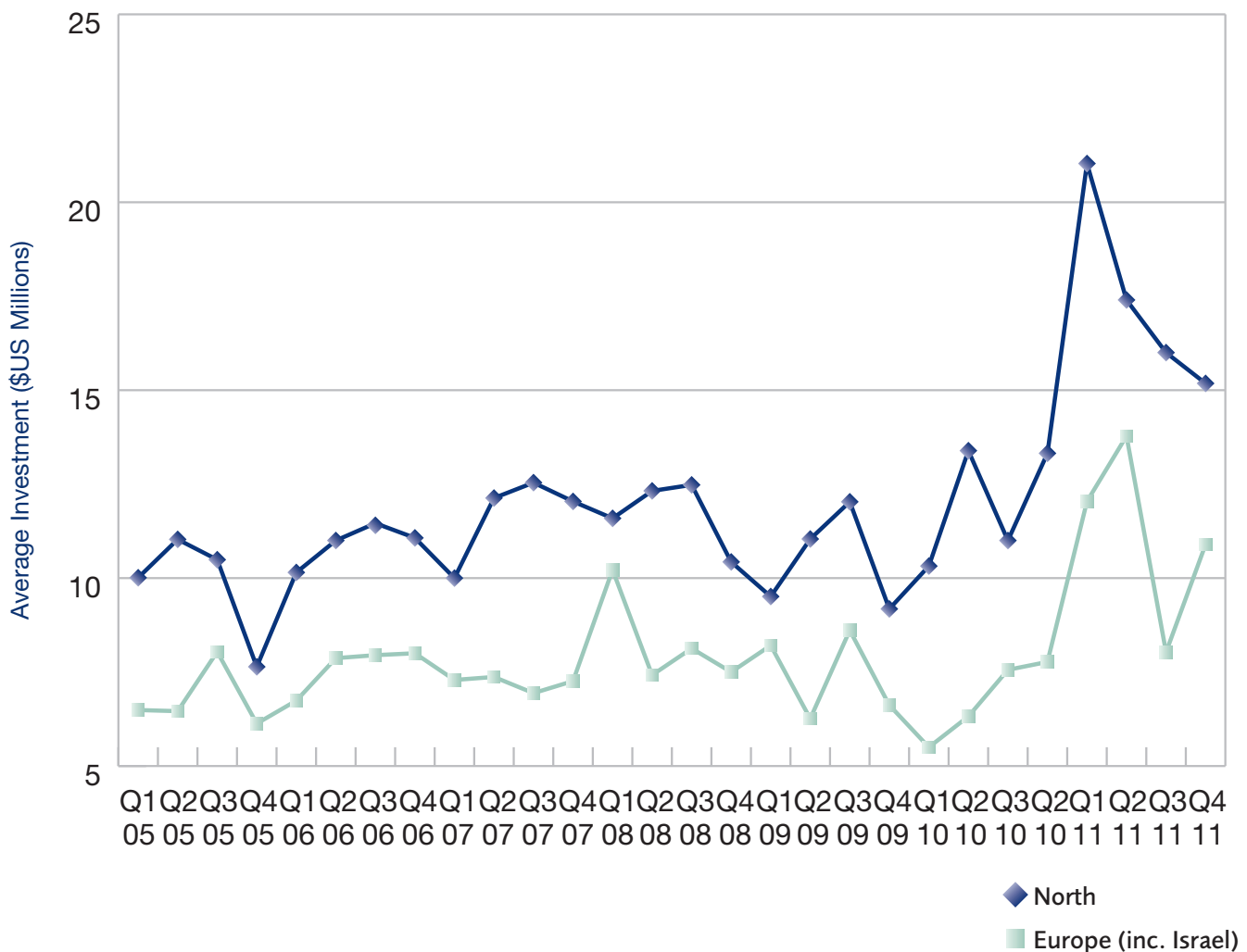
### James Brocket Managing Partner – Europe



Q4 2011 was another very interesting and positive quarter looking from a deal size perspective with the average holding up at around \$15m in the US and \$10m in Europe.

Obviously given the small sample group in Europe this statistic is prone to significant fluctuation. However, these levels seem to be established as the new baseline. A scan of past issues of the Index reveals that even 2 years ago this baseline was significantly lower – \$10m in the US and \$5m in Europe.




I think that this, more than any other statistic is the most meaningful barometer of confidence. It's great to see that it remains high and it will be interesting to see how it holds up in Q1 2012. This will be a very interesting quarter for us all.



# investments

Quarterly review of tech investment  
in Europe & North America

# Deal Highlights US

	<p><b>Name:</b> Appcelerator  <b>Sector:</b> Software Applications  <b>CEO:</b> Jeff Haynie  <b>Investors:</b> Mayfield Fund, Translink Capital, Red Hat, eBay, Sierra Ventures, Storm Ventures  <b>Deal Value:</b> \$15 million</p>	<p>Appcelerator is the leading enterprise-grade, cross-platform development solution on the market today, with over 1.5 million developers using its software to power more than 12,000 cloud-connected mobile, desktop and web applications used by tens of millions of users every day. Appcelerator's customers can leverage their existing skills and open industry standard technologies to decrease time-to-market and development costs, increase customer adoption and revenues, and enjoy greater flexibility and control.</p>
	<p><b>Name:</b> LivingSocial  <b>Sector:</b> Consumer Internet, Social Commerce  <b>CEO:</b> Tim O'Shaughnessy  <b>Investors:</b> J.P. Morgan, Lightspeed Ventures, Amazon.com  <b>Deal Value:</b> \$176 million</p>	<p>LivingSocial helps people around the world find, share and enjoy great local deals and new experiences to get more out of their city. Through its daily deal e-mails and alerts, LivingSocial introduces members to handpicked local businesses, products or services each day, at significant savings. LivingSocial works with each merchant partner to create customized marketing solutions that attract and retain loyal, long-term customers. Based in Washington, D.C., LivingSocial now has more than 46 million members in 25 countries.</p>
	<p><b>Name:</b> Dropbox  <b>Sector:</b> Internet, Cloud File Storage  <b>CEO:</b> Drew Houston  <b>Investors:</b> Index Ventures, Benchmark Capital, Goldman Sachs, Greylock Partners, RIT Capital Partners, Institutional Venture Partners, Valiant Capital Partners, Sequoia Capital, Accel Partners, Private investors  <b>Deal Value:</b> \$250 million</p>	<p>Founded in 2007 by MIT graduates Drew Houston and Arash Ferdowsi, Dropbox is a web-based file hosting service which uses cloud storage to enable users to store and share files with others across the internet using file synchronization. Dropbox is available to users across a number of operating systems, including Microsoft Windows, Mac OS X and Linux, as well as versions for mobile devices and a web-based client for when no local client is installed.</p>
	<p><b>Name:</b> Better Place  <b>Sector:</b> CleanTech Vehicles  <b>CEO:</b> Shai Agassi  <b>Investors:</b> GE, UBS, Israel Corp, HSBC Group, Morgan Stanley Investment Management, VantagePoint Capital Partners, Ofer Group, Maniv Energy Capital  <b>Deal Value:</b> \$200 million</p>	<p>Launched in 2007 with \$200 million of venture funding, Better Place is the leading global provider of electric car networks that enables the mass market adoption of electric cars through an innovative battery switch model making driving electric cars more affordable, convenient and sustainable than today's petrol-based cars. Better Place is working with partners to build its first standards-based networks in Israel, Denmark, Australia, California and Hawaii, and will activate networks on a country-by-country basis with initial deployments beginning in 2010.</p>
	<p><b>Name:</b> WhaleShark Media  <b>Sector:</b> Internet Coupons  <b>CEO:</b> Cotter Cunningham  <b>Investors:</b> J.P. Morgan, Institutional Venture Partners  <b>Deal Value:</b> \$150 million</p>	<p>WhaleShark Media is one of the world's leading marketplaces for coupons and deals. The company's websites connect consumers seeking savings with discounts from more than 100,000 top merchants, stores, and retailers. The WhaleShark Media portfolio welcomes more than 120 million unique visitors every year across a number of coupon and deal websites including RetailMeNot.com - the largest online coupon site in the world. WhaleShark Media is a fast-growing, profitable company funded by venture capital firms Austin Ventures, Norwest Venture Partners (NVP) and Adams Street Partners and is based in Austin, TX.</p>

# Deal Highlights Europe



**Name:** madvertise  
**Sector:** Mobile Advertising  
**CEO:** Carsten Frien  
**Investors:** Earlybird Venture Capital, Blumberg Capital  
**Deal Value:** \$10 million

Based in Berlin, madvertise is a mobile advertising marketplace offering advertisers and mobile publishers a platform to connect with users quickly and efficiently. Founded in 2008 by Carsten Frien, Pan Katsukis, Martin Karlsch and Thomas Hille, madvertise has seen drastic expansion as one of the largest and fastest growing pan-European mobile advertising marketplaces.



**Name:** Lysanda  
**Sector:** Vehicular Emissions Monitoring  
**CEO:** Geoffrey Finlay  
**Investors:** Disruptive Capital Finance, Private investors  
**Deal Value:** £10 million

Lysanda produces the Eco-Log™, an onboard software solution which provides data to support the reduction of vehicle fleet running costs and carbon emissions. With this technology capable of being fully-integrated with all modern vehicles, Lysanda represents one of the few companies in this sector with both technological potential and the capacity for mass-market distribution.



**Name:** Klarna  
**Sector:** eCommerce, Online Payment Solutions  
**CEO:** Sebastian Siemiatkowski  
**Investors:** DST Global, General Atlantic, Sequoia Capital  
**Deal Value:** \$155 million

Founded in 2005 with the ambition of making e-commerce safer and simpler, Klarna provides an after delivery payment service, which lets buyers receive ordered goods before any payment is made. At the same time, Klarna assumes all credit and fraud risk for e-stores so that sellers are assured of receiving payment. Klarna's vision is to enable trust and to offer a frictionless buying experience to buyers and sellers across the world. Klarna's payment solutions are integrated by more than 14,000 online shops in Sweden, Norway, Denmark, Finland, Germany and the Netherlands.



**Name:** 1C  
**Sector:** Software Development and Distribution  
**CEO:** Boris Nuraliev  
**Investors:** Baring Vostok Capital Partners  
**Deal Value:** \$200 million

Headquartered in Moscow, 1C Company is one of the largest independent business and entertainment software developers and publishers in Russia. A comprehensive business software suite has enabled the company to hold an overwhelming market share for more than a decade. 1C is also a leader in localizing and publishing Russian-language versions of international software with half of all popular Western video games being licensed and published by 1C.



**Name:** TagMan  
**Sector:** Software, Business Services  
**CEO:** Paul Cook  
**Investors:** Greycroft Partners, iNovia Capital  
**Deal Value:** \$5 million

TagMan is the global leader in tag management, with the industry's most mature and proven platform for enterprise e-commerce. Since launching the first, independent tag management platform in 2007, TagMan has been helping customers solve tagging, site performance and attribution-related challenges. The award-winning TagMan platform provides customers complete agility in managing existing partners and working with new technologies without the burden of costly implementation projects and resources.

# Breakdown of Investments Quarter Four 2011

## Sector colour codes

<span style="color: red;">■</span> Communications	<span style="color: orange;">■</span> Software	<span style="color: brown;">■</span> Business Services
<span style="color: blue;">■</span> Internet	<span style="color: purple;">■</span> Hardware	<span style="color: green;">■</span> Cleantech

