



University of Michigan Business School  
**CENTER FOR VENTURE CAPITAL AND PRIVATE EQUITY FINANCE**



# Growth Capital Symposium

June 4–5, 2002

Hale Auditorium

University of Michigan Business School

Ann Arbor, Michigan

presented by:

**Center for Venture Capital  
and Private Equity Finance**

The University of Michigan Business School



**The 21st Annual Growth Capital Symposium** is centered upon research commercialization through the collaboration of research centers, the venture capital market, the entrepreneurial community, and the large firms which serve as strategic partners in the process.

The Symposium features panels highly focused on topics integral to research commercialization with world-class panelists from the worlds of technology-based research, venture capital, entrepreneurship and corporate management.

As well, the Symposium presents a set of established, fast-growth oriented, technology-based firms, each an example of the commercialization of cutting edge technological research. Outstanding keynote speakers will set the tone of the current financial and product markets as they relate to emerging technology. Symposium attendees are able to interact with financiers, researchers and executives both from large companies and from emerging, fast-growth companies focused on innovation and wealth creation in life sciences, nanotechnology, wireless and other areas of technology.

***This years keynote speaker will be Howard Cox, Partner of Greylock, and Chairman of the National Venture Capital Association (NVCA)***



## KEYNOTE SPEAKER

### Award Presentation

This year's 'Leaders and Best Award for Excellence in Growth Capital Investment' will be presented to:

#### Howard Cox

Partner, Greylock (Waltham, MA)

Howard joined Greylock in 1971 after two years in the Office of the Secretary of Defense(Systems Analysis). He is a graduate of Princeton University, Columbia Law School and the Harvard Business School, and he is Chairman of the National Venture Capital Association.

Howard serves on the boards of Stryker (SYK), Centene Corporation, (CNTE), Landacorp (LCOR), and In-Q-Tel.

Some of the boards he previously served on include the Boston Globe, American Medical Systems (AMSY), AMISYS (acquired by McKessonHBOC), APPEX (acquired by EDS),

Arbor (acquired by Extencicare), BMR Financial Group, Checkfree (CKFR), Cogito Data Systems, Compdent (acquired by APPS), Execucom, HPR (acquired by McKessonHBOC), ISSCO (acquired by Computer Associates), Lunar (acquired by GE), Multimate, Rehab Systems (acquired by Novacare), Share Development (acquired by United Healthcare), United Publishers (acquired by NYNEX), VHA Long Term Care (acquired by ServiceMaster), and Vincam (acquired by ADP). He also led Greylock's investments in OTG software (OTGS), Meditech and Promega.



## CONFERENCE REGISTRATION

Application for GCS registration may be done online at:

**[http://www.umich.edu/~cvpumbs/calendar/symp\\_form.html](http://www.umich.edu/~cvpumbs/calendar/symp_form.html)**

If you are not able to register online, please contact the Center and we will fax you a registration form. Information updates on the Symposium will be posted on the website at:

**<http://www.umich.edu/~cvpumbs/calendar/symposium02.html>**

***The cost of the Symposium is \$395 for the first participant of a company of \$195 for each additional participant. Payment information will be collected once the first part of the application process has been completed. Cancellation fee for the Symposium is \$100.***

