



mi-Cluster

Venture Capital Observatory

Newsletter – Δεκέμβριος 2010

Δευτέρα, 17 Ιανουαρίου 2011

Αγαπητοί αναγνώστες καλημέρα σας,

Σε πρόσφατη έρευνα του National Venture Capital Association που πραγματοποιήθηκε στο τέλος του 2010 και στην οποία ανταποκρίθηκαν 330 VCs, το 51% αυτών εκτιμά ότι οι επενδύσεις σε νεοσύστατες εταιρείες θα αυξηθούν μέσα στο 2011, σε σχέση με τον προηγούμενο χρόνο, ενώ το 24% εκτιμά ότι αυτές θα κυμανθούν στα ίδια επίπεδα. Η ίδια έρευνα δείχνει ότι οι μισοί VCs εστιάζουν ταυτόχρονα σε επενδύσεις κεφαλαίου σποράς (seed capital) και επενδύσεις κεφαλαίου ανάπτυξης (expansion capital), ενώ το 1/3 σχεδόν των VCs συν-επενδύει μαζί με τους Angels. Αυτό προβάλλει την συνεχώς μεγαλύτερη σημασία των Angels στα επόμενα χρόνια που θα διανύσουμε.

Στις αυτό το Newsletter θα βρείτε τα ακόλουθα:

1. Λίστα επενδύσεων του Δεκεμβρίου 2010 στον ευρύτερο χώρο της τεχνολογίας.
2. Σειρά με άρθρα από τον χώρο του Venture Capital που σας συνιστούμε να διαβάσετε.
3. Παλαιότερα άρθρα που αξίζει να δείτε.

Καλή Χρονιά σε όλους μας και καλή συνέχεια,

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1. Επενδύσεις Δεκεμβρίου 2011

Company Name	Url	Industry Tags	Business Activity	Funds Raised	Funding Round	Investors	Month Funded	Year Funded
Ifbyphone	http://public.ifbyphone.com/	Telecom	Ifbyphone's Customer Interaction Management platform helps businesses track, route and automate phone calls to reduce costs, increase sales, and enhance customer communications.	\$8M	Series B	Apex Venture Partners, Spring Mill Venture Partners, Origin Ventures, Irv Shapiro, Second Century Ventures	December	2010
deCarta	http://www.decarta.com/	Software, location--based	deCarta is the leading provider of advanced and comprehensive geospatial software platforms for today's cutting-edge Internet, mobile, personal navigation and enterprise location-based service (LBS) applications.	\$9.4M	Series D	not disclosed	December	2010
Racktivity	http://www.racktivity.com/display/wwwrack/Home	Networking, IT hardware	Racktivity reduces datacenter energy consumption and maximizes uptime.	\$8M	Series B	Partech International, Big Bang Ventures	December	2010
FleetMatics	http://www.fleetmatics.com/default.aspx	Software, fleet management	FleetMatics is the leading software provider of GPS-based fleet management systems. FleetMatics' comprehensive offerings are designed for businesses of all sizes that focus on improving customer service, real-time operations visibility and maximum performance from their vehicles and service representatives.	\$68M	Series C	Institutional Venture Partners, Investcorp Technology Partners, New World Ventures	December	2010

