

Announcing the 2012 Venture Capital 100

Posted on December 13, 2012

This year's top 100 investors are backing long-lasting, innovative startups, ensuring that the Global Silicon Valley will continue to dominate the technology marketplace.

Every December, during the last six years, AlwaysOn has honored the investment talent in digital entertainment, on-demand computing, cloud and infrastructure, and digital media that is the foundation of the Global Silicon Valley. This year marks the announcement of AO's seventh annual Venture Capital 100, and comes at a time when the worldwide venture-backed technology industry is expanding exponentially, creating new jobs, wealth, and, of course, invaluable products and services for a sophisticated and hungry audience.



The connected, mobile world has finally become a sea of opportunity, and the flourishing competition between several top mobile platforms provides a rich arena for entrepreneurs. In addition to smartphones, the tablet sector is heating up, with sales growing exponentially each quarter, prepping for innovations yet to be imagined. On-demand and cloud technology is being adopted by more and more businesses and is spreading amongst consumer applications as well. Mobile developers are teaming up with infrastructure experts to create applications that can run anywhere, anytime, for both business users and consumers.

The Next Big Exit

Backing these mighty startup experts are the venture capitalists, looking for the next big idea—the next big exit. This year's VC 100 represents the movers and shakers in the Global Silicon Valley that have taken on the established legacy industries of our past and changed them forever. The companies being created by today's entrepreneurial community are improving our lives, cleaning up our planet, and bringing prosperity to our economy.

With their wide range of expertise—mobile, cloud, on-demand, SaaS, advertising, digital entertainment, infrastructure—the VC100 winners are pushing technology to places that were only the slightest inkling of an idea a mere decade ago. These investors ensure that every great idea has a chance to become a successful, sustainable, profitable company.

AlwaysOn editors compiled the 2012 VC 100 with help from our research partners at Morgan Stanley and the 451 Group. The winning venture capitalists were selected based on total number and dollar amounts of successful M&A and IPO deals during the last two years (October 1, 2010 through September 30, 2012) from their portfolio companies. We acknowledge that our editors were not privy to the valuations paid by investors at each respective financing round, so this list is based upon our best educated estimation.

Congratulations to this year's Venture Capital 100 winners. As the top venture capital-backed technology companies continue to bring new, innovative products, services, and applications to the world, they're backed by the people from this list. With the flow of creative ideas from the entrepreneurial community, the opportunities for this year's winners are unlimited.

The winners of this competition will be officially honored at:

Venture Summit Silicon Valley 2012

Where Big Ideas Meet Big Money

December 10th - 12th, 2012

The Ritz Carlton

Half Moon Bay, CA

To find out how your company can join the Venture Summit Silicon Valley's distinguished group of sponsors and for detailed information on the CEO Showcase opportunity, please contact Shannon Calvin (shannon@aonetwork.com, 954.663.2086) or Grant Gunderson (grant@aonetwork.com, 916.217.0427) for details on how your company can participate.

For more information on group rates or to make reservations by phone, please contact the AlwaysOn Concierge, John Schwartz, at 310.721.9451 or by e-mail at john@aonetwork.com.

Now is the time to get on board. Whether you are looking for new investments, strategic partners or clients in the Global Silicon Valley, Venture Summit Silicon Valley is the insider event you won't want to miss. We hope to see you there!

Introducing the 2012 Venture Capital 100:

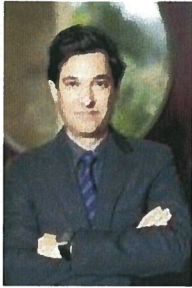
VC of the Year

Jim Breyer

Partner, Accel Partners

www.accel.com

Notable Exits: Facebook, Brightcove



Everyone likes a comeback story and Accel's Jim Breyer has certainly experienced the slings and arrows of Silicon Valley's outrageous fortune. Throughout the desperation that marked the venture capital community a mere five years ago, Mr. Breyer, Accel Partners, and his own fund Breyer Capital, continued to seek promising technology investments, even as the market was failing, endowments were drying up, and other, seemingly stronger VC firms were folding. Now, with market recovery well in hand, and some notable exits to bolster the fund, Accel Partners is one of the most well-regarded firms in the

Global Silicon Valley.

