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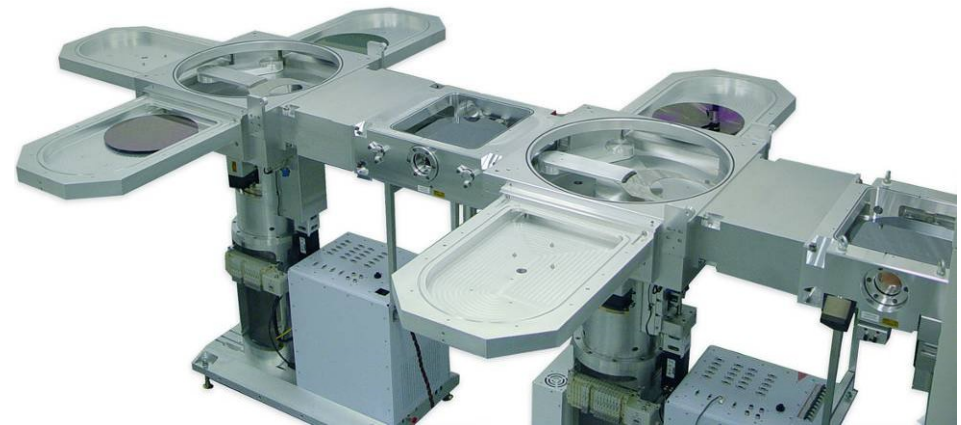
***Boston Entrepreneur's  
Network April 7, 2009***