Cambridge Broadband Networks	http://www.cbnl.com/	networking, semiconductors, telecoms	Cambridge Broadband Networks' VectaStar is a Point-to-Multipoint microwave backhaul solution for mobile broadband networks.	\$16.5 M		Accel Partners, Adara Venture Partners, Amadeus Capital Partners, TVM Capital, Samsung Ventures	December	2010
Enefy	http://www.enefy.com/	GreenTech, energy	Enefy, a Madrid, Spain-based energy management company.	\$920k		Caixa Capital	December	2010
E-Blink	http://www.e-blink.com/	Telecoms	E-Blink designs and develops alternative solutions for the deployment of mobile network base stations.	\$6M		Masseran Gestion, I-Source Gestion, Alven Capital, 360 Capital Partners	December	2010
Estech	http://www.estech.com/	Medical Devices	ESTECH is a privately held medical device manufacturing and distribution company located in San Ramon, California. The company was founded by Arthur and Raymond Bertolero in 1996 with an emphasis on least invasive products for cardiac surgery.	\$8.5M	Series D	Saints Capital, Telegraph Hill, NBGI Ventures, Tullis Health Investors	December	2010
Iunika	http://www.iunika.com/#/home	semiconductors, software, mobile	Iunika S.A., a Madrid, Spain-based developer of chips, software and systems for the Mobile Computing sector.	\$46M	Series A	not disclosed	December	2010
QuantumID Technologies	http://www.qidtech.com/	RFID, networking, semiconductors	QuantumID Technologies Inc. provides radio frequency identification (RFID) technology solutions. Its products include AIM, an automatic identification machine that allows users to read barcodes, passive, and storage tags from a single platform	\$667k		not disclosed	December	2010
Awarepoint	http://www.awarepoint.com/	RFID, networking, semiconductors, location-based	Awarepoint Corporation provides RFID technologies and real-time location system solutions that offer location, status, and movement information to remotely monitor equipment and people for healthcare and business applications.	\$9M		not disclosed	December	2010

Nimble Storage	http://www.nimblestorage.com/	storage, semiconductors	Nimble Storage CS-Series iSCSI arrays combine flash memory with low-cost, high-capacity drives, eliminating the need for expensive, high-RPM drives for primary storage and separate disk-based backup solutions.	\$16M	Series C	Accel Partners, Lightspeed Venture Partners, Sequoia Capital	December	2010
Sofie Biosciences	http://www.sofiebio.com/	medical software, imaging	Sofie Biosciences, a molecular imaging company focused on empowering people with new PET technologies.	\$2M	Series A	Cycad Group	December	2010
Ortho Kinematics	http://orthokinematics.com/	medical	Ortho Kinematics, Inc., a spine diagnostics company, provides spine motion analysis and diagnostic services.	\$2M	Series B	not disclosed	December	2010
Diverse Energy	http://www.diverse-energy.com/	GreenTech, fuel cells	Diverse Energy builds an emission-free, low-cost power solution for mobile phone communication towers in rural areas of developing countries.	\$2M	Series A	Octopus	December	2010
AltoBeam	http://www.altobeam.com/	Semiconductor	AltoBeam is a fabless IC design company engaged in design of digital TV receiver chipset.	\$6M	Series C	US Venture Partners, DFJ DragonFund, Tano Capital, PYJ-Dynasty Venture Fund	December	2010
EmSense	http://www.emsense.com/	medical, electronics, neuroscience	EmSense Corporation provides scalable physiological and brainwave measurement technology.	\$4M		not disclosed	December	2010
Simpa Networks	http://simpanetworks.com/	renewables, solar, photovoltaic	Simpa Networks designs and markets high quality solar systems that are sold on a pay-as-you-go-basis to customers at the base of the economic pyramid ("BoP").	\$1.1M		not disclosed	December	2010
Rive Technology	http://www.rivetech.com/	GreenTech	Rive is a clean energy company, commercializing advanced catalyst technology for petroleum refining to dramatically increase the yield of transportation fuels produced per barrel of crude oil.	\$25M	Series C	Charles River Ventures, Advanced Technology Ventures, Nth Power	December	2010