## North America

Date	Company	Total (\$US)	Investors	Country
4-Oct	SCL Elements	2,150,000	Westly Group, Navitas Capital	Canada
5-Oct	Keek	5,500,000	AlphaNorth Asset Management, Plazacorp Ventures	Canada
5-Oct	N-able Technologies	Undisclosed	Accel-KKR	Canada
5-Oct	NessCap	20,000,000	RUSNANO, I2BF Global Ventures	Canada
6-Oct	CoolIT Systems	6,200,000	iNovia Capital, Chart Venture Partners	Canada
14-Oct	Wave Accounting	5,000,000	Charles River Ventures, OMERS Ventures	Canada
17-Oct	Shopify	15,000,000	Bessemer Venture Partners, FirstMark Capital, Felicis Ventures, Georgian Partners	Canada
17-Oct	Sidense	5,600,000	Ontario Emerging Technologies Fund, Tech Capital Partners, VentureLink, Vertex Venture Capital	Canada
19-Oct	Sustainable Energy Technologies	1,500,000	Doughty Hanson Technology Ventures	Canada
8-Nov	Strangeloop	10,000,000	Undisclosed investors	Canada
9-Nov	Beyond the Rack	36,000,000	Panorama Capital, Export Development Canada, Tandem Expansion Fund, Rho Canda, Inovia Capital	Canada
9-Nov	GaN	Undisclosed	Chrysalix Energy Venture Capital, Rockport Capital	Canada
10-Nov	Scribble Technologies	4,000,000	Summerhill Venture Partners, Rogers Ventures	Canada
16-Nov	Intellitix	3,000,000	Credo Ventures	Canada
28-Nov	Fixmo	23,000,000	Paladin Capital Group, Horizons Ventures, Kleiner Perkins Caufield & Byers	Canada
29-Nov	Morgan Solar	9,800,000	Enbridge	Canada
8-Dec	XPI DisclosureNet	7,000,000	BEST Funds	Canada
12-Dec	Brotips	Undisclosed	Private investor	Canada
13-Dec	Enerkem	15,000,000	Waste Management, EB Investments	Canada
21-Dec	TELECON	60,000,000	Capital régional et coopératif Desjardins, Caisse de dépôt et placement du Québec	Canada
3-Oct	Axcient	15,500,000	Scale Venture Partners, Allegis Capital, Peninsula Ventures, Thomvest Ventures	USA
3-Oct	BigTime Software	2,700,000	LTC Partners, Geneva Venture Investment Management, Hickory Grove, Howell Capital	USA
3-Oct	Coupons.com	30,000,000	Greylock Partners	USA
3-Oct	Enkata	4,400,000	IT Farm, Apex, ComVentures, Sigma Partner, Undisclosed investor	USA
3-Oct	Mobeam	4,900,000	yet2Ventures, Samsung Ventures, Mitsui, Undisclosed investors	USA
3-Oct	WhoSay	Undisclosed	Greylock Partners	USA
4-Oct	Cloudbot	Undisclosed	Lightbank, Draper Associates, Hyde Park Angels	USA
4-Oct	enLighted	14,000,000	Kleiner Perkins Caufield & Byers, Draper Fisher Jurvetson, Intel Capital	USA
4-Oct	Mindshare Technologies	20,000,000	Sorenson Capital	USA
4-Oct	Predixion Software	6,000,000	DFJ Frontier, Miramar Venture Partners, Palomar Ventures, Undisclosed investor	USA
4-Oct	StartWire	3,250,000	Baird Venture Partners	USA
4-Oct	Tower Cloud	49,000,000	Burton Partnership, Knology, Sutter Hill Ventures, El Dorado Ventures, Ballast Point Ventures, Kinetic Ventures, ITC Partners Fund, Noro-Moseley Partners, Florida Growth Fund, CLR Investors	USA
5-Oct	Amadesa	7,400,000	Gemini Israel Funds, Carmel Ventures	USA
5-Oct	Incentive Targeting	1,630,000	Undisclosed investors	USA
5-Oct	Quiet Logistics	5,150,000	Undisclosed investors	USA
6-Oct	Contour Energy Systems	20,000,000	EDBI, CMEA Capital, Harris & Harris, Schlumberger, U.S. Venture Partners	USA
6-Oct	Enterproid	11,000,000	Comcast Ventures, Google Ventures, Qualcomm	USA
6-Oct	Palantir Technologies	70,000,000	Undisclosed investors	USA

# Investments

## North America

Date	Company	Total (\$US)	Investors	Country
6-Oct	Wave Systems	11,100,000	Undisclosed investors	USA
6-Oct	Xfire	4,000,000	Intel Capital, Angel investors	USA
7-Oct	Airtime (Supyo)	8,300,000	Founders Fund, Accel Partners, Andreessen Horowitz, Private investors	USA
8-Oct	Pinterest	27,000,000	Andreessen Horowitz	USA
10-Oct	vcopious	Undisclosed	Emerald Stage2 , Benjamin Franklin Technology Partners, MAG, Silicon Valley Bank	USA
10-Oct	Xtera Communications	29,430,000	Comerica Bank, DLA Piper	USA
11-Oct	Aicent	Undisclosed	TA Associates	USA
11-Oct	Aternity	13,000,000	Investor Growth Capital, Vertex Venture Capital, Genesis Partners, Intel Capital, Clal Industries & Investments	USA
11-Oct	Box.net	81,000,000	Salesforce.com, SAP Ventures, Bessemer Venture Partners, New Enterprise Associates, Andreessen Horowitz, Draper Fisher Jurvetson	USA
11-Oct	GENWI	4,000,000	Nexus Venture Partners, Inventus Capital Partners, Quest Venture Partners	USA
11-Oct	MATRIX Software	12,000,000	Innovacom, Adams Street Partners	USA
11-Oct	QWIPS	1,250,000	Angel investors	USA
11-Oct	Zenprise	30,000,000	Greylock Partners, Rembrandt Venture Partners, Ignition Partners, Bay Partners, Mayfield, Shasta Ventures	USA
12-Oct	Brightergy	2,500,000	Trinity Private Equity Group	USA
12-Oct	Care.com	25,000,000	New Enterprise Associates, Matrix Partners, Trinity Ventures	USA
12-Oct	eByline	5,000,000	E.W. Scripps	USA
12-Oct	LocalResponse	5,000,000	Cava Capital, Vodafone Ventures, Advancit Capital, Progress Ventures	USA
12-Oct	Udemy	3,000,000	500 Startups, Lightbank, MHS Capital	USA
13-Oct	Black Duck Software	12,000,000	Split Rock Partners, General Catalyst Partners, Volition Capital, Flagship Ventures, Focus Ventures, Intel Capital, SAP Ventures, Red Hat	USA
13-Oct	DuckDuckGo	Undisclosed	Union Square Ventures, Angel investors	USA
13-Oct	HarQen	2,500,000	Silicon Pastures, Women Angels, Wisconsin Investment Partners, Capital Midwest	USA
13-Oct	Idle Games	10,000,000	Undisclosed investors	USA
13-Oct	Knewton	33,000,000	Founders Fund, Pearson, Accel Partners, Bessemer Venture Partners, FirstMark Capital	USA
13-Oct	Lemon.com	10,000,000	Lightspeed Venture Partners, Balderton Capital	USA
13-Oct	Linkable Networks (CLOVR)	8,300,000	Citi Ventures	USA
13-Oct	Movable Ink	1,300,000	Contour Ventures, Metamorphic Ventures, ff Ventures, Kima Ventures, Angel investors	USA
13-Oct	TwinStrata	8,000,000	Avalon Ventures	USA
15-Oct	Tagstand	1,100,000	Bee Partners, Quotidian Ventures, TEEC, Vaizra Investments, Angel investors	USA
17-Oct	Clickable	12,000,000	American Express, Union Square Ventures, Founders Fund, FirstMark Capital	USA
17-Oct	Grockit	7,000,000	Atlas Ventures, NewSchools Venture Fund, Benchmark Capital, Integral Capital, Angel investors	USA
18-Oct	BillGuard	10,000,000	Khosla Ventures, Founders Fund, Innovation Endeavors, Bessemer Venture Partners, IA Ventures	USA
18-Oct	Chi-X Global	Undisclosed	Merrill Lynch, GETCO, Goldman Sachs, Morgan Stanley, Quantlab Group	USA
18-Oct	Couchbase	Undisclosed	DOCOMO Capital	USA
18-Oct	Demibooks	Undisclosed	Educational Development	USA
18-Oct	Dropbox	250,000,000	Index Ventures, Benchmark Capital, Goldman Sachs, Institutional Venture Partners, RIT Capital Partners, Greylock Partners, Valiant Capital Partners, Sequoia Capital, Accel Partners, Private investors	USA
18-Oct	EcoSense Lighting	13,000,000	Bain Capital Ventures	USA
18-Oct	Geo Semiconductor	1,300,000	Undisclosed investors	USA
18-Oct	Inspirato	17,500,000	Kleiner Perkins Caufield & Byers, Access Venture Partners, Private investor	USA

# Calibre One

## North America

Date	Company	Total (\$US)	Investors	Country
18-Oct	LiveFyre	4,500,000	Greycroft Partners, Cue Ball, HillsVen Group, ff Venture Capital	USA
18-Oct	O VIA	Undisclosed	DCM, Angel investor	USA
18-Oct	Sunpreme	50,000,000	International Finance, Capricorn Investment Group, China Environment Fund	USA
18-Oct	Waze	30,000,000	Kleiner Perkins Caufield & Byers, Angel investor	USA
19-Oct	Enterra Systems	Undisclosed	glendonTodd Capital	USA
19-Oct	Everyme	1,500,000	Andreessen Horowitz, Greylock Partners, CrunchFund, Tencent, SV Angel, Private investors	USA
19-Oct	GramercyOne	14,500,000	Revolution Ventures, Grotech Ventures, TDF, Jubilee Investments	USA
19-Oct	Liftopia	1,300,000	First Round Capital, Private investors	USA
19-Oct	OwnLocal	Undisclosed	Automatic, Baseline Ventures, Knight Enterprise Fund, 500 Startups, Angel investors	USA
20-Oct	Bluestacks	6,400,000	AMD, Citrix Systems, Andreessen Horowitz, Ignition Ventures, Radar Partners, Redpoint Ventures, Undisclosed investors	USA
20-Oct	CallCopy	6,500,000	Edison Ventures	USA
20-Oct	CouponCabin	54,000,000	JMI Equity	USA
20-Oct	Qwilt	24,000,000	Accel Partners, Redpoint Ventures, Crescent Point Group, Undisclosed investors	USA
20-Oct	Zoove	5,000,000	Rogers Ventures	USA
21-Oct	Appia	Undisclosed	DCM	USA
21-Oct	Billing Revolution	Undisclosed	DCM	USA
21-Oct	BrandWatch Technologies	3,300,000	Undisclosed investors	USA
21-Oct	Keepwheel	2,500,000	Private investors	USA
21-Oct	Loki Studios	Undisclosed	DCM	USA
21-Oct	Pose	3,000,000	GRP Partners, True Ventures, Mousse Partners	USA
22-Oct	Integrity IT Solutions	Undisclosed	Solomon Global Holdings	USA
24-Oct	BridgeLux	15,000,000	VantagePoint Capital Partners, DCM, El Dorado Ventures, Novus Energy Partners, IFA, Chrysalix, Harris & Harris Group, Craton Equity Partners, Jebsen Asset Management, Passport Capital, Undisclosed investors	USA
24-Oct	Chartboost	2,000,000	TransLink Capital, SK Telecom Ventures, XG Ventures	USA
24-Oct	GumGum	7,000,000	NEA, GRP Funding, First Round Capital	USA
24-Oct	Hadapt	9,500,000	Norwest Venture Partners, Bessemer Venture Partners	USA
24-Oct	OpenSky	30,000,000	Providence Equity Partners, Highland Capital Partners, Canaan Partners, The Raine Group	USA
24-Oct	OptiMine	3,600,000	Hummer Winblad Venture Partners	USA
24-Oct	Sencha	15,000,000	Jafo Venture, Sequoia Capital, Radar Partners	USA
24-Oct	Workday	85,000,000	T. Rowe Price, Morgan Stanley, Janus Capital Group, Bezos Expeditions	USA
24-Oct	Zaarly	14,100,000	Kleiner Perkins Caufield & Byers, Sands Capital Ventures, CMEA, Venture51, Crunchfund, Mark Ecko, Artists & Instigators	USA
25-Oct	BlueCava	9,500,000	S3 Ventures, Angel investors	USA
25-Oct	CALIENT Technologies	19,400,000	Undisclosed investors	USA
25-Oct	Mobli	4,000,000	Private investors	USA
25-Oct	Nutanix	25,000,000	Khosla Ventures, Lightspeed Venture Partners, Blumberg Capital	USA
25-Oct	SolarReserve	27,000,000	ACS Cobra	USA
25-Oct	Solv Staffing	Undisclosed	Undisclosed investors	USA
25-Oct	YourEncore	Undisclosed	Accel-KKR	USA
26-Oct	Brammo	28,000,000	Polaris Industries, Alpine Energy, NorthPort Investments	USA
26-Oct	CashStar	12,000,000	FTV Capital, Passport Capital, Private investor	USA
26-Oct	RelayRides	3,000,000	GM Ventures	USA
26-Oct	Sincerely	3,000,000	Spark Capital, First Round Capital, Charles River Ventures, SV Angel, Angel investors	USA
26-Oct	Sociable Labs	7,000,000	Battery Ventures	USA
26-Oct	Ustream	10,000,000	Korea Telecom	USA
27-Oct	4INFO	14,000,000	Vulcan Capital, Mitsui, Draper Fisher Jurvetson, Gannett, Mezzanine Capital, U.S. Venture Partners	USA