Currently, Mr. Breyer is a Partner at Accel, President of the Accel Management Company, and the Founder and CEO of Breyer Capital. He has been an investor in more than 30 consumer Internet, media, and technology companies that have had successful exits. Several of these investments returned more than 100 times their initial cost and many of these investments have returned more than 25 times their cost to investors. In 2005, Mr. Breyer led Accel's investment in Facebook, and has served on its board of directors since that time. Post-IPO, Accel continues to hold 10% of Facebook's stock, with only Mark Zuckerberg holding more.

Mr. Breyer is also currently on the board of directors of Walmart, where he is the Lead/Presiding Independent Director and serves on the Strategic Planning and Finance Committee and Technology Operations Committee. He also serves on the board of Brightcove, where, in 2005, he invested in its Series A round, and on the board of Dell, where he is the Chair of the Finance Committee. Last year, Mr. Breyer was elected to the board of News Corporation. He continues to serve on several committees, funds, universities, non-profit organizations, and research centers. Mr. Breyer graduated with a BS from Stanford University with distinction and from Harvard University with an MBA, where he was named a Baker Scholar.

The Accel team continues to be a reigning force in the Global Silicon Valley, with nearly \$9 billion under management. With the current surge in technology-related ideas, the fund has its pick of the best and brightest of tomorrow's potential winners. No doubt, Mr. Breyer and his Accel colleagues can look with confidence on a future that, with their help, will bring prosperous, sustainable businesses to the world technology marketplace.

Rookie of the Year

Matt Cohler

General Partner, Benchmark Capital

www.benchmark.com

Notable Exits: Instagram



Matt Cohler is a General Partner at Benchmark Capital, where he is responsible for identifying investment opportunities in Internet-related companies, in addition to working closely with companies across the firm's portfolio. He has partnered with entrepreneurs from across the social, mobile, and cloud industries, such as Instagram, Dropbox, Quora, Asana, Domo, Edmodo, Baixing, CouchSurfing, Peixe Urbano, ResearchGate, 1stdibs, and Zendesk.

Prior to joining Benchmark, Mr. Cohler served as the Vice President of Product Management at Facebook, where he led the development of new strategic initiatives for the company. As the seventh employee at Facebook, he played a crucial role within the team during many critical growth phases. Previously, Mr. Cohler was Vice President and General Manager at LinkedIn, where he was a member of the founding team. He also has been a consultant in McKinsey & Company's Silicon Valley office and worked in Beijing for AsiaInfo, the Chinese startup that built the infrastructure for the Internet in mainland China. Mr. Cohler holds a bachelor's degree with honors and distinction from Yale University.

Honorable Mention

Marc Andreessen

General Partner, Andreessen Horowitz

a16z.com

Notable Exits: Facebook, Instagram, Skype



Marc Andreessen is a Founder and General Partner at Andreessen Horowitz, which invests in the enterprise and consumer technology industry. He is best known as the co-author of Mosaic, one of the first Web browsers, which he helped develop while he was the team leader at the National Center for Supercomputing Applications. Later, he was a Co-Founder of Netscape Communications, which, after its own successful IPO, was acquired by AOL in 1999. Mr. Andreessen served as Chief Technology Officer at AOL after the company acquired Netscape.

Mr. Andreessen is also the Co-Founder and Chairman of Ning, which provides a platform for social-networking websites. Since founding Andreessen Horowitz in 2009, the company has added several general partners to its team, including Chris Dixon and Scott Weiss, and invested in a numerous technology startups, including Skype, TinyCo, Zynga, Pinterest, Jawbone, Instagram, Foursquare, Groupon, Facebook, Box, Boku, Apptio, and Airbnb. While he is often

best-remembered as one of the poster children for the original Web 1.0 generation, Mr. Andreessen has maintained his position as one of the pre-eminent technology leaders in the Global Silicon Valley. He earned his bachelor's degree in computer science from the University of Illinois at Urbana-Champaign.

