



## Speakers

---



[Brian Sharples](#) co-founded [HomeAway](#) with Carl Shepherd in February 2005. Since then, he has raised nearly \$405 million in private funding and acquired 17 websites, to create the world's leading online marketplace of vacation rentals.

Sharples is the former president and chief executive officer of IntelliQuest Information Group, a supplier of marketing data and research to Fortune 500 technology companies. While there, he pioneered the development of subscription-based statistical research services and electronic survey systems. He also completed two successful public offerings and the subsequent sale of Intelliquest.

An expert in technology brand strategy, Sharples has counseled several leading companies, including Apple, Microsoft and Dell. He also created the IntelliQuest Brand Tech Forum Conference, which became an industry-leading symposium, and served as a consultant at Bain & Company early in his career.

He earned a bachelor's degree in math and economics from Colby College and a master's degree from the Stanford Graduate School of Business.



[Jim Lanzone](#) is President of [CBS Interactive](#), a division of CBS Corporation (NYSE: CBS) and a top 10 global Internet property with over 250 million users per month. Lanzone is responsible for the strategy and operations of CBS Interactive worldwide, which includes properties such as CBS.com, CNET, CBSSports.com, GameSpot, CBSNews.com, Metacritic, Download.com, CHOW, TV.com and ZDNet. Prior to joining CBS Interactive, Lanzone was Co-founder and CEO of Clicker.com, the leading Internet television guide. Clicker was acquired by CBS Interactive in March 2011.

Lanzone is the former CEO of Ask.com (formerly Ask Jeeves), a top 10 global Internet property acquired by IAC/InterActiveCorp (NASDAQ: IACI) in 2005. From 2001-2008, Lanzone held various executive roles at Ask including SVP of Product Management, General Manager of Ask Jeeves U.S., and finally CEO. Before moving to Ask, Lanzone was Co-founder and President of eTour.com, a website discovery service that was acquired by Ask in May 2001.

Lanzone holds a B.A. from UCLA and JD/MBA from Emory University.

## VC/Judges

---



Russell Bertuccelli, Director at [Grant Thornton LLP](#). Russ has more than 15 years of valuation, finance and consulting experience. While specializing in valuation, he has also spent significant time with a wide variety of forensic accounting, economic consulting and intellectual property matters. His services have been contracted for numerous purposes, including joint venture analysis, financial statement reporting, tax planning, mergers and acquisitions, financial due diligence and strategic planning.

Russ has specialized industry experience including medical devices, biotechnology, healthcare, shipping and logistics, high technology (hardware, software, and Internet), and telecommunications.

Education• Master of Business Administration, GoldenGate University• Bachelor of Arts, Political Economy, University of California, Berkeley

Professional associations• Member, American Bar Association• Board Member – Silicon Valley Chapter, National Association of Corporate Directors



[David Blumberg](#) is the Managing Partner of [Blumberg Capital](#). David has been investing in early stage technology companies for more than 24 years. His current investment focus includes Digital Media, Social Media, Mobility, SaaS/Technology Enabled Services and Internet.

Prior to founding Blumberg Capital in 1991, David managed technology investments with Claridge Investments, Adler & Co., Apax, and T. Rowe Price Associates. David launched the business development efforts for Check Point Software Technologies.

David earned his AB in Government, cum laude, from Harvard College and his MBA from the Stanford Graduate School of Business and INSEAD. David speaks French and is proficient in Hebrew and Spanish.

David serves as a member or observer on the Board of Directors of CaseStack, DoubleVerify, isocket, Hootsuite Media, Legolas Media, Mobile Spinach, VideoGenie, Parse.ly, CoverHound, Addepar and CredoRax. He is a member of the Pacific Council on International Policy.



[Laura Bushnell](#) is a partner in [King & Spalding](#)'s Silicon Valley Corporate Practice Group. Her practice focuses on a wide variety of corporate and securities law matters for public and private companies, investment banks and venture capital firms. In 2010, Chambers USA selected Ms. Bushnell as one of America's leading lawyers for business in Corporate/M&A: Venture Capital.

Ms. Bushnell has extensive experience in corporate finance and securities law matters, and has represented issuers, investors and financial institutions in numerous capital raising transactions. These transactions include initial public offerings, follow-on and secondary offerings, PIPE financings, venture capital and seed financings, strategic investments and recapitalizations.