# Investments

## North America

Date	Company	Total (\$US)	Investors	Country
27-Oct	Codecademy	2,500,000	Union Square Ventures, O'Reilly AlphaTech, Thrive Capital, SV Angel, Social + Capital Partnership, Founder Collective, CrunchFund, Collaborative Fund, Private investors	USA
27-Oct	ConnectEDU	10,000,000	Allen & Company, Undisclosed investors	USA
27-Oct	Hyperink	1,200,000	Andreessen Horowitz, SV Angel, Lerer Ventures, Y Combinator, Launch Capital, Private investors	USA
27-Oct	Klout	30,000,000	Kleiner Perkins Caufield & Byers, IVP	USA
27-Oct	Prysm	100,000,000	Undisclosed investors	USA
27-Oct	Quaresso Software Technologies	2,800,000	Undisclosed investors	USA
27-Oct	Redfin	14,800,000	Globespan Capital Partners, Madrona Venture Group, Vulcan Capital, Draper Fisher Jurvetson, Greylock Partners	USA
27-Oct	YCD Multimedia	6,000,000	Carmel Ventures, Opus Capital, Pitango Venture Capital, Plenus, Undisclosed investors	USA
28-Oct	Novomer	10,000,000	Flagship Ventures of Cambridge, OVP Venture Partners, Physic Ventures, DSM Venturing, Kensa Group	USA
28-Oct	Shoefitr	1,200,000	Vital Financial, BlueTree Allied Angels, Innovation Works	USA
31-Oct	chart.io	3,150,000	Avalon Ventures, Bullpen Capital	USA
31-Oct	SolidFire	25,000,000	New Enterprise Associates, Valhalla Partners, Novak Biddle Venture Partners	USA
1-Nov	AfterCollege	Undisclosed	Flywheel Ventures	USA
1-Nov	Appcelerator	15,000,000	Mayfield Fund, Translink Capital, Red Hat, eBay, Sierra Ventures, Storm Ventures	USA
1-Nov	Basho Technologies	5,000,000	Georgetown Partners, Private investors	USA
1-Nov	Jivox	8,200,000	Fortisure Ventures, Opus Capital, Helion Advisors, Private investor	USA
1-Nov	Main Street Connect	7,000,000	Undisclosed investors	USA
1-Nov	Modo Labs	4,000,000	Storm Ventures, New Magellan Ventures	USA
1-Nov	Noesis Energy	6,500,000	Austin Ventures	USA
1-Nov	Platfora	7,180,000	Undisclosed investors	USA
1-Nov	Powerhouse Dynamics	3,000,000	SOSventures, Undisclosed investors	USA
1-Nov	Quarri Technologies	3,000,000	Houston Angel Network, Daylight Partners, Angel investors	USA
1-Nov	QuickMobile	1,300,000	Vancity	USA
1-Nov	Radiate Media (Matchbin)	10,000,000	Level Equity, Greycroft Partners, vSpring Capital	USA
1-Nov	Seva Search	1,300,000	Fortify.vc, Private investors, Angle investors	USA
1-Nov	Skybox Security	6,000,000	Susquehanna Growth Equity, Benchmark Capital, Carmel Ventures, Lightspeed Venture Partners, Mitsubishi Corporation, Rembrandt Ventures, Valley Ventures	USA
1-Nov	Smule	12,000,000	Shasta Ventures, Granite Ventures, Bessemer Ventures	USA
2-Nov	AGARI	2,500,000	Alloy Ventures, Battery Ventures, First Round Capital, Greylock Partners	USA
2-Nov	PHD Virtual Technologies	Undisclosed	Insight Venture Partners, Citrix Systems	USA
2-Nov	STELLAService	5,000,000	Battery Ventures, DFJ Gotham Ventures, RRE Ventures, Forerunner Ventures	USA
3-Nov	1stdibs	Undisclosed	Benchmark Capital	USA
3-Nov	Art.sy	6,000,000	Private investors	USA
3-Nov	Coraid	50,000,000	Crosslink Capital, Menlo Ventures, Allegis Capital, Azure Capital Partners, Silver Lake, Seagate Technology, Kinetic Ventures	USA
3-Nov	enStratus Networks	3,500,000	El Dorado Ventures	USA
3-Nov	Euclid Elements	5,800,000	New Enterprise Associates, Harrison Metal, Triple Point Capital, Undisclosed investors	USA
3-Nov	Gogobot	15,000,000	Redpoint Ventures, Battery Ventures, CrunchFund	USA
3-Nov	Kaggle	11,000,000	Index Ventures, Khosla Ventures, SV Angel, Start Fund, Stanford Management Company, Angel investors	USA
3-Nov	OnForce	5,000,000	North Atlantic Capital	USA
3-Nov	ShopSavvy	7,000,000	Private investor, Angel investor	USA
4-Nov	Delivery Agent	35,500,000	Intel Capital, Liberty Global, Grazia Equity	USA
4-Nov	InnoCentive	5,130,000	Undisclosed investors	USA

# Calibre One

## North America

Date	Company	Total (\$US)	Investors	Country
4-Nov	Kickanotch	1,100,000	42 Ventures	USA
4-Nov	Lot18	30,000,000	Accel Partners, New Enterprise Associates, FirstMark Capital	USA
4-Nov	Pneuron	1,250,000	Undisclosed investors	USA
4-Nov	Sand 9	3,000,000	Undisclosed investors	USA
4-Nov	Ustream	6,000,000	DCM, Softbank Capital	USA
7-Nov	Cloudera	40,000,000	Ignition Partners, Accel Partners, Greylock Partners, Meritech Capital Partners, In-Q-Tel	USA
7-Nov	iVerse Media	4,000,000	PS&J Group	USA
7-Nov	KoolSpan	5,000,000	TWJ Capital, Security Growth Partners	USA
7-Nov	Open English	2,000,000	Kasek Ventures	USA
7-Nov	Orchestra	5,000,000	Charles River Ventures, SV Angel	USA
7-Nov	Quantenna Communications	3,000,000	Telefonica	USA
7-Nov	Urban Airship	15,100,000	Salesforce.com, Verizon	USA
8-Nov	A123 Systems	25,000,000	IHI	USA
8-Nov	Azure Dynamics	5,000,000	Johnson Control	USA
8-Nov	Blitzer Mobile	4,750,000	Acero Capital, Chevron Technology Ventures	USA
8-Nov	Fancy	10,000,000	PPR	USA
8-Nov	Federated Sample	2,800,000	Sopris Capital, Voodoo Ventures, Undisclosed investors	USA
8-Nov	Intent Media	20,000,000	Redpoint Ventures, Matrix Partners	USA
8-Nov	PunchTab	4,400,000	Mohr Davidow Ventures, CrunchFund, Private investors	USA
8-Nov	Snipi	2,520,000	Innovation Ventures, ARC Angel Fund, NextStage Capital, MAG Fund, Gabriel Investments, Ben Franklin Technology Partners, Angel investors	USA
8-Nov	Square	Undisclosed	Private investor	USA
9-Nov	Koupon Media	2,000,000	DFJ Mercury, Matthew Pritzker Company	USA
9-Nov	Mavenlink	3,900,000	Quest Software, Madden Capital Partners, Undisclosed investors	USA
9-Nov	Medialets	8,400,000	Undisclosed investors	USA
9-Nov	Parse	5,500,000	Ignition Partners	USA
9-Nov	Schematic Labs (SoundTracking)	4,750,000	Accel Partners, True Ventures, SoftBank Capital	USA
9-Nov	Skyline Solar	Undisclosed	Firsthand Technology Value Fund	USA
9-Nov	phorus	2,000,000	Undisclosed investors	USA
10-Nov	Alice.com	2,000,000	Private investors	USA
10-Nov	Kontagent	12,000,000	Battery Ventures, Maverick Capital, Altos Ventures	USA
10-Nov	Luminator Technology	37,000,000	Siemens Financial Services	USA
10-Nov	newBrandAnalytics	26,000,000	New Enterprise Associates, Revolution Ventures, Quest Hospitality Ventures, Private investors	USA
10-Nov	Standing Cloud	3,000,000	Foundry Group, Avalon Ventures	USA
10-Nov	Virident	21,000,000	Globespan Capital Partners, Intel Capital, Cisco, Sequoia Capital, Artiman Ventures	USA
10-Nov	WhaleShark Media	150,000,000	J.P. Morgan, Institutional Venture Partners	USA
11-Nov	Better Place	200,000,000	GE, UBS, Israel Corp, HSBC Group, Morgan Stanley, VantagePoint Capital Partners, Ofer Group, Maniv Energy Capital	USA
14-Nov	Live Gamer	8,500,000	Charles River Ventures, Kodiak Venture Partners	USA
14-Nov	Salorix	3,500,000	Inventus Capital Partners, Nexus Venture Partners	USA
14-Nov	Zoomingo	1,300,000	Benaroya Capital, Naya Ventures, Undisclosed investors	USA
15-Nov	Boundary	4,000,000	Lightspeed Venture Partners	USA
15-Nov	BrightRoll	30,000,000	Trident Capital, True Ventures, Scale Venture Partners, Adams Street Partners, Comerica Bank	USA
15-Nov	Certpoint Systems	3,750,000	Wheatley Partners	USA
15-Nov	Minted	5,500,000	Benchmark Capital, IDG Venture, Menlo Ventures	USA
15-Nov	NextGen	10,000,000	Next World Capital, Grotech Ventures, Access Venture Partners	USA
15-Nov	Rethink Books	2,000,000	Ambassador Technologies	USA
15-Nov	Thismoment	7,300,000	Sierra Ventures	USA
15-Nov	Vyatta	12,000,000	HighBAR Partners, J.P. Morgan, Arrowpath Venture Partners, Citrix Systems	USA

# Investments

## North America

Date	Company	Total (\$US)	Investors	Country
15-Nov	WP Engine	1,200,000	Silverton Partners, Angel investors	USA
15-Nov	YuMe	11,900,000	Accel Partners, Marlo Ventures, Khosla Ventures	USA
16-Nov	Fisker Automotive	58,000,000	Undisclosed investors	USA
16-Nov	Marketo	50,000,000	Battery Ventures, Institutional Venture Partners, InterWest Partners, Mayfield Fund, Storm Ventures	USA
16-Nov	NewRelic	15,000,000	DAG Ventures, Four Rivers Group, Allen & Company, Benchmark Capital, Tenaya Capital, Trinity Ventures	USA
16-Nov	Prism Solar	4,500,000	I2BF Venture Capital, Rudd Klein Alternative Energy Ventures	USA
16-Nov	RedSeal Networks	10,000,000	Venrock, OVP Venture Partners, Sutter Hill Ventures, JAFSCO Ventures, Leapfrog Ventures	USA
16-Nov	ServiceMesh	15,000,000	Ignition Partners	USA
16-Nov	Zuora	36,000,000	Index Ventures, Greylock Partners, Benchmark Capital, Redpoint Ventures, Shasta Ventures, Tenaya Capital, Private investors	USA
17-Nov	Catalog Spree	6,100,000	Comcast Ventures, Blackberry Partners, El Dorado Ventures	USA
17-Nov	Chloe + Isabel	8,500,000	General Catalyst Partners, First Round Capital	USA
17-Nov	CounterTack	9,500,000	Fairhaven Capital, Private investors	USA
17-Nov	CustomMade	2,100,000	First Round Capital, Google Ventures, Founder Collective, Launch Capital, NextView Ventures, Private investors	USA
17-Nov	Harvest Automation	7,800,000	Entree Capital, Founder Collective, Life Sciences Partners, Cultivian Ventures, Massachusetts Technology Development Corporation	USA
17-Nov	Hotel Tonight	9,000,000	Battery Ventures	USA
17-Nov	HowAboutWe	15,000,000	Khosla Ventures, RRE, ff Ventures, Angel investors	USA
17-Nov	Imperium	8,000,000	Highland Capital Partners	USA
17-Nov	NextNav	19,200,000	Undisclosed investors	USA
17-Nov	Rapid7	50,000,000	Technology Crossover Ventures	USA
17-Nov	Spotzot	2,200,000	Cervin Ventures, Inventus Capital Partners, TIE Silicon Valley	USA
17-Nov	Vidyard	1,650,000	Y Combinator, SV Angel, Private Investors	USA
17-Nov	YCharts	3,250,000	Hyde Park Angels, I2A, Angel investors	USA
18-Nov	Klip	8,000,000	Benchmark Capital, Matrix Partners, Private investors	USA
18-Nov	UserVoice	1,000,000	Baseline Ventures, Western Technology Investment, The Accelerator Group, Tekton Ventures, Private investors	USA
21-Nov	EnTouch	2,000,000	Trailblazer Capital	USA
21-Nov	eVariant	5,300,000	Health Enterprise Partners	USA
21-Nov	RunKeeper	10,000,000	Spark Capital, OATV, Revolution Ventures	USA
21-Nov	Solais Lighting	1,750,000	Undisclosed investors	USA
22-Nov	Consert	7,000,000	Undisclosed investors	USA
22-Nov	Power Assure	14,500,000	Dominion Energy Technologies, ABB Technology Ventures, Good Energies, Point Judith Capital, Draper Fisher Jurvetson	USA
22-Nov	Rocket Ninja	7,500,000	Private investor, Undisclosed investors	USA
22-Nov	Xoom	25,000,000	Sequoia Capital, New Enterprise Associates, DAG Ventures, Northgate Capital, Fidelity Ventures, Private Investors	USA
23-Nov	HighlightCam	2,800,000	Quest Venture Partners	USA
23-Nov	Zinio	20,000,000	Undisclosed investors	USA
28-Nov	Control 4	Undisclosed	GSV Capital	USA
28-Nov	Echo Systems	Undisclosed	Undisclosed investors	USA
28-Nov	SemaConnect	4,200,000	Undisclosed investors	USA
28-Nov	Solaria	30,000,000	Undisclosed investors	USA
28-Nov	Soraa	88,600,000	New Enterprise Associates, Khosla Ventures	USA
29-Nov	Invincea	5,100,000	Harbert Venture Partners, Grotech Ventures, New Atlantic Ventures	USA
29-Nov	Onestop Internet	9,150,000	Fung Capital USA	USA
29-Nov	Puppet Labs	8,500,000	Cisco, Google Ventures, VMware	USA
29-Nov	Skorpios Technologies	2,000,000	T-Venture	USA
29-Nov	Solutionary	Undisclosed	Clearlake Capital Group	USA
29-Nov	VMTurbo	10,000,000	Bain Capital Ventures, Highland Capital Partners	USA
29-Nov	WorkForce Software	17,000,000	K1 Capital, Triangle Capital Corporation	USA
30-Nov	Academia	4,500,000	Spark Capital, True Ventures	USA

