

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 25 companies over past ten years
 - Managing Director of Launchpad Venture Group



Launchpad Venture Group

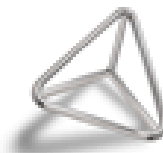
- Founded in 2000 with a focus on early stage technology startups
- Group has grown from 15 members to 110 members
- We've invested \$20M in 51 companies and helped those companies raise an additional \$250M+



NEUROPTIX



MOBIUS
I M A G I N G



Building Engines

inStream
Media

i-team

copiun



VELA SYSTEMS

● pixability

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
 - Monthly data for 1st year, quarterly for 2nd, annual for 3 to 5
 - What will it take to get to positive cash flow?
- Gross Margins: will this be a highly profitable business?
- 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?”