Ms. Bushnell has served as primary outside corporate counsel to companies in the life sciences

and technology industries. She regularly consults with company management on commercial agreements, corporate governance, disclosure and SEC reporting obligations, employment and equity compensation, fiduciary duties, strategic transactions and general compliance with federal and state securities laws.



[Noah Doyle](#) has founded, launched and grown dozens of high technology products and companies in 20 years of entrepreneurship and management of innovation. Noah most recently directed the enterprise product line for Google's geospatial products, Google Earth and Google Maps. Prior to Google, Noah managed the Marketing Strategy and Corporate Development functions at Keyhole, Inc., the venture capital backed company that created the first Web-hosted digital earth model and was acquired by Google in 2004. Prior to Keyhole, Noah helped establish the Internet loyalty rewards marketplace as a co-founder of MyPoints.com, the largest Internet loyalty program with over 6 million active members, where he led product management and business development functions from the company's inception through an initial public offering and subsequent acquisition by United Airlines. As an angel investor prior to forming [Javelin Venture Partners](#), Noah has supported over a dozen start-ups.

Noah's board memberships include Nexenta, Queplix, Sociable Labs, Rixty and Nuvon.



[Josh Felser](#) is a serial entrepreneur and early stage investor. He is the co-founding General Partner of [Freestyle Capital](#), an early stage venture fund. He is also a co-founder and board member of The Start Project, a bay area startup incubator and the chairman and co-founder of FYI Living. Josh was the CEO and co-founder of Crackle (formerly Grouper), an Internet video community, acquired by Sony for \$65 million in 2006. Until February of 2001 he was GM of AOL Time Warner's music brands' Spinner, Winamp and Shoutcast. In October 1997 he became co-founder and President of Spinner.com, a leading Internet music destination until its 1999 purchase by America Online for \$320 million.

From 1994 to 1996 he was Head of business and product development in Qwest/U.S. West's Multimedia Group. From 1990 to 1994 he was an executive with News Corp., working with Fox

Inc. in Los Angeles and BSkyB in London. Josh obtained a B.A. in Political Science and Economics from Duke University in 1986, an M.B.A. in Marketing from Duke's FUQUA School of Business in 1990 and is currently on the Board of Fuqua's Center for Entrepreneurship.



[Bambi Francisco](#) is founder and CEO of Vator, one of the largest business networks dedicated to high-tech entrepreneurs, and VatorNews, which provides news and information on innovation and entrepreneurship. Prior to Vator, Bambi was an award-winning journalist at Dow Jones MarketWatch where she was the lead columnist/correspondent focusing on Internet trends and investments, appearing online and on TV.

She was a morning business anchor for KPIX, the CBS affiliate in San Francisco and made frequent appearances as an expert on technology on CNBC, Fox Business News, and CBS.



[Mark Goines](#) is a partner focused on the areas of financial technology, mobile, consumer and small business Internet services at [Morgenthaler](#) . He has an extensive track record of working with high growth companies as an entrepreneur, executive and angel investor. Exits from his angel investments include Mint, Baby Center, PayCycle and Nolo.com.

Prior to joining Morgenthaler, Mark was a successful angel investor. His investments included two Morgenthaler portfolio companies, Pageonce and Practice Fusion. He currently represents Morgenthaler on the Practice Fusion board.

Mark became an active investor and entrepreneur in 2000. He was an investor and board member at Mint, a consumer online financial management company that was sold to Intuit in 2009. He was also an investor and board member in Nolo.com, a self-help law service that was sold to Internet Brands in 2011. Goines co-founded and became chief marketing officer at PassMark Security, which was sold to RSA in 2006. He also invested in WePay (payments), BillFloat (lending) and Cozi (family organization).

Mark holds an M.B.A. and a B.S. from the University of California at Berkeley. He served as president of the Los Altos Educational Foundation and has been elected as a trustee of the Los

Altos School Board.



[David Hornik](#) For more than a decade, David has worked with technology startups throughout the software sector. In 2000, David joined [August Capital](#) to invest broadly in information technology companies, with a focus on enterprise application and infrastructure software, as well as consumer facing software and services. Prior to joining August Capital, David was an intellectual property and corporate attorney at Venture Law Group and Perkins Coie. In his legal practice, David represented high tech startups in all aspects of their formation, financing, and operations, including the likes of Yahoo!, Evite (Ticketmaster) and Ofoto (Kodak). Before that, David was a litigator in New York City at Cravath, Swaine & Moore. David has an eclectic educational background. He holds an AB in Computer Music from Stanford University, an M.Phil in Criminology from Cambridge University and a JD from Harvard Law School.