# Calibre One

## North America

Date	Company	Total (\$US)	Investors	Country
30-Nov	aioTV	1,000,000	Innovacorp	USA
30-Nov	Burtsly	5,500,000	GRP Partners, Rincon Venture Partners, SoftBank Capital	USA
30-Nov	Choicestream	8,700,000	Sage Hill Partners, Sutter Hill, AT&T, Undisclosed investors	USA
30-Nov	LogiXML	10,000,000	Summit Partners, Grotech Ventures	USA
30-Nov	NewsCred	4,000,000	Advancit Capital, AOL Ventures, FirstMark Capital, Lerer Ventures	USA
30-Nov	Objective Logistics	1,500,000	Atlas Venture, Google Ventures, NextView Ventures, Canary Ventures, Private investors	USA
30-Nov	Reel Solar	15,000,000	Pangaea Ventures	USA
30-Nov	Retroficiency	3,320,000	Point Judith Capital	USA
30-Nov	SepSensor	1,000,000	Beacon Angels, Launchpad Venture Group, Boston Harbour Angels	USA
1-Dec	awe.sm	4,000,000	Foundry Group, GRP Partners, Neu Venture Capital, kbs+p Ventures	USA
1-Dec	Freshdesk	1,000,000	Accel Partners	USA
1-Dec	Marxent Labs	Undisclosed	Detroit Ventures Partners	USA
1-Dec	Miso	4,000,000	Khosla Ventures, Google Ventures, Hearst Interactive Media	USA
1-Dec	Rumble	15,000,000	Google Ventures, Khosla Ventures	USA
1-Dec	Sociocast	1,500,000	Detroit Venture Partners, Private investors	USA
2-Dec	SteelHouse	6,300,000	Greycroft Partners, Rincon Venture Partners, Lighthouse Venture Group, Borado Ventures, SV Angel	USA
3-Dec	Senzari	2,000,000	Undisclosed investors	USA
5-Dec	AboutOne	1,600,000	Golden Seeds	USA
5-Dec	Actifio	33,500,000	Andreessen Horowitz, North Bridge Venture Partners, Greylock Partners, Advanced Technology Ventures	USA
5-Dec	GainSpan	18,000,000	Hatteras Funds, Mobile Internet Capital, Opus Capital, In-Q-Tel, Intel Capital, New Venture Partners, Sigma Partners, Camp Ventures	USA
5-Dec	mFoundry	18,000,000	MasterCard, Intel Capital, FIS, Motorola Mobility	USA
5-Dec	Power2Switch	1,300,000	OCA Ventures, Hyde Park Angels, New World Ventures, I2A, Private investors	USA
5-Dec	Sitecore	Undisclosed	Technology Crossover Ventures	USA
5-Dec	uTest	17,000,000	QuestMark Partners, Scale Venture Partners, Longworth Venture Partners, Egan-Managed Capital, Mesco	USA
5-Dec	XtremIO	19,000,000	Battery Ventures, Giza Venture Capital, Jerusalem Venture Partners, Lightspeed Venture Partners	USA
6-Dec	BlazeMeter	1,200,000	YL Ventures	USA
6-Dec	Cooking.com	13,500,000	BIA Digital Partners, Azure Capital Partners	USA
6-Dec	Framehawk	11,000,000	Matrix Partners, Alsop Louie Partners, Correlation Ventures, Triangle Peak Partners	USA
6-Dec	Gehry Technologies	10,000,000	Autodesk, Dassault Systemes, Private investors	USA
6-Dec	GridGain	2,500,000	RTP Ventures	USA
6-Dec	HealthTap	11,500,000	Mayfield Fund, Mohr Davidow Ventures, Innovation Endeavors	USA
6-Dec	Reverb Networks	7,000,000	Friedli Corporate Finance	USA
6-Dec	Virtacore Systems	Undisclosed	Silicon Valley Bank	USA
6-Dec	ZINK	35,000,000	Genii Capital	USA
7-Dec	DreamBox Learning	11,000,000	Charter School Growth Fund, GSV Capital, Private investors	USA
7-Dec	Fab.com	40,000,000	Andreessen Horowitz, Menlo Ventures, First Round Capital, Baroda Ventures, SoftTech VC, A-Grade Investments	USA
7-Dec	LivingSocial	176,000,000	J.P. Morgan, Lightspeed Venture Partners, Amazon.com	USA
7-Dec	Martini Media	13,000,000	Granite Ventures, Reed Elsevier Ventures, Silicon Valley Bank, Venrock	USA
7-Dec	Twilio	17,000,000	Bessemer Ventures, Union Square Ventures	USA
7-Dec	Uber	32,000,000	Menlo Ventures, Goldman Sachs, Bezos Expedition, Benchmark Capital, Lowercase Capital	USA
7-Dec	Vertical Performance Partners	1,500,000	Undisclosed investors	USA
8-Dec	Bill.com	15,500,000	Financial Partners Fund, DCM, Emergence Capital Partners, August Capital, Jafco Ventures, Total Technology Ventures	USA
8-Dec	Cross Pixel Media	1,500,000	KBS Ventures	USA
8-Dec	CrowdCompass	1,300,000	Oregon Angel Fund	USA

# Investments

## North America

Date	Company	Total (\$US)	Investors	Country
8-Dec	Edmodo	15,000,000	Greylock Partners, Benchmark Capital, Union Square Ventures, Learn Capital	USA
8-Dec	InContext Solutions	1,500,000	Hyde Park Angels, AMD	USA
8-Dec	Plum District	20,000,000	General Catalyst Partners, Comcast Ventures, Duke University, Kleiner Perkins Caufield & Byers	USA
9-Dec	Amplifinity	2,500,000	Early Stage Partners	USA
9-Dec	BiddingForGood	2,200,000	Undisclosed investors	USA
9-Dec	CiiNOW	13,000,000	Foundation Capital, Alcatel-Lucent, Undisclosed investor	USA
10-Dec	Ecomom	4,000,000	Cue Ball Capital, 500 Startups, Rhodium, Crosslink Capital, Summit Series, Nala Investments, Venture 51, Private investors	USA
12-Dec	Jun Group	2,500,000	Western Technology Investment	USA
12-Dec	PlacelQ	4,200,000	U.S. Venture Partners, Valhalla Partners, IA Ventures, kbs+p Ventures, Private investor	USA
12-Dec	Porous Power Technologies	Undisclosed	Ahlstrom Oyj	USA
12-Dec	Sagence Group	Undisclosed	Cross Atlantic Capital Partners	USA
12-Dec	SOASTA	12,000,000	Entrepreneurs Fund, Canaan Partners, Formative Ventures, Pelion Venture Partners	USA
12-Dec	Tigo Energy	18,000,000	Bessemer Venture Partners	USA
12-Dec	WellnessFX	4,000,000	Javelin Venture Partners	USA
13-Dec	Bonds.com	16,600,000	Daher Bonds Investment Company, Mida Holdings, Oak Investment Partners, GFINet	USA
13-Dec	Calera	10,600,000	Undisclosed investors	USA
13-Dec	Legend3D	19,000,000	Northwater Capital Management, PAR Investment Partners, Augustus Ventures	USA
13-Dec	Life360	3,500,000	Fontinalis Partners, Bessemer Venture Partners, 500 Startups, Kapor Capital, Venture51, Bullpen Capital, Social Leverage, EchoVC Partners	USA
13-Dec	Party Earth	4,000,000	Undisclosed investors	USA
13-Dec	TaskRabbit	17,800,000	Shervin Pishavar, Baseline Ventures, First Round Capital, FLOODGATE Fund, Collaborative Fund, Shasta Ventures, Lightspeed Venture Partners, Allen & Company, Tornante Company	USA
13-Dec	xAd	9,000,000	Emergence Capital Partners, SoftBank Capital, Palisades Ventures, Silicon Valley Bank	USA
14-Dec	CarWoo	6,000,000	Interwest Partners, Comcast Interactive Capital, Blumberg Capital, Accelerator Ventures	USA
14-Dec	CityVoter	1,580,000	Undisclosed investors	USA
14-Dec	KidZui Inc	2,400,000	Mission Ventures, Costella Kirsch	USA
14-Dec	MobileBits	5,000,000	Undisclosed investors	USA
14-Dec	Montage Talent	3,000,000	Baird Venture Partners, GCI, Calumet Venture Fund	USA
14-Dec	Outbrain	35,000,000	Index Ventures, Carmel Ventures, Lightspeed Venture Partners	USA
14-Dec	PowerCloud Systems	6,000,000	Walden Venture Capital, Javelin Venture Partners, PARC	USA
14-Dec	Xeround	9,300,000	Benchmark Capital, Giza Venture Capital, Ignition Partners, Trilogy Partnership	USA
15-Dec	BinOptics	13,300,000	Advantage Capital Partners, Enhanced Capital Partners, Gefinor Ventures, Onondaga Venture Capital Fund, Rand Capital, ArrowPath Venture Partners, Cayuga Venture Fund, Draper Fisher Jurvetson, FA Technology Ventures	USA
15-Dec	Bluesprig	10,000,000	IDG Capital Partners	USA
15-Dec	MediaBrix	4,000,000	Edison Ventures	USA
16-Dec	Cloudant	2,100,000	Undisclosed investors	USA
16-Dec	Deskstone	1,500,000	Undisclosed investors	USA
16-Dec	Novel	1,600,000	McLean Capital, Nairbo Investment	USA
19-Dec	Agilyx	25,000,000	Keating Capital, Kleiner Perkins Caufield & Byers, Saffron Hill Ventures, Chrysalix Energy Venture Capital, Waste Management, Total Energy Ventures International, Reference Capital	USA
19-Dec	Appconomy	10,000,000	Qiming Venture Partners, Neusoft Corporation, Western Technology Investment, True Ventures	USA

# Calibre One

## North America

Date	Company	Total (\$US)	Investors	Country
19-Dec	Appsavvy	7,100,000	True Ventures, NY Times, AOL Ventures, Angel investors	USA
19-Dec	BestVendor	3,000,000	RRE Ventures, SoftBank Capital, Lerer Ventures, Old Willow Partners, Private investors	USA
19-Dec	EnVerv	12,000,000	Benchmark Capital, New Enterprise Associates, Walden International	USA
19-Dec	GreenVolts	35,000,000	ABB, Oak Investment Partners	USA
19-Dec	Houzz	11,600,000	Sequoia Capital	USA
19-Dec	Matchbox	2,500,000	Greylock Partners, Felicis Ventures, Private investors	USA
19-Dec	Pirq	2,000,000	Rally Capital	USA
19-Dec	Skyword	6,000,000	Cox Media Group	USA
20-Dec	eRecyclingCorps	35,000,000	Kleiner Perkins Caufield & Byers	USA
20-Dec	Keas	6,500,000	Atlas Venture, Ignition Partners	USA
20-Dec	LogoGarden	2,000,000	FCA Venture Partners V	USA
20-Dec	Razer	50,000,000	IDG-Accel China Capital Fund	USA
20-Dec	ScaleArc	5,300,000	Trinity Ventures, Nexus Venture Partners	USA
20-Dec	Stion	130,000,000	Khosla Ventures, VentureTech Alliance, Lightspeed Venture Partners, Braemar Energy Ventures, General Catalyst Partners, AVACO, Undisclosed investors	USA
20-Dec	Tutorspree	1,000,000	Sequoia Capital, Founder Collective, Lerer Ventures, SV Angel, Thrive Capital, Reinmkr Capital, Private investors	USA
21-Dec	Cyber-Ark	40,000,000	Goldman Sachs, Jerusalem Venture Partners, Vertex Venture Capital, Cabaret-ArbaOne	USA
21-Dec	GMZ Energy	14,000,000	Mitsui, I2BF Global Ventures, Energy Technology Ventures, Kleiner Perkins Caufield & Byers, BP Alternative Energy	USA
21-Dec	ImageWare Systems	10,000,000	MDB Capital Group	USA
21-Dec	Jawbone	40,000,000	Deutsche Telekom, Kleiner Perkins Caufield & Byers, Private investors	USA
21-Dec	Music Dealers	2,180,000	Private investors	USA
21-Dec	SurDoc	4,000,000	IDG Ventures	USA
21-Dec	Tactus Technology	6,000,000	Thomvest Ventures	USA
22-Dec	Boston Power	30,000,000	GSR Ventures, Oak Investment Partners, Foundation Asset Management	USA
22-Dec	Crimson Informatics	1,800,000	Safeguard Scientifics, QED Investors	USA
22-Dec	Mears Technologies	1,400,000	Undisclosed investors	USA
22-Dec	RemoteReality	3,000,000	Chart Venture Partners, Kuwait Holdings, Connecticut Innovations, Undisclosed investors	USA
27-Dec	Sion Power	50,000,000	Undisclosed investors	USA
28-Dec	Apigee	7,000,000	Norwest Venture Partners, Bay Partners, SAP Ventures, Juniper Networks, Net One Systems, Third Point Management	USA
28-Dec	Eco Power Solutions	1,700,000	Undisclosed investors	USA
28-Dec	MuSigma	108,000,000	General Atlantic, Sequoia Capital	USA
28-Dec	Tres Amigas	12,000,000	Mitsui	USA
29-Dec	Blip.tv	6,000,000	Bain Capital, Canaan Partners	USA
29-Dec	Cool Planet Energy Systems	Undisclosed	BP Technology Ventures, Shea Ventures, GE, Google Ventures, ConocoPhillips, NRG, North Bridge Venture Partners	USA

<b>Total capital invested</b>	<b>5,086,520,000</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>369</b>
<b>Average investment</b>	<b>15,183,642</b>	<b>Total number of undisclosed investments</b>	<b>34</b>