Honorable Mention

David Sze

Partner, Greylock Partners

www.greylock.com

Notable Exits: Facebook, LinkedIn



David Sze joined Greylock Partners in 2000, and focuses on consumer Internet and services, media convergence, wireless data, and technology-assisted marketing services. Before coming to Greylock, he was the Senior Vice President of Product Strategy at Excite and then Excite@Home. As an early employee at Excite, Mr. Sze also held roles as General Manager of Excite.com and Vice

President of Content and Programming for the Excite Network. Before Excite, he was in product marketing and development at Electronic Arts and Crystal Dynamics, respectively. He started his career in management consulting for Marakon Associates and The Boston Consulting Group, and also spent time at HBO.

Mr. Sze's investments include Facebook, Revision3 (acquired by Discovery Communications), Digg (Acquired by Betaworks), LinkedIn, Nextdoor, Oodle, Pandora, Path, SoftCoin (acquired by You Technology), SEVEN, SGN (acquired by MindJolt), VUDU (acquired by Walmart), New Edge Networks (acquired by EarthLink), and WhoSay. Additionally, he has invested in NOCpulse (acquired by Red Hat), New Edge Networks (acquired by EarthLink), Revision3 (acquired by Discovery Communications), SGN (acquired by MindJolt), SoftCoin (acquired by You Technology), VUDU (acquired by Walmart), and Digg (acquired by Betaworks). Mr. Sze holds a BA from Yale University and an MBA from Stanford University.

The 2012 Venture Capital 100

Julie Allegro-Constantin

Founder and Managing Director, Allegro Venture Partners

www.allegrovc.com

Notable Exits: Bazaar Voice

Carlton Amdahl

General Partner, Doll Capital Management

www.dcm.com

Notable Exits: SandForce

Steve Anderson
Founder, Baseline Ventures
baselinev.com
Notable Exits: Instagram

Brian Ascher
Partner, Venrock
www.venrock.com
Notable Exits: Vocera

Tom Banahan
Managing Director, Tenaya Capital
www.tenayacapital.com
Notable Exits: Cotendo, InfoBlox

Peter Barris
Managing General Partner, New Enterprise Associates
www.nea.com
Notable Exits: Groupon

Forest Baskett
General Partner, New Enterprise Associates
www.nea.com
Notable Exits: Fusion-io, RingCube

Skip Battle
General Partner, Advent Venture Partners
www.adventventures.com
Notable Exits: Workday

Allen Beasley
Partner, Redpoint Ventures
www.redpoint.com
Notable Exits: NextG Networks

Ron Bernal
Venture Partners, New Enterprise Associates
www.nea.com
Notable Exits: Nicira Networks

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Notable Exits: WageWorks

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Notable Exits: Instagram

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Notable Exits: ExactTarget

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Notable Exits: Workday

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Notable Exits: Palo Alto Networks

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Notable Exits: NextG Networks

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Notable Exits: Ubiquiti Networks

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Notable Exits: Splunk

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Notable Exits: Guidewire Software

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Notable Exits: Bytemobile

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www.cpvvp.com
Notable Exits: DemandTec

Tom Dyal
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Notable Exits: Clearwell Systems

Kevin Efrusy
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www.accel.com
Notable Exits: Groupon

David Epstein
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www.crosslinkcapital.com
Notable Exits: BlueArc

Peter Fenton
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Notable Exits: Yelp

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Notable Exits: Ubiquiti Networks

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Notable Exits: SandForce

Jixun Foo
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Notable Exits: Youku Tudou

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Notable Exits: Clearwell Systems, Palo Alto Networks, Jive Software

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Notable Exits: InfoBlox, LitePoint, LogLogic

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Notable Exits: Millennial Media

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Notable Exits: Zynga

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Notable Exits: NextG Networks

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Notable Exits: Instagram

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Notable Exits: Angie's List

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Notable Exits: DemandTec

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Notable Exits: SandForce

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Notable Exits: ExactTarget

George Zachary
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Notable Exits: Millennial Media, Yammer

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Notable Exits: Youku Tudou

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Notable Exits: Demandforce

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