# Presentation Agenda

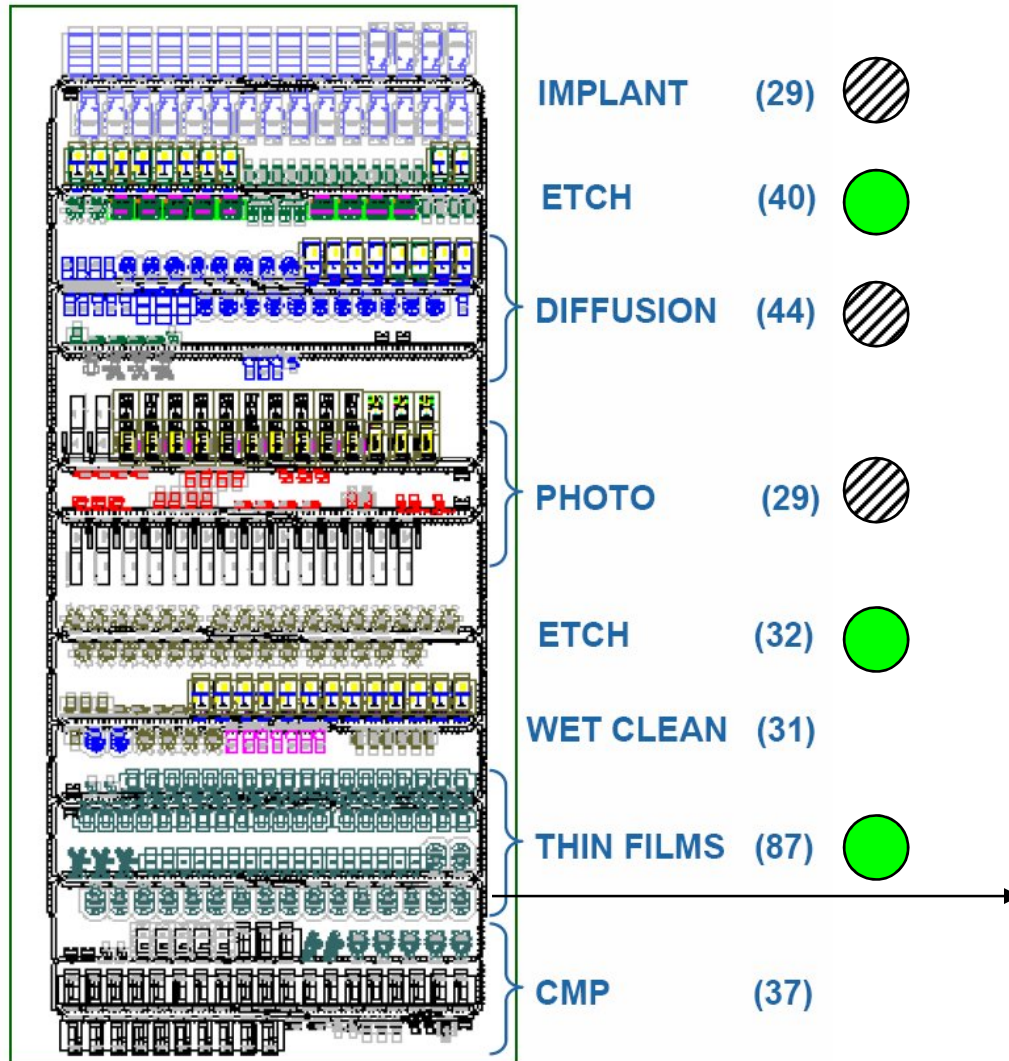


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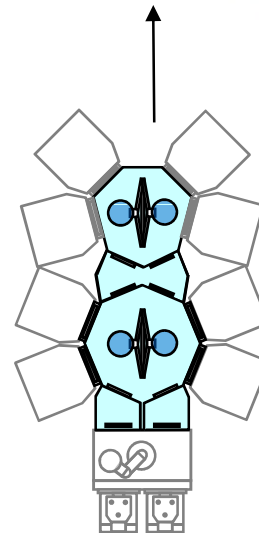
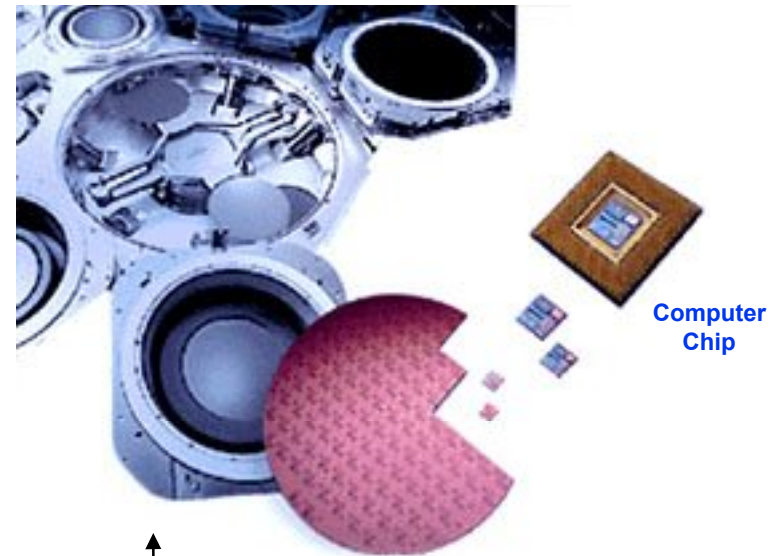
- **Introduction**
  - BlueShift Technologies
- **Strategy**
  - Concepts and Benefits
- **Company Timeline**
  - Near death three times
- **Raising Capital**
  - Board, concept, network
- **Lessons learned**