# Investments

## United Kingdom

Date	Company	Total (\$US)	Investors
6-Oct	Benefex	6,490,302	Business Growth Fund
10-Oct	Six Degrees Group	61,812,400	Penta Capital
13-Oct	Carmine	Undisclosed	Accel Partners
17-Oct	Wahanda	5,408,585	Fidelity Growth Partners Europe
17-Oct	Lysanda	15,453,100	Disruptive Capital Finance, Private investors
17-Oct	Onyx Group	64,903,020	ISIS Equity Partners
18-Oct	Secret Escapes	Undisclosed	Undisclosed investors
19-Oct	Statesman Travel	6,567,568	Businessman Growth Fund
19-Oct	TagMan	5,000,000	Greycroft Partners, iNovia Capital
24-Oct	Patersons	6,450,000	Rho Ventures, Undisclosed investors, Private investors
25-Oct	PlayJam	5,000,000	GameStop Digital Ventures, Adobe Ventures, Endeavour Ventures, London Venture Partners
26-Oct	Zingaya	1,150,000	Private investor, Undisclosed investors
27-Oct	ThinkGrid	Undisclosed	Runa Capital
28-Oct	Hangar Seven	1,545,310	Catapult Venture Managers
31-Oct	Amplio Filtration (Amplio Group)	20,717,600	Ambienta SGR
1-Nov	Mindshapes	5,000,000	Private investors, Angel investors
1-Nov	CertiVox	2,400,000	Octopus Investments, Pentech Ventures
2-Nov	Masabi	4,000,000	m8 Capital
7-Nov	Martini Media	13,000,000	Granite Ventures, Reed Elsevier Ventures, Silicon Valley Bank, Venrock
7-Nov	BagThat	3,090,620	Undisclosed investors
8-Nov	Luluvise	1,000,000	Passion Capital, PROfounders Capital, Angel investor
11-Nov	Skimlinks	4,500,000	Bertelsmann Digital Media Investments, 500startups, Venrex Investment Management, Sussex Place Ventures, The Accelerator Group, NESTA
16-Nov	Concorde Solutions	1,545,310	Panoramic Growth Equity
5-Dec	PowerOasis	6,953,895	YFM Equity Partners
7-Dec	TouchType	2,317,965	Octopus Investments, Cambridge Capital Group, Private investors
8-Dec	Historic Futures	4,017,806	Oxford Technology, Bridges Ventures, Private investors
8-Dec	Adrok	4,635,930	Teck Resources
9-Dec	Strategic Energy	10,000,000	Hazel Capital
12-Dec	ip.access	23,179,650	Amadeus Capital Partners, Cisco, Intel Capital, Qualcomm, Rothschild & Cie Gestion, Scottish Equity Partners, TE Connectivity
20-Dec	Geothermal International	18,543,720	ESB Novusmodus, SSE Ventures, Undisclosed investors
22-Dec	Sterecycle	7,881,081	Finance Yorkshire, Aston Hill Financial

<b>Total capital invested</b>	<b>312,563,862</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>31</b>
<b>Average investment</b>	<b>11,576,439</b>	<b>Total number of undisclosed investments</b>	<b>3</b>

# Calibre One

## France

Date	Company	Total (\$US)	Investors	Country
3-Oct	D-Carte	Undisclosed	Nestadio Capital	
4-Oct	VestiaireDeCopines	9,711,375	Balderton, Ventech	
6-Sep	Voiturelib.com	Undisclosed	Private investors	
6-Oct	JolieBox	1,294,850	Alven Capital, Private investors	
7-Oct	Intuilab	1,553,820	Midi Capital, WISEED	
14-Oct	THEMA	7,769,100	TIME Equity Partners	
17-Oct	Resto-In	2,071,760	Aurel NextStage	
18-Oct	DillTrust	Undisclosed	StarQuest	
7-Nov	Bon-prive	1,294,850	Private investors, Jeapper Capital, Undisclosed investors	
8-Nov	Tinubu Square	14,631,805	Fonds Strategique d'Investissement	
9-Nov	eNovance	1,294,850	Odyssey Ventures, OSEO	
15-Nov	Mootwin	5,179,400	Naxicap Partners, Seventure, Rhône-Alpes Création, Expansinvest, Crédit Agricole Développement, Héléa Financière, Teamgroup Investment	
15-Nov	Wallix	2,589,700	TDH, Auriga Partners	
23-Nov	ALittleMarket.com	2,071,760	XAnge Capital, Private investors	
5-Dec	viavoo	1,942,275	Crédit Agricole Private Equity	
16-Dec	Shopmium	2,071,760	Accel Partners, ISAI	
15-Dec	PolySpot	3,237,125	True Global Ventures	

<b>Total capital invested</b>	<b>58,656,705</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>18</b>
<b>Average investment</b>	<b>3,910,447</b>	<b>Total number of undisclosed investments</b>	<b>3</b>

# Investments

## Germany/Austria/Switzerland (DACH)

Date	Company	Total (\$US)	Investors	Country
7-Dec	IMS Nanofabrication	Undisclosed	Intel Capital, Photonics, Private investors	Austria
2-Oct	meinprospekt	12,948,500	TheMediaLab, Mountain Super Angel, High-Tech Grunderfonds Management	Germany
3-Oct	Les Facettes	Undisclosed	Holtzbrinck Ventures	Germany
6-Oct	yavalu	Undisclosed	Next Generation, PW Capital, Private investors	Germany
10-Oct	Madvertise	10,000,000	Earlybird Venture Capital, Blumberg Capital	Germany
13-Oct	Cost Xpert	Undisclosed	T-Venture	Germany
14-Oct	Fidor Bank	2,421,370	Anthemis Holdings	Germany
18-Oct	Lecturio	Undisclosed	Holtzbrinck Ventures	Germany
19-Oct	Crowdpark	6,000,000	Target Partners, Earlybird Venture Capital	Germany
20-Oct	smava	5,179,400	Earlybird, Neuhaus Partners, Banca Sella	Germany
24-Oct	Dealomio	Undisclosed	DuMont Venture, NRW Bank, Nordwest Zeitung	Germany
1-Nov	Affiliprint	Undisclosed	Nordwest-Zeitung, Mittelständischen Beteiligungsgesellschaft, KfW	Germany
2-Nov	Zero1.tv	Undisclosed	GoodVent, Signeo, HTGF	Germany
3-Nov	Privatesportssale	Undisclosed	XAnge Private Equity, Grazia Equity, ASTUTIA Equity Partners	Germany
4-Nov	meetOne	Undisclosed	SevenVentures	Germany
7-Nov	PressMatrix	Undisclosed	Undisclosed Investor, Investment Bank Berlin, High-Tech Start-Up Fund	Germany
11-Nov	RegioHelden	Undisclosed	Bertelsmann Digital Media Investments, Bertelsmann, Mountain Super Angel	Germany
15-Nov	4tiitoo	Undisclosed	Intel Capital	Germany
16-Nov	6Wunderkinder	4,200,000	Atomico	Germany
16-Nov	Delivery Hero and Lieferheld	10,358,800	ru-Net, Kite Ventures, Team Europe, Point Nine Capital	Germany
16-Nov	commercetools	Undisclosed	Bayern Kapital, HTGF, BayBG, Private investors	Germany
17-Nov	Freshmilk NetTV	Undisclosed	bmp media investors, VC Fonds Kreativwirtschaft Berlin	Germany
20-Nov	wahwah.fm	Undisclosed	Hasso Plattner Ventures	Germany
21-Nov	svh24.de	10,358,800	Undisclosed	Germany
30-Nov	DaWanda	5,179,400	Vorwerk Ventures, Piton Capital	Germany
30-Nov	CargoGuard	4,014,035	BayBG, LBBW Venture Capital, Fbcon, M-Investar, High-Tech Grunderfonds, Bayern Kapital	Germany
8-Dec	Neonga	Undisclosed	Tengelmann Ventures, High-Tech Grunderfonds, IBB Beteiligungsgesellschaft	Germany
9-Dec	navabi	2,800,000	Seventure Partners, DuMont Venture, Private investors	Germany
12-Dec	Trademob	Undisclosed	High-Tech Grunderfonds, Tengelmann Ventures	Germany
16-Dec	Zitra	Undisclosed	Tengelmann Ventures, KfW	Germany
17-Nov	Koala.ch	2,127,900	Alven Capital	Switzerland
22-Nov	HouseTrip	17,000,000	Index Ventures, Balderton Capital	Switzerland

<b>Total capital invested</b>	<b>92,588,205</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>32</b>
<b>Average investment</b>	<b>7,122,170</b>	<b>Total number of undisclosed investments</b>	<b>19</b>

## Belgium/Netherlands/Luxembourg (BENELUX)

Date	Company	Total (\$US)	Investors	Country
7-Oct	Trustteam	Undisclosed	Gimv	Belgium
31-Oct	Mendix	13,000,000	Prime Ventures, HENQ Invest	Netherlands
2-Nov	Spil Games	Undisclosed	North Bridge Growth Equity	Netherlands
3-Nov	Vector Fabrics	Undisclosed	Newion Investments, TechnoStars, Point-One Starter Fund	Netherlands
4-Nov	MADS	1,294,850	OTM Investments	Netherlands
10-Nov	Pictura	Undisclosed	Van den Ende & Deitmers	Netherlands
17-Nov	Shapeways	5,100,000	Union Square Ventures, Index Ventures	Netherlands
14-Dec	Quadia WebTV	Undisclosed	Van den Ende & Deitmers	Netherlands

<b>Total capital invested</b>	<b>19,394,850</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>8</b>
<b>Average investment</b>	<b>6,464,950</b>	<b>Total number of undisclosed investments</b>	<b>5</b>

## Northern Europe

Date	Company	Total (\$US)	Investors	Country
24-Oct	Tradeshift	17,000,000	ru-Net, Kite Ventures, Notion Capital	Denmark
1-Nov	TrustPilot	4,273,005	SEED Capital, Northzone Ventures	Denmark
5-Oct	Puulo	Undisclosed	Sentica Partners	Finland
8-Oct	Dualog	499,980	Norinnova Invest	Norway
12-Oct	XMS Penvision	Undisclosed	Myrian Capital	Sweden
19-Oct	iZettle	1,189,164	Index Ventures, Creandum, Private investor	Sweden
1-Nov	Zaplox	1,450,200	Industrifonden, LMK Venture	Sweden
14-Nov	Wrapp	5,500,000	Atomico, Creandum	Sweden
9-Dec	Klarna	155,000,000	DST Global, General Atlantic, Sequoia Capital	Sweden

<b>Total capital invested</b>	<b>184,912,349</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>9</b>
<b>Average investment</b>	<b>26,416,050</b>	<b>Total number of undisclosed investments</b>	<b>2</b>

# Investments

## Ireland

Date	Company	Total (\$US)	Investors
25-Nov	ZAPA Technology	1,424,335	Delta Partners, Private investors
30-Nov	Movidius	9,000,000	Celtic House Venture Partners, Capital E, Emertec Gestion, AIB Seed Capital Fund
13-Dec	EpiSensor	1,100,623	Bank of Ireland Start-up & Emerging Sectors Equity Fund, AIB Seed Capital Fund, Enterprise Ireland, Private investors
16-Dec	Zartis	Undisclosed	SOS Ventures, AIB Seed Capital Fund, Private investor
16-Dec	ePub Direct	1,683,305	The Ulster Bank Diageo Venture Fund, Enterprise Ireland, Private investor

<b>Total capital invested</b>	<b>13,208,263</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>5</b>
<b>Average investment</b>	<b>3,302,066</b>	<b>Total number of undisclosed investments</b>	<b>1</b>

## Southern Europe

Date	Company	Total (\$US)	Investors	Country
31-Oct	CallmyName	6,000,000	Canaan Partners	Cyprus
3-Oct	YOGITECH	1,294,850	Atlante Ventures Mezzogiorno	Italy
16-Nov	Samares	2,589,700	Atlante Ventures Mezzogiorno	Italy
6-Dec	Spinvector	2,589,700	Atlante Ventures Mezzogiorno	Italy
4-Oct	Wuaki.tv	2,589,700	Axon Capital, Bonsai Venture Capital	Spain
5-Oct	GetApp.com	1,100,000	Nauta Capital	Spain
20-Oct	Gigas	2,589,700	Cabiedes & Partners, Bonsai Venture Capital	Spain
28-Oct	WorkMeter	1,294,850	Grupo Intercom, Grupo Mola, MBD, Gruparpa, Logitravel, Private investors	Spain
1-Dec	Zentyal	1,000,000	Open Ocean Ventures	Spain
30-Nov	eCift.com	3,884,550	3TS Capital Partners, S.C.A SICAR, Istanbul Venture Capital Initiative	Turkey
20-Dec	Ciceksepeti	Undisclosed	Amazon.com	Turkey

<b>Total capital invested</b>	<b>24,933,050</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>11</b>
<b>Average investment</b>	<b>2,266,641</b>	<b>Total number of undisclosed investments</b>	<b>0</b>

# Calibre One

## Eastern Europe

Date	Company	Total (\$US)	Investors	Country
15-Dec	Prezi	14,000,000	Accel Partners, Sunstone Capital	Hungary
3-Oct	1C	200,000,000	Baring Vostok Capital Partners	Russia
10-Oct	Nginx	3,000,000	BV Capital, Runa Capital, Undisclosed investor	Russia
11-Oct	Lumex Instruments	Undisclosed	CapMan Russia	Russia
26-Oct	Pixonix	5,000,000	Ventech, Kite Ventures, TA Ventures	Russia
15-Dec	Ecwid	1,500,000	Runa Capital	Russia

<b>Total capital invested</b>	<b>223,500,000</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>6</b>
<b>Average investment</b>	<b>44,700,000</b>	<b>Total number of undisclosed investments</b>	<b>1</b>