[Richard Hsu](#) is a partner in [King & Spalding](#)'s Silicon Valley office where he advises companies on corporate, licensing and associated business and intellectual property issues. Before joining King & Spalding, he was Managing Partner and Practice Group Leader at Townsend and Townsend and Crew (now Kilpatrick Townsend & Stockton). Prior to joining Townsend, Mr. Hsu was at Venture Law Group and former General Counsel at Cyrano Sciences, Inc. (acquired by Smiths Detection), a venture-backed company founded by Caltech Professors Nathan S. Lewis and Nobel Laureate Robert H. Grubbs. Mr. Hsu is a faculty member of the Practising Law Institute (PLI) and Stanford Director's College, and was elected to the Executive Committee of the California State Bar IP Section. His articles have appeared in the San Francisco Daily Journal, New York Times, and the Los Angeles Business Journal. Mr. Hsu holds a J.D. from Columbia University and a BS from Caltech. He can be reached at [rhsu@kslaw.com](mailto:rhsu@kslaw.com) and maintains a blog at: <http://hsutube.com>. Web Blog: <http://hsutube.com> LinkedIn Profile: <http://www.linkedin.com/in/richardhsu> Professional Bio: <http://www.kslaw.com/people/Richard-Hsu>



[Brian Jacobs](#) founded [Emergence Capital](#) with Jason Green and Gordon Ritter in 2003. He has over 20 years of venture capital experience, a deep national network and an understanding of how technology startups can become market leaders.

Prior to founding Emergence, Brian was an early General Partner at St. Paul Venture Capital. During his 10 years there, Brian helped to grow the firm to one of the 15 largest venture investors in the country and led the firm's Silicon Valley investing activities. His prior venture capital experience was at Security Pacific Venture Capital. Brian also worked for the Raychem, RCA, Westinghouse, and Polaroid, and he holds several patents.

Brian was named to the Forbes' Midas List of the top venture capital investors in 2006 and 2007. He is an experienced board member who has served on dozens of public and private boards. He currently serves on the boards of Intacct, YouSendIt, InsideView and Bill.com.

Brian's reputation for helping entrepreneurs build market-leading technology-enabled service companies comes from his active involvement in HireRight, BigFix (sold to IBM), nQuire Software (sold to Siebel Systems), NetPerceptions (NETP), WebTV (sold to Microsoft), NextCard (NXCD) and others. Brian has backed leading companies in other sectors, including Lexar Media (LEXR), Microchip Technologies (MCHP), and many others.

Brian has a MS and BS in mechanical engineering from M.I.T. and an MBA from Stanford.



[Joe Kraus](#) has been with [Google Ventures](#) since 2009, and his primary areas of focus are mobile, gaming, and local services.

Prior to Google Ventures, Joe was a two-time entrepreneur. In 1993, he co-founded Excite.com, an early Internet search engine, holding multiple positions in the company, including leadership roles in product, business development, and marketing. More recently, he co-founded JotSpot in 2004, a wiki company that was acquired by Google in 2006. While at Google, Joe had multiple product management roles including Blogger, Picasa, Sites, Friend Connect, and OpenSocial.

In addition, Joe has been an active angel investor in multiple companies, including LinkedIn, Aardvark (sold to Google in 2010), Kongregate, and OpenCandy. Joe is also on the board of the

Electronic Frontier Foundation (EFF.org).

Joe received a B.A. from Stanford University.



Woody Marshall joined [TCV](#) in 2008 and has been in the venture capital industry since 1995. Woody's primary investment focus is in the payments, internet and mobile industries. Prior to joining TCV, Woody spent 12 years at Trident Capital, a leading venture capital and private equity firm focused on the software, business services and internet markets.

At Trident, Woody focused on the payments, internet and mobile markets and was involved in many of the Trident investments including Advanced Payment Solutions, AccountNow, Bytemobile, Merchant eSolutions, MapQuest and SideStep. Prior to joining Trident, Woody was an Associate with the Leveraged Capital Group of Banque Paribas. Earlier in his career, Woody was a Financial Analyst in the Corporate Finance department of Chase Manhattan Bank, where he specialized in merchant banking transactions.

