

# Ham Lord's Bio

- **Software Entrepreneur**
  - Co-founded 3 technical software companies (MicroChem, MSI, AVS)
  - All three acquired by public companies
- **Angel Investor**
  - Personally invested in 13 companies over past six years
  - Managing Director of Launchpad Venture Group



# Launchpad Venture Group

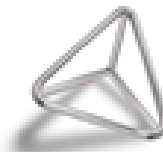
- Founded in 2000 with a focus on early stage technology startups
- Group has grown from 15 members to 75 members
- We've invested \$11M in 34 companies and helped those companies raise an additional \$180M



NEUROPTIX



MOBIUS  
I M A G I N G



**Building Engines**



VELA SYSTEMS



Localytics

LAUNCHPAD  
venture group



# Intellectual Property

- Ongoing debate
  - When it's important, when it's not
  - Expensive and time consuming
  - Must be prepared to defend or it's useless

# Regulatory Issues

- Primarily an issue in health care
- Need to know your regulatory path and timeline so you can plan and budget
- Investors expect you to have a well thought out plan to address regulation

# Financial Plan

- Financials

- 5 year financials, what will it take to get to positive cash flow
- Top Line: “how big does this get?”

- Funding Requirements

- Funds needed, pre-money valuation, use of funds
- Bottom Line: “how much capital required?” “how profitable?”  
“what return can I expect on my investment?”