## Israel

Date	Company	Total (\$US)	Investors
9-Oct	Tactus Mobile	1,424,335	Yuval Tal, Lool Ventures, Private investors
10-Oct	Shaker	15,000,000	Menlo Ventures, CrunchFund, Innovation Endeavors, Pitango
11-Oct	Checkmarx	Undisclosed	Ofer Hi-Tech, Salesforce.com
18-Oct	Siklu	19,000,000	Amiti Ventures, Qualcomm, DFJ Tamir Fishman Ventures, Evergreen Venture Partners, Argonaut Private Equity, Undisclosed investor
24-Oct	SolarEdge Technologies	37,000,000	Norwest Venture Partners, Opus Capital, Walden International, Genesis Partners, Vertex Venture Capital, Lightspeed Venture Partners, GE Capital
2-Nov	Rounds	3,000,000	Verizon Investments, Rhodium, Private investor
2-Nov	Traffix Systems	7,000,000	Bessemer Venture Partners
16-Nov	ZooZ	1,500,000	lool Ventures, Rhodium, Kima Ventures, Orefa Investment, Jaina Capital, A.M. Holdings, Private investors
22-Nov	eyeSight	4,200,000	CEVA, Mitsui, Private investor
6-Dec	Light Cyber	1,500,000	Gillot Capital Partners
19-Dec	CellEra	9,200,000	Vodafone Ventures, Carmel Ventures, Israel Cleantech Ventures, B-2-V Partners, Private investors

<b>Total capital invested</b>	<b>98,824,335</b>	<b>Total number of investments for the quarter (including undisclosed investments)</b>	<b>11</b>
<b>Average investment</b>	<b>9,882,434</b>	<b>Total number of undisclosed investments</b>	<b>1</b>

# executive moves

Quarterly review of executive moves  
in Europe & North America

# Communications

## Chairman

Company	Headline	Sector	Story	Location
Alvarion	Amnon Yacoby succeeds Anthony Maher as Chairman	Wireless Communications	Alvarion announced that Amnon Yacoby, a director of Alvarion since its inception in 2001, is succeeding Anthony Maher as Chairman.	USA
Main Street Connect	Main Street Founder becomes Chairman	Media	Main Street Connect, has announced a new CEO who will succeed Founder and Publisher Carl Tucker. Mr Tucker will now become Chairman of the company.	USA
Bertelsmann	Bertelsmann promotes Rabe to CEO/Chairman	Media	Bertelsmann has appointed Thomas Rabe, currently CFO of the Group, as its future Chairman & CEO. He will succeed the current Chairman & CEO Hartmut Ostrowski.	Germany

## CEO

Company	Headline	Sector	Story	Location
Cable & Wireless	Cable & Wireless WW appoints new CEO	Telecommunications	The Board of Cable & Wireless Worldwide announced the appointment of Gavin Darby as CEO.	USA
CC Media Holdings	CC Media Holdings selects Pittman to lead	Media	CC Media Holdings has announced that Bob Pittman will become its CEO.	USA
Desktop Alert	Desktop Alert appoints CEO	Warning Systems	Desktop Alert, provider of network-centric emergency mass notification systems to the United States Government, United States military and industry, has announced the appointment of Daniel Ryan, MBA, PMP, as CEO.	USA
Harris	William M. Brown named President and CEO	Communications	Harris, an international communications and information technology company, has announced the appointment of William M. Brown as President and CEO.	USA
IDT Telecom	IDT announces changes in management	Telecommunications	IDT has announced Bill Pereira, currently IDT's CFO, will take over as CEO of IDT Telecom from Liore Alroy, who becomes Deputy Chairman.	USA
Main Street Connect	Main Street appoints new CEO	Media	Main Street Connect has announced the appointment of Zohar Yardeni as CEO.	USA
Openwave	Openwave names Mike Mulica as CEO	Mobile/Wireless	Openwave Systems has announced that Mike Mulica has been appointed as Openwave's CEO. Anne Brennan, who served as interim CEO, will continue in her role as CFO.	USA
Single Touch Systems	Single Touch announces James Orsini as new CEO	Mobile Communications	Single Touch Systems has named James L. Orsini CEO. Orsini steps down from his prior role as EVP and Director of Finance and Operations at Saatchi & Saatchi.	USA
Spacenet	Spacenet announced the appointment of Glenn Katz as CEO.	Network Communications	Spacenet, a wholly-owned subsidiary of Gilat Satellite Networks and a provider of Managed Network Services, has announced the appointment of Glenn Katz as CEO.	USA
Siemens	Siemens announces Helmuth Ludwig as Industry Sector CEO	Telecommunications	Siemens has announced that Helmuth Ludwig has been appointed CEO of the company in North America. In this role, Ludwig will be responsible for the US, Canada, Mexico and Central America.	Germany
Mobistar	Mobistar appoints Jean Marc Harion as CEO	Telecommunications	Mobistar has appointed Jean Marc Harion as CEO.	Belgium
Internet Gold - Golden Lines	Internet Gold names CEO	Telecommunications	Internet Gold has announced that Eli Holtzman, co-Founder and CEO since 1992, has retired. Mr. Turgeman, the company's CFO, was elected to succeed Mr. Holtzman as CEO.	Israel

## COO

Company	Headline	Sector	Story	Location
Dialogic	Dialogic appoints Cook COO	Network Communications	Dialogic, a provider of communications technologies that power advanced networks, has appointed Kevin Cook President & COO replacing Doug Sabella.	USA
MRV Communications	MRV Communications announces management changes	Network Communications	MRV Communications, a provider of optical communications network infrastructure equipment, has announced that it has named Barry Gorsun as President and COO.	USA
Qualcomm	Qualcomm announces leadership change	Mobile Communications	Qualcomm has announced that Steve Mollenkopf has been promoted to President & COO.	USA

## CTO

Company	Headline	Sector	Story	Location
Megacable	Megacable appoints new CTO	Media	Megacable has named Emerson Sampaio as its new CTO. With a career spanning 13 years in Fortune 500 cable organisations, Sampaio joins Megacable from CableLabs in the US, where he was senior enterprise architect.	Mexico

## CMO

Company	Headline	Sector	Story	Location
CallMiner	CallMiner hires industry veteran	VoC Analytics	CallMiner, provider of Voice of the Customer and speech analytics, announced the addition of Bob Sullebarger to the management team as CMO.	USA
Clear Channel	Clear Channel names CMO	Media	Clear Channel announced the appointment of Bob Stohrer to CMO of Clear Channel Digital. Stohrer, who joins Clear Channel Digital from Sprint Nextel, will report to Brian Lakamp, President.	USA
mBlox	mBlox appoints Turner as CMO	Mobile Commerce	Mobile transaction network mBlox has appointed Michele Turner as its CMO. Most recently, Turner was executive VP of products at personal media communications company Cooliris.	USA
VoX Communications	VoX appoints CMO	Network Provider	VoX Communications, provider of Voice over Internet Protocol (VoIP) services and cloud computing, has announced that Barry MacCheyne has joined the company as the CMO. Mr. MacCheyne will be responsible for global sales and marketing.	USA

## CFO

Company	Headline	Sector	Story	Location
CBS	CBS appoints Thomas Shilen as CFO of CBS News	Media	Thomas S. Shilen Jr., who has served as the Company's SVP, Controller and CAO since 2010, has been named CFO of CBS News.	USA
Extreme Reach	Extreme Reach raises Lazaros to CFO	Video Advertising	Extreme Reach, a provider of video advertising management and delivery solutions, has announced the appointment of Nancy Lazaros as CFO.	USA
Single Touch Systems	Single Touch Systems names John Quinn CFO	Mobile Communications	Single Touch Systems has announced the expansion of its senior management team with the appointment of John Quinn, a seasoned financial management and business executive, as CFO.	USA
Uniserve Communications	Uniserve appoints CFO	Telecommunications	Uniserve Communications has announced the appointment of Chris Convey as CFO. Convey brings to Uniserve a wealth of Telecom experience from Cable & Wireless and British Telecom in a range of financial and commercial roles.	USA

# Internet

## Chairman

Company	Headline	Sector	Story	Location
Pricetector	Pricetector appoints Dr. Michael Burry Chairman	Loyalty Platform	Pricetector, the creators of a new social loyalty platform for retailers, has appointed Dr. Burry Chairman of the Pricetector Board.	USA
USA Technologies	USA Technologies appoints Chairman/CEO	Mobile Payment	USA Technologies, provider of wireless, cashless payment and M2M telemetry solutions, announced that Stephen Herbert has been appointed CEO and Chairman.	USA
Outfit7	Outfit7 appoints Singh as Chairman	Online Gaming	Outfit7, the group behind the popular Talking Friends apps, has announced that global technology executive Narry Singh is now executive Chairman.	Cyprus

## CEO

Company	Headline	Sector	Story	Location
Booyah	Booyah names Jason Willig CEO	Social Gaming	Booyah has announced Jason Willig is their new CEO.	USA
CommTouch	CommTouch names new CEO	Cloud Security	CommTouch, a provider of cloud-based Internet security technology, named Shlomi Yani CEO. Yani was formerly VP of corporate development strategy at SafeNet.	USA
Conn's	Conn's announces new CEO	eCommerce	Conn's announced that the Company's Board of Directors has appointed Theodore M. Wright to serve as the President and CEO.	USA
Endeka	Endeka hires CEO Hans Peterson	Internet Provider	Endeka Group announced that it has hired Hans Petersen, MBA as CEO. Tim Rout will continue as full-time President and Founder.	USA
Live365	Live365 appoints new CEO to Accelerate Growth	Internet Radio, Online Entertainment	Live365, a pioneer in Internet radio and broadcasting announced the appointment of Ed Schaffer as CEO.	USA
Safari Books	Safari Books announces new CEO	Online Library	Safari Books, the on-demand digital library for technology, digital media and business professionals, announced the appointment of Andrew Savikas as CEO.	USA
SynCplicity	SynCplicity expands Executive bench	Cloud Services	SynCplicity announced the expansion of its executive team with Karen White to serve as CEO.	USA
TaskRabbit	TaskRabbit names former Expedia head CEO	Online Marketplace	TaskRabbit, a networking platform that connects neighbors to get things done, announced Eric Grosse as CEO and Board Member.	USA
USA Technologies	USA Technologies appoints Chairman/CEO	Mobile Payment	USA Technologies, provider of wireless, cashless payment and M2M telemetry solutions, announced that Stephen Herbert has been appointed CEO and Chairman.	USA
Secret Escapes	Secret Escapes attracts a battle-hardened CEO	Online Deals	Secret Escapes has appointed Alex Saint as the new CEO.	UK
uberVU	uberVU announces new HQ; CEO	Social Media Analytics	uberVU, a social intelligence platform, announced the establishment of its American Headquarters, as well as the appointment of Mark Pascarella as CEO.	UK

## COO

Company	Headline	Sector	Story	Location
Avatar Ventures	Avatar Ventures appoints Martinez COO	Online Marketing	Avatar Ventures announces the appointment of Peter Martinez as COO.	USA
Central Desktop	Central Desktop appoints COO	Cloud Services	Central Desktop, a cloud-based collaboration platform company, announced the appointment of Mark Smialowicz as COO.	USA
Safari Books	Safari appoints Steve Kolenda as COO/CFO	Online Library	Safari Books Online announced the appointment of Steve Kolenda as CFO/COO.	USA
Virtual World Computing	Virtual World Computing selects COO	Online Protection	Virtual World Computing, providers of privacy, security and online personal protection, announced the appointment of Vernon Irvin as President and COO.	USA
Gameforge	Gameforge appoints new COO	Online Gaming	Gameforge has appointed Seth Lorio as COO.	Germany

## CTO

Company	Headline	Sector	Story	Location
ScienceLogic	ScienceLogic appoints new CTO	Cloud Management	ScienceLogic, provider of IT operations and cloud management solutions, announced the hiring of Antonio Piraino as CTO.	USA
Syncplicity	Syncplicity expands Executive bench	Cloud Services	Syncplicity, a provider of cloud-based file management, sync, mobile access, collaboration and backup solutions, announced the expansion of its executive team with Ondrej Hrebicek to serve as CTO.	USA
CrossKnowledge	CrossKnowledge appoints Chief Technology Officer	eLearning	CrossKnowledge, announces the appointment of Philippe Quenault as CTO. Philippe Quenault's role will be to increase the group's technological capabilities in order to accompany its international growth.	France

## CMO

Company	Headline	Sector	Story	Location
EPIX	EPIX names Kirk Iwanowski CMO	Video-On-Demand & Online Service	EPIX, the entertainment channel, have announced the appointment of Kirk Iwanowski to CMO.	USA
Pandora	Pandora bags Simon Fleming-Wood as CMO	Internet Radio	Pandora has never previously had a CMO but has now appointed Fleming-Wood, formerly VP of marketing at Cisco's consumer products group, to the newly established position.	USA
Personal	Personal announced new Marketing team	Networking	Personal has announced Henry Gaskins, previously of Nike and Reebok, as CMO to lead the new marketing team.	USA
Saveology.com	Saveology.com appoints Michael Aronowitz CMO	Price Comparison	Elephant Group-brand Saveology.com, a consumer comparison-shopping portal, announced the addition of Michael Aronowitz as CMO.	USA
Syncplicity	Syncplicity expands Executive bench	Cloud Services	Syncplicity announced the expansion of its executive team with Jeff Schultz joining as CMO.	USA
Vocus	Vocus appoints Jason D. Jue as CMO	Cloud Services	Vocus, provider of cloud-based marketing and public relations software, announced Jason D. Jue joined the company as CMO.	USA
Bodog Europe	Bodog Europe adds Dee Dutta as CMO	Online Gaming	Bodog Europe has welcomed Dee Dutta to their team. Dutta will take on the role as Bodog Europe's CMO, responsible for marketing the gambling brand to the European market.	UK