Woody earned his B.A. from Hamilton College and his M.B.A. from the J.L. Kellogg Graduate School of Management at Northwestern University. He is currently on the Board of Directors of HomeAway, TheStreet.com and Xata and has been involved in the firm's investments in Facebook, Green Dot and Groupon



[Eghosa Omoigui](#), is a Silicon Valley-based technology-focused investor and founding Managing Partner of [EchoVC Partners](#). Before this, Eghosa was with Intel for nearly 10 years and his last role was as Intel Capital Director, Strategic Investments, Consumer Internet & Semantic Technologies, where he acted as a senior investment professional focused on platform-agnostic consumer web services and digital media-based investment opportunities. Omoigui also drove ICap's investment focus on next generation semantic technologies, smart data and the realtime web. Eghosa was personally responsible for (developing supporting theses for and) sourcing investment opportunities in various companies including AdMob, Jaiku, Powerset, Facebook, LinkedIn, Teracent and Pandora.

Prior to this role, Omoigui was Chief of Staff to the President of Intel Capital (the largest global tech corporate VC), and, before that, Chief of Staff for Intel's Treasury organization, helping oversee an \$18B cash platform. Omoigui attended UPenn Law School and Olin Graduate School of Business at Babson College.

Representative investments include Stipple, Retailigence, Namesake, SpeakerText, Betaworks, Sense Networks, Voxify, SmartZip, Yatra, BuzzInTown, & Cerebra.



[Cindy Padnos](#) is the founding managing director of [Illuminate Ventures](#), a high-tech focused venture capital firm based in the San Francisco Bay Area. Ms. Padnos has been an active member of the venture capital community since 2002. Prior to founding Illuminate, she was a director of Outlook Ventures where she was one of three investment professionals responsible for committing the firm's \$140 million fund. During her tenure, Ms. Padnos sourced more than half of the firm's new investments including companies in the IT infrastructure, software/SaaS, consumer Internet and mobile application spaces and built a track record of performance.

Ms. Padnos has developed a unique and widely recognized set of skills in the B2B cloud computing space as a result of her prior experience as an operator and investor. As a serial entrepreneur, Ms. Padnos helped deliver successful outcomes for several venture-backed start-ups and has participated in raising more than \$100 million in venture financing for early stage high-tech companies. She was founder and CEO of Vivant, (Acq. EVLV) one of the earliest on-demand/SaaS companies, served as president & CEO for Acumen (Pvt. M&A) transitioning the company to web-based delivery and vice president of marketing at Scopus Technology (IPO). She also held senior management positions at IDE, Ingres and at AT&T. Early on Ms. Padnos developed her market assessment skills and love of innovation in the high-tech sector as a consultant in the information technology practices of Arthur D. Little and Booz, Allen.



[Ezra Roizen](#) is a digital media investment banker with [Ackrell Capital](#), a boutique investment bank. He is also an advisor and commenter on emerging ventures. He focuses on digital media,

e-commerce and mobile companies. Prior to banking, Ezra co-founded and was CEO of Montclare Technologies Inc. He also co-founded and was director of business development for Convoy, which is now part of Sybase. Ezra is the Chair of the UC Berkeley, Haas School of Business Alumni Council.



[Andrew Ross](#) leads [Grant Thornton](#)'s Bay Area Valuation Practice and provides a range of services to entrepreneurial and venture backed companies, including both those that are raising their Seed round and those that are ready for an IPO or sale. His team addresses valuation, capital structure, compensation, and operational issues including compliance with tax and financial reporting requirements. They work with companies across the technology spectrum, including social networking, cloud computing, software, and hardware. They also have developed a focus in CleanTech.

Prior to Grant Thornton, Andrew had similar roles with Huron Consulting Group, Sutter Securities, and KPMG. He also took a turn as a start-up CFO at MagnetPoint, an early stage communications software company and has lead family office investments, including ChartWare, an electronic medical records star-up. In a prior career he worked in construction management where he helped build tangible things, including the Santa Clara County Jail (which he hopes is relatively unknown to the Vator community).

Andrew received a BS in Structural/Civil Engineering from UC Berkeley with a minor in Architecture and a very minor minor in Crew (Cal 155). He attended UCLA's Anderson School where he received an MBA in finance and considered a career in the film industry until he saw the movie "Swimming with Sharks" at which point he returned to the relative calm of the Bay Area



[Adam Smith](#), West Coast Lead of [AOL Ventures](#).