# Semiconductor Manufacturing



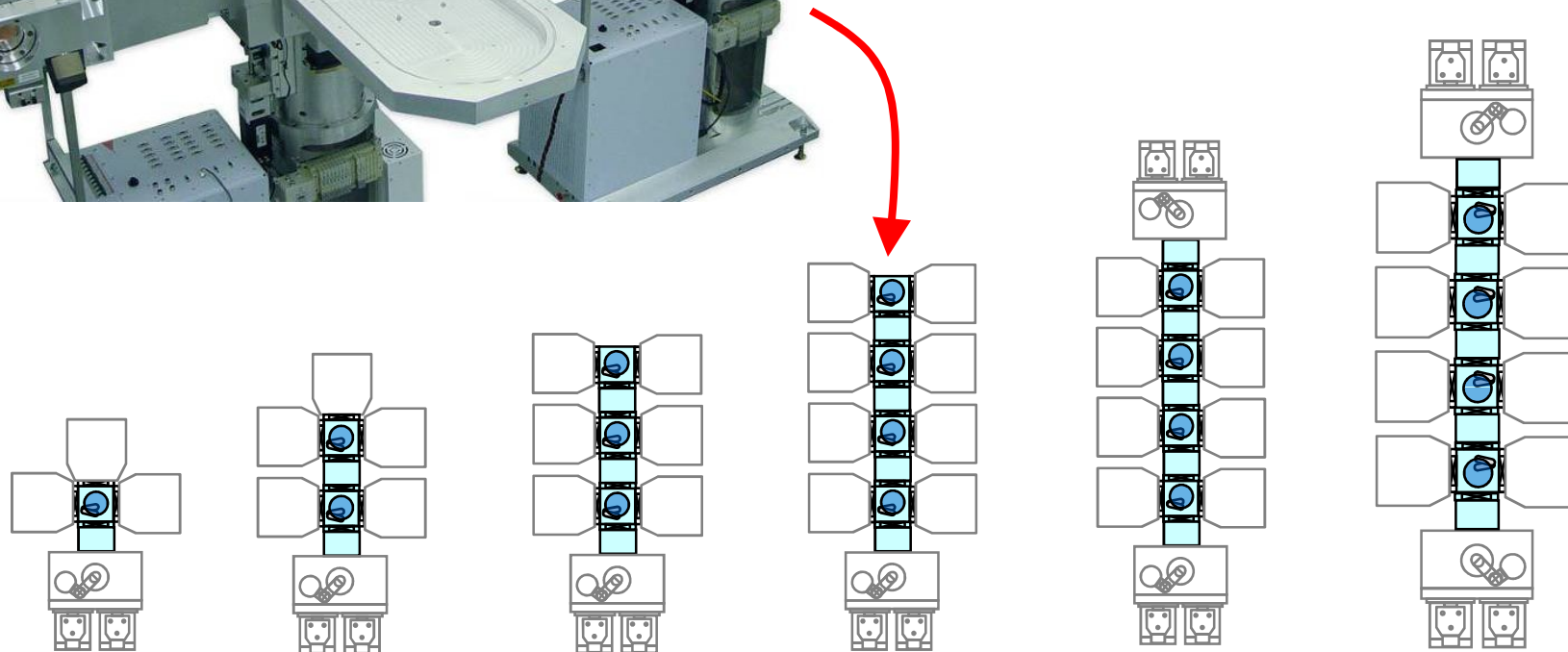
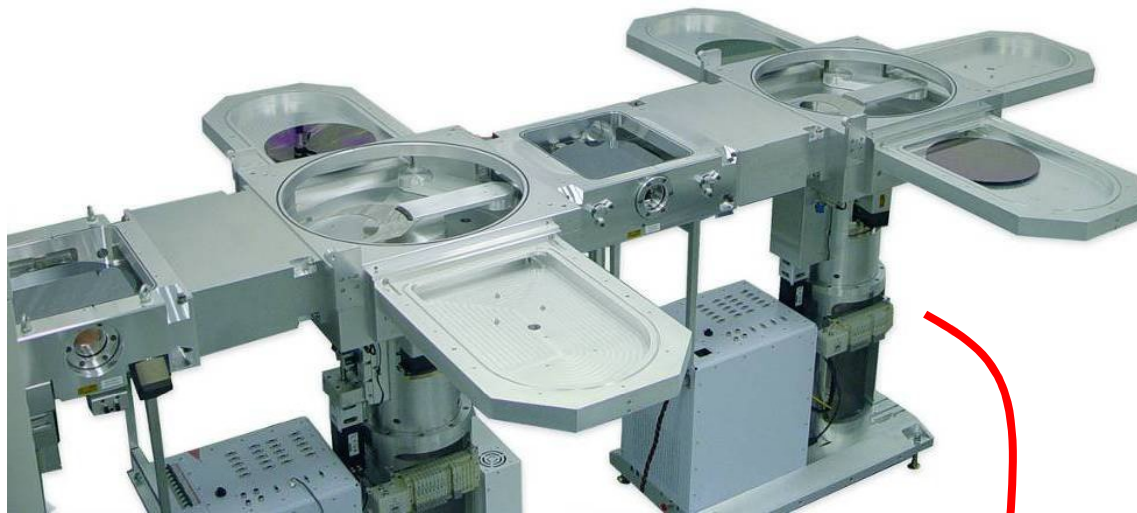
Process Tools (329)



- **Fab Cost**
  - \$3-5 billion
  - 700-800 machines
  - 40,000 wafer per month
  - Each has 500+ chips
- **Equipment Cost**
  - \$2-6 million each
  - Many different types
  - Usually limited by process
- **Opportunity**
  - \$400m in vac autom 33%/y/y growth
  - \$200m in software, 32%/y/y growth