## CFO

Company	Headline	Sector	Story	Location
ActiveVideo Networks	ActiveVideo Networks names Brian Sereda as CFO	Cloud Services	ActiveVideo, creators of CloudTV the cloud-based app platform, announced that Brian Sereda has joined the company as CFO.	USA
Arista Networks	Arista bolsters leadership with CFO	Cloud Services	Arista Networks, a provider of next-generation cloud networking, has announced the appointment of Steffan Tomlinson to the position of CFO.	USA
Pivot3	Pivot3 appoints James Hajek as CFO	Storage & Computer Appliances	Pivot3, a provider of unified storage and computer appliances, have announced that James Hajek has been named the company's CFO.	USA
TechMediaNetwork	TechMediaNetwork appoints Randy Bambrough as CFO	Online Media Publisher	TechMediaNetwork has announced the appointment of Randy Bambrough, formerly CFO of NextGNetworks, as the company's new CFO; he will report to CEO and Founder Jerry Ropelato.	USA
TripAdvisor	TripAdvisor appoints Bradley as CFO	Travel Web	TripAdvisor has announced that it has appointed Julie M.B. Bradley as CFO.	UK
Avangate	Emerich joins Avangate as CFO	eCommerce Solutions	Avangate, the eCommerce solutions provider, announced the addition of Jim Emerich as CFO.	Netherlands

# Software

## Chairman

Company	Headline	Sector	Story	Location
Apple	Apple Names Arthur D. Levinson Chairman of the Board	Software, Hardware	Apple named Arthur D. Levinson, Ph. D. as the Company's non-executive Chairman of the Board. Levinson has been a co-lead director of Apple's Board since 2005.	USA
eWise	eWise names Phillip Riese Chairman of the Board	Software as a Service	eWise, online and mobile payments solution provider, named Phillip Riese Chairman of the Board.	USA
PokerTek	PokerTek appoints new Chairman of the Board	Gaming Software	PokerTek announced that its Board of Directors has appointed Joseph Lahti to serve as Chairman of the Board.	USA
SeaWell Networks	SeaWell Networks announces Chair of its Board of Directors	Video Streaming Software	SeaWell Networks announced John Major as Chair of its Board of Directors.	USA

## CEO

Company	Headline	Sector	Story	Location
Evoco	Evoco appoints Reimer as CEO	Software as a Service	Evoco, a provider of web-based program management software for retail construction and development, announced the appointment of Alice Reimer as CEO.	Canada
Acsis	Acsis names Neil Thall as CEO	Logistics Software	Acsis has announced the appointment of retail and supply chain industry expert Neil Thall as the company's new President and CEO. Thall will also be a contributing member of the Board of Directors.	USA
Adaptivity	Philip Walton Joins Adaptivity as President, CEO and Director	Computer Software	Adaptivity announced that Philip S. Walton, has joined the Company as President and CEO and a member of its Board of Directors.	USA
Clustrix	Clustrix announces Purohit as President and CEO	Software as a Service	Clustrix announced the appointment of Robin Purohit as President and CEO. Purohit succeeds Paul Mikesell, co-Founder of Clustrix, who will serve as VP of Strategy and Technology.	USA
IBM	IBM elects Rometty CEO	Software	The IBM Board has elected Virginia M. Rometty President and CEO. Ms. Rometty succeeds Samuel J. Palmisano, who will remain as Chairman.	USA
inno360	inno360 appoints Schaedler CEO	Software as a Service	inno360, provider of SaaS-based innovation management software to global enterprise clients, announced the appointment of Doug Schaedler as CEO.	USA
LENSEC	LENSEC appoints Marianna Leybovich CEO	Security Software	LENSEC, video security software pioneer, named Marianna Leybovich as CEO. Leybovich will also continue to serve in her capacity as CTO.	USA
Lookingglass Cyber Solutions	Lookingglass Cyber Solutions names COO	Security Software	Lookingglass Cyber Solutions, a provider of global cyber situational awareness, announced Rick Gordon as the company's new COO.	USA
Onyx Graphics	Onyx Graphics appoints Murphy as President and CEO	Software as a Service	ONYX Graphics has announced that Kevin M. Murphy has been named President and CEO. He comes to ONYX Graphics from Oce North America, where he served as VP of Commercial Excellence.	USA
Rivet Software	Rivet Software Founder returns to lead company	Software as a Service	Rivet Software, provider of XBRL financial reporting and analytics solutions, has announced the return of company co-founder, Mike Rohan, as CEO.	USA
Telenity	Telenity announces new CEO	Software as a Service	Telenity has announced that Ilhan Bagoren, Chairman and Co-founder of Telenity, will become the new CEO.	USA

## COO

Company	Headline	Sector	Story	Location
Capsilon	Capsilon	Software as a Service	Capsilon, a provider of cloud-based document sharing, imaging and collaboration solutions for businesses, announced that David Sohm has joined its executive team as COO.	USA
P2 Energy Solutions	P2 Energy Solutions appoints Charles Goodman COO	Software as a Service	P2 Energy Solutions announces the appointment of Charles Goodman to the newly created position of President and COO.	USA
woh group	woh group picks Kraemer as COO	Simulation Software	German virtual airline company woh group has announced new COO René Kraemer.	Germany

## CTO

Company	Headline	Sector	Story	Location
Kony Solutions	Kony Solutions named Sriram Ramanathan CTO	Software as a Service	Kony Solutions announced that Sriram Ramanathan has joined the company as CTO.	USA
McAfee	McAfee names new Global CTO	Security Software	McAfee announced that Stuart McClure has been named worldwide CTO. He will work closely with senior leaders at McAfee to ensure strong collaboration on customer requirements.	USA
Morphlabs	Morphlabs appoints new Chief Technology Officer	Software as a Service	Morphlabs have announced the appointment of Lee Thompson as CTO. Mr. Thompson will work to advance Morphlabs' technical vision of mCloud technologies.	USA
Parallels	Parallels names new CTO	Software as a Service	Parallels, provider of cloud services enablement and desktop virtualization software, have announced the appointment of new CTO Michael Toutonghi.	USA
ServiceNow	ServiceNow appoints Microsoft veteran as CFO	Software as a Service	ServiceNow has announced that Arne Josefsberg has joined the company as CTO.	USA
STG	STG names Rick Parkington CTO	Software as a Service	STG has hired respected industry veteran Rick Parkington to serve as its Senior Vice President and CTO.	USA
Tripwire	Tripwire appoints Dwayne Melançon to CTO	Security Software	Tripwire, a provider of IT security and compliance solutions, has appointed Dwayne Melançon to the role of CTO.	USA

## CMO

Company	Headline	Sector	Story	Location
eFront	eFront appoints Miller CMO	Software as a Service	eFront, a software provider of financial solutions, announced the appointment of David Miller as CMO.	USA
Microsoft	Microsoft hands Snare CMO job	Software	Microsoft has appointed Philippa Snare as CMO UK. The CMO role was created following a global restructure, with the aim of centralising the company's marketing for the first time.	USA
ngmoco	ngmoco names Staskin CMO	Gaming Software	Mobile social games provider ngmoco has named a former Mattel and Sisal executive, Michael Staskin, CMO.	USA
Rapid7	Rapid7 expands leadership	Security Solutions	Rapid7, the provider of security risk intelligence solutions, announced that Carol Meyers has joined the Company as CMO.	USA
SkillSoft	SkillSoft names new CMO	eLearning Software	SkillSoft, a SaaS provider of e-learning and performance support solutions, announced the appointment of Heather Loisel CMO.	USA
Stylesight	Sue Childs joins Stylesight as CMO	Software as a Service	Stylesight announces that Sue Childs, formerly EVP of Marketing at EDGAR Online, joins Stylesight as its new SVP and CMO.	USA

## CFO

Company	Headline	Sector	Story	Location
AppSense	AppSense announced John Rego as CFO	Software as a Service	AppSense, a provider of user virtualization technology, announced it has named John Rego as CFO.	USA
Blackbaud	Blackbaud announces appointment of CFO	Software Support	Blackbaud, a provider of software and related services designed specifically for nonprofit organizations, has announced the appointment of Anthony W. Boor as SVP/CFO.	USA
Centrify	Centrify names CFO	Security Software	Centrify have announced former McAfee and Secure Computing executive Timothy Steinkopf as its CFO.	USA
Ceragon Networks	Ceragon names new CFO	Software	Ceragon Networks, the wireless backhaul specialist, have announced the appointment of Aviram Steinhart as EVP and CFO.	USA
FalconStor Software	FalconStor appoints new CFO	Data Protection	FalconStor Software announced it has strengthened its worldwide finance, operations and sales management with the appointment of Bryan Urquhart as CFO.	USA
Tendril	Tendril names David Rayner CFO	Software as a Service	Tendril, the provider of the cloud platform for the Energy Internet, announced that David Rayner has joined the company as CFO.	USA

# Hardware

## Chairman

Company	Headline	Sector	Story	Location
Echelon	Echelon appoints Ron Sege as new Chairman	Energy Control Networking	Echelon have announced Ron Sege has been elected to the role of Chairman in addition to his current role as President and CEO.	USA
IDEX	IDEX appoints Silvernail Chairman	Applied Technology	IDEX announced that its Board of Directors has appointed Andrew K. Silvernail, IDEX's CEO, as Chairman of the Board. Mr. Silvernail succeeds Larry Kingsley.	USA
TerraLUX	TerraLUX appoints Brian Dundon to Chairman of the Board	LED Lighting	TerraLUX has announced the expansion of its Board of Directors to include Brian R. Dundon. Mr. Dundon will assume the Board Chairman role.	USA

## CEO

Company	Headline	Sector	Story	Location
Nesscap Energy	Nesscap Energy appoints Dennis Orwig as CEO	Manufacturer	Nesscap Energy has announced the appointment of Dennis Orwig to the position of CEO. Orwig has extensive experience in power and technology development as a CEO and executive over the last 20 years.	Canada
Dynasil	Dynasil promotes President Steven Ruggieri to CEO	Sensing/Analysis Technology	Dynasil have announced that the Board of Directors has promoted President Steven K. Ruggieri to Chief Executive Officer of the Company and appointed him as a Director.	USA
GLOBALFOUNDRIES	GLOBALFOUNDRIES appoints Manocha	Semiconductors	GLOBALFOUNDRIES has announced that its Board has appointed Ajit Manocha as CEO.	USA
LoJack	LoJack appoints new CEO	Vehicle Tracking	LoJack announced the appointment of Randy L. Ortiz, a recognized auto industry veteran, as CEO and President.	USA
Mace Security	Mace secures new CEO	Security Products	Mace Security announced that John McCann has been appointed as the Company's CEO.	USA
Pivot3	Pivot3 names CEO	Storage/Appliances	Pivot3, provider of unified storage and computer appliances, has announced that Rich Bravman has been named CEO.	USA
Systemax	Systemax appoints CEO	Manufacturer	Systemax has appointed David Sprosty as CEO of the North American Technology Products Group.	USA
TableTop Media	TableTop appoints Austen Mulinder President & CEO	Payment Devices	TableTop, creator of the Ziosk, has announced that Austen Mulinder has been named CEO.	USA
Crocus Nano Electronics	Crocus, RUSNANO appoint CEO of joint venture	Nanotechnology	Crocus Technology and RUSNANO have announced the appointment of Boris Omarov as CEO of their joint venture, Crocus Nano Electronics, a manufacturing facility under development in Russia.	Russia

## COO

Company	Headline	Sector	Story	Location
Osram Opto Semiconductors	Osram Opto appoints new COO	Semiconductors	Optoelectronic component maker Osram Opto announces Frank Tillner as COO, taking over at its headquarters in Germany and Malaysia.	Germany
NanoWorld	NanoWorld appoints COO	Nanotechnology	Daniel Guntli, formerly the Assistant General Management, has joined NanoWorld's management team as the new COO.	Switzerland

## CTO

Company	Headline	Sector	Story	Location
Advanced Micro Devices	Papermaster to be AMD SVP and CTO	Consumer Electronics	AMD has announced that Mark Papermaster has joined as SVP & CTO. He will report to President and CEO Rory Read and will oversee all engineering and research and development.	USA
Agilent Technologies	Agilent Technologies	Advanced Instruments	Agilent announced Ron Nersesian has been appointed Executive VP and CEO.	USA
GLOBALFOUNDRIES	GLOBALFOUNDRIES strengthens Leadership Team	Semiconductors	GLOBALFOUNDRIES has appointed Gregg Bartlett as CTO.	USA
Syniverse Technologies	Syniverse names new CTO	Communications	Syniverse appointed Scott Hatfield as CEO. Syniverse makes mobile work for more than 800 mobile operators, cable and Internet providers, and enterprises in over 160 countries.	USA
Visioneer	Visioneer announces promotion of John Harju to CTO	Scanning/Imaging	Visioneer, provider of intelligent document imaging solutions, has announced that it has appointed Jon Harju as CTO. Harju is responsible for the strategic direction of all Visioneer technology.	UK