I am excited to take on the role as the West Coast Lead of AOL Ventures. As a runner, sculptur, painter and rock climber, I've scaled new heights as a Product Manager at Google. At the MIT Media Lab as a graduate student, I applied the right side of my brain as a Toy Designer making

toys that communicated with one another. Hailing from the great state of Alabama, I made use of both of my feet after learning it's better to ask for forgiveness than permission.



[Alex Rosen](#) is a Managing Director with [IDG Ventures](#). He combines 18 years of venture capital experience with a deep understanding of technology products, making him a valuable advisor to new media and information technology companies. He currently serves on the Board of Directors of Minted, and monitors IDG Ventures' investment in Watchguard Technologies. Previously, he was a General Partner at Sprout Group, focusing on software and internet service areas.

Alex has been a board member or observer at mySimon (acquired by CNET), Quintus (IPO, acquired by Avaya), Fogdog (IPO, acquired by GSI Commerce), Sapien Health Network (acquired by WebMD), and Rhythms (IPO, acquired by AT&T). Alex started his venture capital career as an associate with General Atlantic Partners, served as an advisor to Vector Capital, and was an angel investor in several private companies including SideStep (acquired by Kayak). He holds BS degrees in electrical engineering and economics from MIT and an MBA from Stanford University.



[Bill Tai](#); Board Member of startups Glyde, Maxthon, Nantero, Scribd, & WangYou Media as well as Seed Investor in AppMakr, ContextLogic, Schematc Labs, Sensr.net & StackMob, as a Partner at [Charles River Ventures](#).

Individual Angel Investor in LoveMachine LLC, Slimdevices, Tango.me, TVU Networks, Tweetdeck, VideoEgg and other similarly cool companies.

Previously: Startup Investor ---to--> IPO & Public Board Director of: 8x8 Inc. (NASDAQ:EGHT), Award Software (NASDAQ:PTEC), iAsiaWorks (NASDAQ:IAWK), imGo (HKSE:0067), Microtune (NASDAQ:TUNE), Network Peripherals (NASDAQ:NPIX), Transmeta (NASDAQ:TMTA); investor (no board seat) in an additional 8 startups that evolved to IPO on NASDAQ.

As an entrepreneur: Founder, Chairman & CEO of iAsiaWorks (NASDAQ:IAWK), Chairman of

IPinfusion (acq by Access, Tokyo Exchange:4817), Founder & President of Tradebeam (acq by CDC Software NASD:CDCS).

USA Team Rider, Cabrinha Kiteboarding  
Olympic Ambassador, Int'l Kiteboarding Association (Rio de Janeiro, Brazil 2016 ! )

Adjunct Professor of Innovation at James Curtin University, Perth Western Australia.



[Rob Theis](#) invests in technology infrastructure and applications companies at [ScaleVP](#). He currently serves on the boards of BrightRoll, HubSpot, Scale Computing and Tapulous (Acq: Disney). Prior to joining ScaleVP, Rob was General Partner with DCM (Doll Capital Management), and invested in leading companies, including JasperSoft, NeoPath Networks (Acq: Cisco), PGP Corporation (Acq: Symantec), Roamware, VanceInfo (NYSE: VIT), and Wikinvest.

Rob's investing career builds on his global experience driving technology startups' sales, marketing and partnership success. As executive vice president for New Era of Networks (NEON), Rob grew the company to \$200Million in revenues and was instrumental in leading NEON through a successful IPO. Prior to NEON, Rob spent 10 years in executive roles at Sun Microsystems, where he drove growth in a series of new strategic initiatives, including Sun's success in the Financial Services Industry sector. Rob's previous experience includes launching Silicon Graphics' initial workstations and selling timesharing services for McDonnell Douglas (now Boeing).

Rob was awarded the Honors Scholarship at the University of Pittsburgh, where he earned a B.A. degree in economics. In Rob's spare time, he is a Sheriff cliff/mountain rescue specialist, rescue diver and serves on the boards of University of Pittsburgh AA and Royal Bank of Canada investment committee.



[Geoff Yang](#) is a Founding Partner of [Redpoint Ventures](#). Prior to founding Redpoint, Geoff was a general partner with IVP, a firm he joined in 1987.

Geoff emphasizes investments in consumer media and infrastructure. His media and advertising investments include Ask Jeeves, Excite, MySpace and TiVo. His networking investments include BigBand, Calix, Foundry Networks, Juniper Networks, MMC Networks and Wellfleet.