### Previous Participants in the Growth Capital Symposium

3i Capital	EDF Ventures	Patricof & Co.
Advent International Corp.	Endeavor Capital Management	Penninsula Capital Partners, LLC
Arbor Partners	Essex Woodland Health Ventures	Pricewaterhouse Coopers
Ardesta	Fidelity Venture Associates	Primus Venture Partners
Baker Capital	First Analysis Corporation	Ralph Wilson Equity Fund
Banc Boston Capital	Ford Global Technologies	River Cities Capital
Banc One Venture Corporation	GE Capital	Robertson, Stephens & Co.
Battery Ventures	GMA Capital/Investcare Partners	Safeguard Scientifics
Benchmark Capital	HarbourVest Partners	SCP Private Equity Partners
Blue Chip Venture Company	Huron Capital Partners, LLC	Silicon Valley Bank
Bluewater Capital	J & W Seligman & Co.	Sloan Ventures
Brinson Partners	KB Partners	Sprout Group
Burr, Egan, Deleage & Co.	Kleiner Perkins Caufield & Byers	Summit Partners
Camelot Ventures	Mackinac Partners	Sutter Hill Ventures
Chase Capital Partners	M Group	Tullis-Dickerson & Co. Inc
CIBC Oppenheimer	MEDC	Waypoint Ventures
CID Equity Partners	Menlo Ventures	Weiss, Park and Greer Ventures
Compass Technology Partners	Morgan Stanley Venture Partners	Welsh, Carson, Anderson &Stowe
Coral Ventures	Morgenthaler Ventures	White Pines Ventures
Donaldson, Lufkin & Jenrette	Munder Capital	William Blair Capital Partners
Draper Fisher Jurvetson	Northcoast Technology Investors	Windpoint Partners
Dykema Gossett, PLLC		

### Previous Presenting Companies at the Growth Capital Symposium Include:

Arbor Networks	Interlink Networks	Ostemics
BlueGill Technologies	NanoBio Corporation	Rubicon Genomics
Eximware	Nephros Therapeutics	Translume
Integrated Sensing Systems (ISSYS)		

# SYMPOSIUM AGENDA

All Sessions will be held in Hale Auditorium of the University of Michigan Business School. Company Exhibition Booths will be in Phelps Lounge upstairs from Hale Auditorium.

## T u e s d a y , J u n e 4

- 10:00 AM Opening Remarks**  
Dr. David Brophy, *Director*  
Wassim Mourtada, *Associate Director*  
*Center for Venture Capital and Private Equity Finance*  
*University of Michigan Business School*
- 10:30 AM Panel 1: Investment Environment**  
*Hale Auditorium*
- 11:15 AM Morning Break**  
*Lobby • Hale Auditorium*
- 11:30 AM Panel 2: Emerging Technologies Panel**  
*Hale Auditorium*
- 12:30 PM Lunch**  
*Executive Residence Dining Room*
- 1:30 PM Company Presentations (3)**  
*Hale Auditorium*
- 2:30 PM Afternoon Break**  
*Lobby • Hale Auditorium*
- 3:00 PM Company Presentations (3)**  
*Hale Auditorium*
- 4:00 PM Afternoon Break**  
*Lobby • Hale Auditorium*
- 4:30 PM Panel 3: Research and Commercialization**  
*Hale Auditorium*
- 5:30 PM Bus Transportation to Reception at Michigan League**
- 6:00 PM Reception**  
*Pendelton Room • Michigan Union*

- 7:00 PM Dinner**  
*Union Ballroom • Michigan Union*
- 8:00 PM Keynote Speaker • Howard Cox**  
*Partner, Greylock*  
*San Mateo, CA*  
*Chairman, National Venture Capital Association (NVCA)*

## W e d n e s d a y , J u n e 5

- 9:00 AM Company Presentations (5)**  
*Hale Auditorium*
- 10:00 AM Break**  
*Lobby • Hale Auditorium*
- 11:00 AM Panel 4: Managing in the Current Environment**  
*Hale Auditorium*
- 12:00 PM Company Presentations (5)**  
*Hale Auditorium*
- 1:00 PM Lunch**  
*Executive Residence Dining Room*
- 2:00PM Keynote Speaker**  
*Hale Auditorium*
- 3:00 PM Closing**



## CVP SYMPOSIUM COORDINATORS

**Dr. David J. Brophy, Director**  
*Center for Venture Capital and Private Equity Finance*



Professor David J. Brophy is a member of the Finance Faculty at the University of Michigan School of Business Administration where he teaches courses in venture capital and private equity finance. He is Director of the UMBS Center for Venture Capital and Private Equity Finance, and is a member of the executive committee for the Zell-Lurie Institute for Entrepreneurial Studies.