## CMO

Company	Headline	Sector	Story	Location
Location Based Technologies	Location Based Technologies hires new CMO	GPS Tracking	Location Based Technologies, manufacturer of PocketFinder GPS locator devices, announced the appointment of Gregory Gaines as the company's CMO.	USA
Opengear	Opengear hires security executive as VP and CMO	Manufacturer	Opengear, provider of next generation console server and remote management solutions, has announced the hiring of John Bedrick as CMO and VP of product management.	USA

## CFO

Company	Headline	Sector	Story	Location
ASD	ASD appoints new CFO	Spectroscopy	ASD, provider of high-performance analytical instrumentation and material measurement solutions, have announced the appointment of Thomas Beck as the company's CFO.	USA
Belkin	Belkin has hired George Platisa as its new CFO.	Accessorie & Hardware for Consumer Electronics	Belkin has announced that it has hired George Platisa as its new CFO. Platisa joins Belkin from Ascent Media Group, a media content management and distribution company, where he was CFO/EVP.	USA
GLOBALFOUNDRIES	GLOBALFOUNDRIES strengthens Leadership Team	Semiconductors	GLOBALFOUNDRIES has appointed Daniel Durn as CFO.	USA
LoJack	LoJack appoints new CFO	Vehicle Tracking	LoJack announced Donald R. Peck, a CFO with more than 30 years of business experience, as EVP and CFO, effective October 18 2011.	USA
Mindspeed Technologies	Mindspeed Technologies names CFO/SVP	Semiconductors	Mindspeed Technologies, a supplier of semiconductor solutions for network infrastructure applications, has announced that Stephen N. Ananias will assume the role of SVP and CFO.	USA
SRS Labs	SRS Labs appoints McBride as CFO	Audio Enhancement	SRS Labs, provider of audio enhancement technologies, announced the appointment of Walter McBride as the company's new CFO.	USA
SVTC Technologies	SVTC Technologies appoints CFO	Nanotechnology	SVTC Technologies announces the appointment of Jack Sexton as CFO.	USA
N-trig	N-trig Appoints Leibovitz as new CFO	Digital Hardware	N-trig, providers of DuoSense a pen and multi-touch user interface, announced Eyal Leibovitz joined the executive team as CFO.	Israel

# Business Services

## Chairman

Company	Headline	Sector	Story	Location
Augme Technologies	Augme Technologies appoints Paul Arena Chairman	Advertising	Augme Technologies announced the appointment of Paul Arena as CEO.	USA
Xignite	Xignite appoints Silicon Valley veteran Peter Caswell as Chairman	Data Provider	Xignite has announced it has appointed Peter Caswell as its Chairman of the Board. Caswell is a highly-successful Silicon Valley CEO with over 25 years of experience.	USA

## CEO

Company	Headline	Sector	Story	Location
Bell and Howell	Bell and Howell appoint new CEO	Business Services	Bell and Howell announced that President Leslie F. Stern has been promoted to CEO. Stern replaces George Marton.	USA
GlassHouse Technologies	Patrick J. Scannell, Jr. named CEO of GlassHouse Technologies	Data Infrastructure Consulting, Services	GlassHouse announced that Patrick Scannell has been appointed to the role of CEO. Scannell succeeds former CEO Mark Shirman who stepped down from the position.	USA
Hotwire	Hotwire US launches with CEO Isabel Fox	Global PR, Marketing	Hotwire, the global integrated PR and communications agency, have announced their US launch and the appointment of Isabel Fox as CEO, Hotwire, US.	USA
IBBS	IBBS names new CEO	Data Support	BBS, the provider of voice, data and network services for mid-market cable and broadband providers, announced that Michael Gallagher will join as CEO.	USA
Pentad Solutions	Pentad Solutions sees Executive changes after merger	Analytics Consulting	Pentad Solutions, a technical and analytics consulting company, announced a merger with Octane Data. With the merger, Chad Richeson, Founder at Octane Data, will become CEO of Pentad.	USA
Pentaho	Pentaho appoints Quentin Gallivan as CEO	Business Intelligence	Pentaho has announced the appointment of Quentin Gallivan as its new CEO. With sales and market presence expanding at a record pace, Pentaho recruited the industry veteran to aggressively lead the company through its next phase of growth.	USA
COFELY	COFELY appoints new CEO	Energy Solutions	COFELY, a GDF SUEZ Energy Services subsidiary, has appointed Colin Hale as CEO for the UK and Ireland. Hale joins from Kier Facilities Services where he served as Managing Director.	UK
Logica	Logica appoints Gary Bullard as CEO	Business Services	Logica has announced the appointment of Gary Bullard as CEO UK and member of its Executive Committee.	UK

## COO

Company	Headline	Sector	Story	Location
CALIBRE	CALIBRE	Technology Services	CALIBRE announced various promotions, including John Mutarelli to EVP & COO.	USA
Datalogix	Finnegan Faldi joins Datalogix as COO	Database Marketing	Datalogix has hired former Yahoo! VP Finnegan Faldi as COO. Faldi brings nearly 20 years of senior management experience in both start-ups and public technology companies.	USA
GTSI	GTSI appoints Jeremy Wensinger as COO	Business Services	GTSI announced that Jeremy Wensinger has been named COO for the company. Reporting to the company's CEO, Wensinger will be responsible for core operational activities of the company.	USA
Ingram Micro	Alain Monie rejoins Ingram Micro	Technology Distributor	Ingram Micro has announced that Alain Monie will re-join the company as President and COO, a position he held from 2007 to 2010.	USA
Intcomex	Intcomex appoints COO	IT Distributor	Intcomex have announced that Leopoldo Coronado has been appointed COO, a new position within Intcomex.	USA
Transcat	Transcat appoints Rudow COO	Advanced Instruments	Transcat, a distributor of professional grade handheld test and measurement instruments, has announced that Lee D. Rudow has been named COO.	USA

## CTO

Company	Headline	Sector	Story	Location
QuIC Financial Technologies	QuIC appoints Simon Calvert as CTO	Business Intelligence	QuIC Financial Technologies has announced the appointment of industry veteran Simon Calvert to the position of CTO.	Canada
Vision Critical	Vision Critical appoints Donna Braaten CTO	Business Services	Vision Critical has appointed Donna Braaten as CTO, where she will be responsible for expanding the firm's range of software offerings.	Canada
AECOM	AECOM names CTO for Clean Arm	Business Services	Jim Dray has been named CTO for AECOM's environment business.	USA
CyrusOne	CyrusOne hires CTO	Computer Services	CyrusOne, subsidiary of Cincinnati Bell and enterprise data center solutions provider, announced that it has hired Kevin Timmons as the company's new CTO.	USA
MarkLogic	MarkLogic strengthens management team with key appointments	Database Management	MarkLogic has announced key executive appointments as the company manages its aggressive growth. Ron Avnur has been promoted to the position of CTO, where he is responsible for leading all aspects of technology development.	USA
TriZetto	TriZetto names CTO	Computer Services	TriZetto announced that it has named Pierre Samec EVP/CTO and to the leadership cabinet. Joining TriZetto from Expedia, Samec will have overall responsibility for driving innovation.	USA

## CMO

Company	Headline	Sector	Story	Location
DMEautomotive	DMEa appoints Mike Martinez as CMO	Marketing	DMEautomotive announced that digital sales and marketing professional Mike Martinez has joined the company as CMO.	USA
Trustwave	Trustwave appoints new CMO	Security Provider	Trustwave, a provider of information security and compliance solutions, has announced the appointment of Leo J. Cole as CMO. An industry veteran, Cole brings more than 30 years of experience with global organizations to Trustwave.	USA

## CFO

Company	Headline	Sector	Story	Location
Augme Technologies	Augme Technologies appoints Tom Virgin CFO	Advertising	Augme Technologies has appointed Tom Virgin, CFO of recently acquired Hipcricket as CFO.	USA
CALIBRE	CALIBRE announces leadership changes	Technology Services	CALIBRE has announced various promotions, including William Maxwell to EVP & CFO.	USA
NCI	NCI announces Narel as CFO	Business Services	NCI, provider of professional services and solutions to U.S. Government agencies, has announced Lucas J. Narel as the new EVP/CFO.	USA
OnCore Manufacturing Services	Shubham Maheshwari joins OnCore as Chief Financial Officer	Business Service	OnCore Manufacturing Services, a provider of electronic manufacturing services (EMS), has announced that Shubham Maheshwari has joined the executive team as CFO.	USA
SumTotal Systems	SumTotal hires new CFO	Human Capital Management	SumTotal has announced the appointment of technology industry veteran Mark Johnson as its new CFO. In this role, Johnson will oversee the functions of worldwide accounting, finance, legal, human resources, and information technology.	USA
TeleTech Holdings, Inc	TeleTech appoints new CFO	Business Process Outsourcing	TeleTech Holdings, the global providers of strategic and technology-enabled business process outsourcing, has named Regina Paolillo as its new CFO, Chief Administrative Officer and EVP.	USA

# Cleantech

## Chairman

Company	Headline	Sector	Story	Location
Abound Solar	Abound names Tom Tiller as Chairman of Board	Photovoltaic Technology	Abound Solar, manufacturer of low-cost, thin-film photovoltaic solar modules, has appointed Craig Witsoe as CEO.	USA
Amtech Systems	J.S. Whang to become Executive Chairman	Solar Power	Current CEO and Chairman of the Board, J.S. Whang, has been elected Executive Chairman.	USA
Circadian Solar	Circadian Solar appoints Chairman	Photovoltaic Technology	PV systems supplier, Circadian Solar, has appointed Hans-Juergen Cramer as its new Chairman. Cramer, who was previously the CEO of Vattenfall Europe, has almost three decades of experience within the energy and renewables sectors.	UK
3Sun	3Sun names new Chairman	Photovoltaic Technology	3Sun, a joint-venture between Enel Green Power, Sharp and STMicroelectronics, has appointed its new Chairman, Andrea Cuomo. The joint venture is to start operations for integrated production of innovative photovoltaic cells and panels.	Italy

## CEO

Company	Headline	Sector	Story	Location
Carmanah Technologies	Carmanah appoints Bruce Cousins to CEO role	Photovoltaic Technology	Bruce Cousins has been appointed CEO of Carmanah Technologies, specialists in solar LED lighting and solar power solutions. Cousins replaced Ted Lattimore.	Canada
Abound Solar	Abound Solar names Craig Witsoe new CEO	Photovoltaic Technology	Abound Solar, manufacturer of low-cost, thin-film photovoltaic solar modules, has appointed Craig Witsoe President and CEO of the company.	USA
Amtech Systems	Amtech promotes Fokko Pentinga to CEO	Solar Power	Amtech has announced the Company's President, Fokko Pentinga, has been promoted to CEO and will also remain in his current position.	USA
Eco Power Solutions	Eco Power hire veteran CEO	Energy Recovery	Eco Power Solutions, provider of advanced multi-pollutant emission control and energy recovery systems, announced that Thomas J. Bartolomei has joined the company as CEO.	USA
SunWize Technologies	SunWize appoints Scott Tonn new CEO	Photovoltaic Technology	SunWize Technologies, provider of solar electric solutions has appointed Scott Tonn as CEO.	USA
Unirac	Unirac names Peter Lorenz as new CEO	Solar Power Services	Unirac, a Hilti Group Company, announced Peter Lorenz has been appointed as the company's new CEO, succeeding Douglas May.	USA
EnOcean	New CEO for EnOcean	Energy Harnessing Wireless	EnOcean has announced that it has appointed Laurent Gai-Miniet as its new CEO.	Germany
3Sun	3Sun names new CEO	Photovoltaic Technology	3Sun, a joint-venture between Enel Green Power, Sharp and STMicroelectronics, has appointed a CEO: Mauro Curiale.	Italy
w2pS	Hudson appoints David Tuohy CEO of w2pS	Renewable/Grid Integration	Hudson CEP, a firm that invests in the global renewable power, announced the appointment of David Tuohy as CEO of w2pS.	Spain

## COO

Company	Headline	Sector	Story	Location
Envision Solar International	Envision appoints COO	Solar Power	Desmond Wheatley has been named as the new President and COO of Envision Solar International.	USA
Telkonet	Telkonet promotes Tienor to COO	EcoSmart Devices	Telkonet announced the promotion of Jason Tienor, CEO of EthoStream, to the new position of COO reporting to Ron Pickett, Telkonet's President and CEO.	USA

## CTO

Company	Headline	Sector	Story	Location
Aquamarine Power	New CTO hired at Aquamarine Power	Hydroelectric Power	Wave energy developer Aquamarine Power has appointed renewable energy veteran Patrick O'Kane as its new CTO. O'Kane previously served as the Head of Engineering and Wind Resource Assessment at SSE Renewables.	UK

## CMO

Company	Headline	Sector	Story	Location
American Solar Direct	American Solar appoints CMO	Solar Power	American Solar Direct has appointed Geoff Atkins to the newly created position of CMO. Atkins most recently held the role of SVP/GM at IMAX.	USA

## CFO

Company	Headline	Sector	Story	Location
Genesis Worldwide	Genesis Worldwide appoints CFO	Green Construction	Genesis Worldwide, a provider of green structural building products, is pleased to announce the appointment of William Lindgren as CFO. Mr. Lindgren brings over 20 years of experience in cash management and risk management.	Canada
SolarCity	SolarCity appoints Robert D. Kelly as CFO	Solar Power	SolarCity announced the appointment of Bob Kelly as its CFO. Kelly brings more than 25 years experience and will be responsible for managing financial affairs and corporate finance.	USA

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