# The Concept: LEGO's for grownups

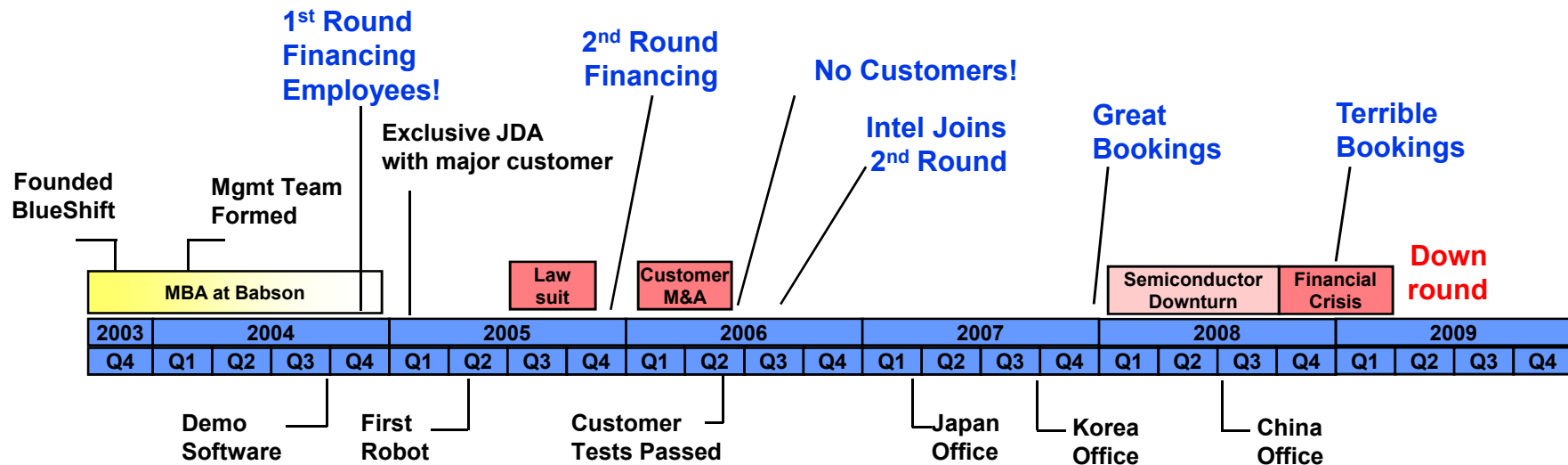


QuickLink: “CLICK” modules together to make ~~any-size machine~~ →

# BlueShift Company Timeline



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- **Current Status**
  - Shipping products to Equipment Makers and Installations in Fabs
- **Company Mission**
  - Deliver highly flexible, affordable, open automation
- **Strong Patent Portfolio**
  - 50+ patent applications on concepts and software in progress, 3 issued

# M&A Lessons learned



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- **Strategic alliance problems courting an 800lb gorilla**
  - Management buy-in
  - Overwhelming by the larger partner (legal, resources, duplication)
  - Uneven balance of power
    - Heavy handedness
    - Lack of leverage over key strategic issues
    - Assumption that small company has no alternatives
  - Slow response times
  - Internal Champion at large company may change jobs, now what?
  - Tendency to operate at ends of spectrum: supplier vs. acquisition
- **Be very careful with exclusivity**
- **Find out the end-game**
- **Have a plan B**
- **Create a good Board, non-investor experts, backdoor channels**
- **Keep your network going**

# Capital Raising Process “A” round



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- **Preparation**
  - Have a great presentation, executive summary and financial plan
  - Have a team of advisors that know you and your market, referencable
  - Create a list of target investors, manage the list
    - Who can introduce you to these targets: NETWORK!
    - Get a personal introduction!
  - Say thank you, follow up
- **Presentation**
  - Know your key strengths and weaknesses
  - Meet with advisors to the VC's, know them, know their concerns
  - Update and polish your presentation
  - Match-make the VC's
- **Negotiation**
  - Know what terms are commonly used on term sheets
  - Get help in understanding what is negotiable and what is not
- **Current capital environment**
  - Raise capital in areas that are attractive to investors
    - Semiconductor Capital Equipment: Strategic and/or Asia based investors
  - Meet your plan! Even if it has been reset