CradlePoint Technology	http://www.cradlepoint.com/	networks, semiconductors, telecoms	CradlePoint, Inc. is an IP licensing company. It serves consumers by bridging cellular data networks and WiFi consumer devices via cellular 3G or 4G WAN.	\$7.5M	Series B	OVP Venture Partners, Highway 12 Ventures	December	2010
Lavante	http://www.lavante.com/	Software, enterprise	Lavante is the leading provider of on-demand profit recovery audit software and services, and vendor information management software solutions.	\$8M	Series C	SAP Ventures	December	2010
AveGo	http://www.avego.com/	software, hardware, transport	Avego provides software and hardware systems for improving transportation efficiency. Avego's products use GPS, web and mobile technologies to enable and support sustainable transportation projects.	\$5.6M	Series A	SOSventures	December	2010
Soladigm	http://www.soladigm.com/	GreenTech	Soladigm is developing next-generation green building solutions with a global impact.	\$30M	Series C	DBL Investors, NanoDimension, GE Energy Financial Services, Khosla Ventures, Sigma Partners	December	2010
Intelleflex	http://www.intelleflex.com/	RFID, transport, location-based	Intelleflex Corporation develops RFID tracking systems and products for yard management, tracking reusable transport items, personnel monitoring, high value asset tracking applications, and asphalt and harvest operations tracking.	\$11.5M	Series A	Arcapita Ventures, New Venture Partners	December	2010
Sungevity	http://www.sungevity.com/	GreenTech, software, solar, photovoltaic	Sungevity specializes in remote solar design and installation of home solar electric systems and is proving that going solar is easy, a good investment, and a viable way to reduce carbon emissions.	\$15M	Series C	Greener Capital, Firelake Capital Management, Brightpath Capital Partners	December	2010

Microlight Sensors		semiconductors, sensors, optical	Microlight Sensors Pte Ltd., a Singapore-based company that develops, manufactures, and sells optical systems, instruments, and components for sensor technologies.			Nanostart		December	2010
Chip Path Design Systems	http://www.chippath.com/	Semiconductor	Chip Path Design Systems is a privately funded company dedicated to the merging of Electronic Design Automation and Semiconductor IP.	\$3M	Series A	Lanza TechVentures, Xilinx		December	2010
Location Based Technologies	http://www.locationbasedtech.com/	networking, semiconductors, telecoms	Location Based Technologies' products are both switch and network-based and utilize wireless data services, voice recognition, and location-based tracking capabilities.	\$850k		not disclosed		December	2010
Nano Terra	http://www.nanoterra.com/	smart materials, electronics, semiconductors	Nano Terra is developing so-called "smart materials," including ultra-thin electronic displays, fuel cells, sensors and solar power devices, based on technology developed by its co-founder, Harvard University professor and serial entrepreneur George Whitesides.	\$17M	Series A	not disclosed		December	2010
Abound Solar	http://www.abound.com/	GreenTech, renewables, solar, photovoltaic	Abound Solar produces next-generation, thin-film photovoltaic modules intended to deliver the lowest levelized cost of electricity.	\$110M		not disclosed		December	2010
Envia Systems	http://www.enviasystems.com/	GreenTech, energy storage, batteries	Envia Systems is a technology leader in high performance, low cost energy storage solutions using lithium ion batteries.	\$17M	Series C	Bay Partners, Redpoint Ventures		December	2010
Valkee	http://www.valkee.com/en/	Medical Devices	Valkee, an Oulu, Finland-based maker of bright light headset to treat and prevent seasonal affective disorder and other depression types.	\$400k	Seed Financing	Esther Dyson, Anssi Vanjoki, Jyri Engestrom, Lifeline Ventures		December	2010

Blue Spark Technologies	http://www.bluesparktechnologies.com/	GreenTech, power, printed batteries, electronics	Blue Spark Technologies, Inc. develops flexible, printed, "green," proprietary power source solutions for battery-powered printed electronic systems.	\$5M	Series B	not disclosed	December	2010
Ondax	http://www.ondaxinc.com/	manufacturing, holographic gratings	Ondax built a manufacturing infrastructure for high volume production to produce Volume Holographic Gratings.	\$2M	Series E	Pasadena Angels, Tech Coast Angels	December	2010
LS9	http://www.ls9.com/	BioTech, greentech, fuel, chemicals	LS9, the Renewable Petroleum Company, is a privately-held industrial biotechnology company based in South San Francisco, California developing patent-pending UltraClean fuels and sustainable chemicals made with the power of synthetic biology.	\$30M	Series D	BlackRock, Khosla Ventures, Flagship Ventures, CTTV Investments, Lightspeed Venture Partners	December	2010
Emgo	http://www.emgo.be/	manufacturing, glass, lighting	Since 1966 Emgo NV is a manufacturer of tubing products and bulbs in glass with worldwide delivery and an established reputation of high quality glass components for the lighting industry.	\$10M		not disclosed	December	2010
Encelium Technologies	http://www.encelium.com/	GreenTech, lighting control	Encelium Technologies is an advanced technology development company specializing in integrated lighting control systems for commercial buildings.	\$11M	Series C	Siemens Venture Capital, Townsend Ventures	December	2010
Trilliant	http://www.trilliantinc.com/	smart grid, networking	Trilliant is a leader in delivering intelligent networks that enable the transition to the Smart Grid. Trilliant offers a combination of hardware, software and services that serve as the nervous system of the Smart Grid.			UMC Capital, Investor Growth Capital, VantagePoint Venture Partners, ABB, General Electric	December	2010
3VR Security	http://www.3vr.com/	Security	3VR Security develops Intelligent Surveillance and Search (ISS) – a faster, more reliable, and less expensive way to	\$17M		Menlo Ventures	December	2010