He has published extensive research on venture capital and private equity finance and has twice won the National Association of Small Business Investment Companies Research Award. He is the author of a book titled *Finance, Entrepreneurship and Economic Development*, and has published a large number of research papers in this and other aspects of finance. He is a founding member of the editorial board of the *Journal of Business Venturing*, *The Journal of Private Equity Finance*, and the *International Venture Capital Journal*.

He has been a director of several public companies and is a director and advisor to a number of banks, money market funds, and financial services firms including Compass Technology Partners (a venture capital firm in Palo Alto, CA), Munder Capital Management (Birmingham, MI), Direct placement (an equity research firm in San Diego, CA), River Place Holdings (a private bank in Detroit, MI) and General Motors Acceptance Corporation Wholesale Auto Receivables Corporation. He also is an investor in and an advisor to a number of emerging technology-based firms.

**Mr. Wassim R. Mourtada, Associate Director**  
*Center for Venture Capital and Private Equity Finance*



Wassim Mourtada is Associate Director of the Center for Venture Capital and Private Equity Finance at the University of Michigan Business School, which operates under the umbrella of the Zell-Lurie Institute for Entrepreneurial Studies. At the Center he is responsible for the strategic development of the organization.

Mr. Mourtada's research focus is the Research Commercialization Initiative, studying issues such as the financial, institutional, legal, ethical, policy and practical challenges and rewards facing scientists, universities, venture capitalists, corporations and governments in the commercialization of university and company originated intellectual property.

His other research interests at the Center include studying the potential for venture capital investment in the telematics & ITS spaces and the evolving structure of the private equity industry. Some of his research has been published by the Federal Reserve Bank, the Government of France's Conseil du Credit et du Titre and the Financial Management Association.

He is also a founder and principal of CrystalPoint Partners, a venture capital firm focused on financing research commercialization ventures. He serves on the board of directors of Genetics Squared (Ann Arbor, MI). He has received degrees from the University of Michigan in both Civil and Environmental Engineering and Economics.

## About the Center for Venture Capital and Private Equity Finance

The mission of the Center is to expand, leverage and disseminate its core knowledge of entrepreneurial finance, venture capital and private equity investment for the benefit of its constituent community. This community includes university students, alumni and staff, entrepreneurs, managers, and investors, as well as public policy makers whose decisions affect the environment for entrepreneurship and equity investment.

The value created for the Center's community comes from a better understanding of how to form, finance and develop entrepreneurial, innovative fast growth-oriented companies, whether as start-ups, expanding companies, or as recapitalized, restructured or redirected entities. Programs of research, teaching and involvement with practitioners are offered to encourage the channeling of equity capital to build companies, and to harvest and recycle capital in new, emerging fields of opportunity. As an integral part of the University of Michigan Business School, the Center is uniquely positioned to influence private sector practices and public policy toward this mission and objective.

The Center continues to support its activities through proceeds from programs and the sponsorship of symposia.

### Center Contact Info

Center for Venture Capital and Private Equity Finance (CVP)  
University of Michigan Business School  
701 Tappan Street, Ann Arbor, MI 48109  
Telephone: (734) 936-3528  
Fax: 734-615-8929  
Email: [cvpumbs1@umich.edu](mailto:cvpumbs1@umich.edu)

**David J. Brophy**  
*Director*  
734-764-7587  
[djbrophy@umich.edu](mailto:djbrophy@umich.edu)

**Wassim Mourtada**  
*Associate Director*  
734-936-3528  
[wassim@umich.edu](mailto:wassim@umich.edu)

**Bharati Hulbanni**  
*Program Manager*  
734-936-3528  
[bhulbann@umich.edu](mailto:bhulbann@umich.edu)