			fight crime, ensure people's safety and improve business efficiency.					
Ducatt		Renewables, solar, photovoltaic, greentech	ucatt NV, a Belgium-based solar-glass start-up.	\$20M		Capricorn Cleantech Fund, LRM	December	2010
Metrum Sweden	http://www.metrum.se/	control systems, measurment, power management	Metrum Sweden AB, a Gothenburg, Sweden-based producer of intelligent measurement systems for power quality, disturbance analysis and energy analysis.			Almi Invest, K-Svets Venture	December	2010
Wireless Seismic	http://www.wirelesseismic.com/	wireless seismic data acquisition	Wireless Seismic, a Lousville, Co-based developer and provider of an innovative wireless seismic data acquisition system with real-time data return to the exploration and production industry.	\$19.5 M		Energy Ventures	December	2010
Multigig	http://multigig.com/	Semiconductor	Multigig is a fabless, high performance analog and mixed-signal semiconductor company headquartered in Scotts Valley, California. Multigig is focused on providing state-of-the-art technologies that solve significant system-level timing problems.	\$10M	Series C	Zarlink Semiconductor, CMEA Capital, Sierra Ventures	December	2010
Barrett Xplore	http://www.xplornet.com/splash.aspx	telecoms, wireless	Barrett XPlore, Inc. provides wireless broadband services to home, business, and enterprise users. The company offers fixed wireless and satellite high-speed Internet services.	\$10M		Catalyst Investors	December	2010
1366 Technologies	http://www.1366tech.com/v2/	Semiconductor, solar, greentech	1366 Technologies, Inc. engages in the development and manufacture of multi-crystalline silicon solar cells and light-capturing ribbons in the United States. Its products offer solar cell architecture and manufacturing processes enable record efficiencies for multi-crystalline	\$2M	Series B	not disclosed	December	2010

			cell manufacturers.					
Lookout	https://www.mylookout.com/	Security, Mobile	Lookout Inc., a developer of security and data back-up applications for smartphones.	\$19.5M	Series C	Index Ventures, Accel Partners, Khosla Ventures	December	2010
Stretch	http://www.stretchinc.com/	Semiconductor	Stretch, Inc., a fabless semiconductor company, designs, develops, and supplies software configurable processors and development tools for compute-intensive applications.	\$5M	Debt Financing	not disclosed	December	2010
Neograft Technologies	http://www.neograftinc.com/	medical devices	Neograft Technologies, Inc., a medical device company, engages in developing cardiac technologies for use in heart bypass procedures.	\$3M		not disclosed	December	2010
Novariant	http://www.novariant.com/	manufacturing, precision control systems	Novariant is a company whose technology provides precision location and machine control solutions in applications that require a high level of accuracy, consistency, and availability.	\$4.5M	Series E	not disclosed	December	2010
Broadcast International	http://www.brin.com/	networks, telecoms	Broadcast International, Inc. (Broadcast International) installs, manages and supports private communication networks for large organizations that have dispersed locations or operations.	\$15M		not disclosed	December	2010
Silent Power	http://www.silentpwr.com/	Greentech, energy storage	Silent Power, Inc., a renewable technology company, manufactures and markets distributed energy storage systems for the renewable energy, electric vehicle charge station, and backup power markets. It offers integrated inverter systems and indoor standby power systems.	\$2M	Series A	not disclosed	December	2010

Havkraft	http://www.havkraft.no/	GreenTech, renewables, wave power	Havkraft AS, a Måløy, Norway-based wave power company		Seed Financing	Fjord Invest	December	2010
Xolve	http://www.xolve.com/	materials, processing	Xolve is an early stage company commercializing IP that enables effective, simple, room temperature processing of graphene and other nanoparticle composites, solutions and coatings.	\$2M	Series A	not disclosed	December	2010
Ready Solar	http://www.readysolar.com/	GreenTech	Ready Solar created the solar-in-a-box industry, changing the way solar electric (photovoltaic) systems are installed.	\$1M	Angel Financing	not disclosed	December	2010
Gridstore	http://www.gridstore.com/	network attached storage	Gridstore is the innovation leader in enterprise-class Network Attached Storage grid (NASg) products.	\$1.5M	Seed Financing	Ulster Bank Diageo Venture Fund, Enterprise Ireland	December	2010
Ferfics	http://www.ferfics.com/	semiconductors, RF	Ferfics Limited develops Chips and Intellectual Property for Radio Frequency applications.	\$1.7M		Ulster Bank Diageo Venture Fund, AIB Seed Capital Fund	December	2010
VCharge	http://www.vcharge-energy.com/	GreenTech, energy management	Charge uses decentralized, market-based principles to enable residential electric heaters and electric cars to engage in rapid transactive response.	\$600k			December	2010
Actacell	http://www.actacell.com/	GreenTech, storage, batteries	ActaCell, Inc. is an Austin-based technology start-up commercializing lithium-ion battery technology developed in the Material Science and Engineering lab at The University of Texas at Austin.	\$3M		not disclosed	December	2010
Barrett Xplore	http://www.xplornet.com/splash.aspx	wireless, broadband, telecoms, satellite	arrett Xplore, Inc. provides wireless broadband services to home, business, and enterprise users. The company offers fixed wireless and satellite high-speed Internet services.	\$55M		not disclosed	December	2010

2. Άρθρα σχετικά με το Venture Capital και τον κλάδο:

- ❖ [Why We Prefer Founding CEOs](#)
- ❖ [Why it's Critical That you Reference Check Your VC](#)
- ❖ [How to Run Better Presentations & Improve Results](#)
- ❖ [Going to Raise VC? Here's a Primer on Process, People & Powerpoint Deck](#)
- ❖ [When Smart People are Bad Employees](#)
- ❖ [How To Talk to Investors About Your Competitors](#)
- ❖ [Why You Should Make Your Competitors Your Frenemies](#)
- ❖ [How to Connect with High Volume People](#)
- ❖ [The Art of the Quick Phone Call](#)
- ❖ [When in Doubt, Leave it Out \(Why Less is More\)](#)
- ❖ [HBS Faculty on 2010's Biggest Business Developments](#)

3. Παλαιότερα άρθρα που αξίζει να διαβάσετε:

- ❖ [Accelerate Your Startup: Get the Right Product/Market Fit](#)
- ❖ [Is it OK to Want to Make Money? Slaying Some Silicon Valley Myths](#)
- ❖ [In Search of Capital: The Outlook for Start-ups in 2010](#)

Το παρόν newsletter έχει αναρτηθεί και [εδώ](#).



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Το παρόν αποτελεί Παραδοτέο του Έργου της Exelon Partners με διακριτικό τίτλο «Παρατηρητήριο Κεφαλαίων Υψηλού Επιχειρηματικού Κινδύνου (VC) που Επενδύουν στην Μικροηλεκτρονική και στα Ενσωματωμένα Συστήματα», που εκτελείται σύμφωνα με την σύμβαση επιχορήγησης ΜΙΚΡΟ2-57 στο πλαίσιο της Ενέργειας V του προγράμματος «Φάση-2 Ενίσχυσης Ελληνικών Τεχνολογικών Συνεργατικών Σχηματισμών στη Μικροηλεκτρονική» του Corallia Clusters Initiative.

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