He currently serves on the Board of BigBand Networks (BBND) and several privately-held company boards including Branchout, Bluefin, Clicker (recently acquired by CBS), Fanfare (recently acquired by Spirent), Formspring, Gaia Online, Gravity, Machinima, Oodle and Scribd.

In addition, Geoff was founding director or previously led investments in Agile Networks, Applied Digital Access, Centillion, Collabra, Crescendo, Golfweb, JotSpot, Netcore Systems, Netlink, Promatory, Rapid City, Shasta Networks and Whitetree.

Geoff is currently on the Advisory Council for the Stanford Graduate School of Business, and previously served on the President's Information Technology Advisory Committee (PITAC) as well as a Director of the National Venture Capital Association (NVCA) and President of the Western Association of Venture Capitalists (WAVC).

Prior to joining IVP, Geoff was an Associate with First Century Partners and a Marketing Rep. at IBM Corp.

Geoff holds a B.S.E. in Engineering and Management Systems from Princeton University and an M.B.A. from the Stanford Graduate School of Business.

## Musicians

---



[Ethan Beard](#) is the current Director of Business Development at [Facebook](#). In March, 2008, Beard left his position as the Director of Social Media at Google to take the position at Facebook. Before working for Google, Beard served as

Director of Business Development for MTV/VH1 Interactive, as well as Silicon Alley Venture Partners, Fountainhead Capital, and Bank of America.



[Tim Chang](#) Tim is a proven venture investor and experienced global executive. He was named on the 2011 Forbes Midas List of Top 100 Dealmakers, was featured by The Deal as one of five emerging VCs to watch and by the AlwaysON Hollywood IT List recognizing technology leaders in the digital entertainment industry.

Tim invests in the mobile, gaming, digital media and enterprise applications sectors and co-leads [Mayfield Fund](#)'s investment practice in China. Prior to joining Mayfield Fund, Tim spent five years as a Partner at Norwest Venture Partners. While at Norwest, he invested in the mobile, gaming and digital media sectors and established their investment practice in China and Asia Pacific. Prior to Norwest, Tim worked for Gabriel Venture Partners where he led their wireless and Asia Pacific practice.

Tim began his career in venture capital in 1999 during his time at Stanford Business School as part of the founding team of CTR Ventures, a venture accelerator in Tokyo focused on seed and early-stage mobile consumer applications for the Japanese market.

Tim holds an MBA from the Stanford Graduate School of Business, where he was an Arjay Miller Scholar, and an MS in Electrical Engineering/System Engineering and a BS in Electrical Engineering from the University of Michigan.



[Prashant Fuloria](#) currently manages monetization products at [Facebook](#), including Facebook Ads and Facebook Credits. Prior to joining Facebook, Prashant worked at Google for over six years in several product management capacities, including early contributions to AdWords, building out Google's billing and payments products and managing all Google's products (search, ads, apps) for the Asia-Pacific region.

Prior to Google, Prashant was an early employee at Closedloop Solutions, a provider of web-based financial planning and forecasting products that was subsequently acquired by Lawson Software (LWSN).



[Philip Kaplan](#) is an entrepreneur in San Francisco, California. Philip has founded several companies, including TinyLetter (email service provider, acquired by MailChimp), Blippy (a venture-backed social shopping company), AdBrite (a large ad network), F-dcompany.com, PK Interactive (software development company), and others.

In 2010, Philip was entrepreneur-in-residence at Charles River Ventures. Philip is the bestselling author of F'd Companies: Spectacular Dot-com Flameouts (Simon & Schuster). He is an active angel investor and advises several companies. Philip is on the board of advisors of Syracuse University.



[Raj Kapoor](#) is an entrepreneur, Internet industry pioneer and blogger (vcinme.typepad.com). He invests in the online advertising, e-commerce, consumer internet/digital media and internet infrastructure services and software segments.

Prior to joining [Mayfield](#), Raj was co-founder and CEO of Snapfish, a leading global online photo service. Raj orchestrated the sale of Snapfish to Hewlett-Packard in March 2005.

Prior to Snapfish, Raj was an executive at Excite@Home, where he led the company's e-commerce and broadband applications business, driving new music, entertainment and e-commerce initiatives. Raj also held positions in strategic planning, business development and product management in consumer interactive television services at Bell Atlantic Corporation, which is now Verizon.

Raj received an M.B.A. from Harvard Business School and a B.S. with honors in mechanical/robotics engineering from Carnegie Mellon University.

He serves on the Carnegie Mellon Silicon Valley Advisory Council and Harvard Business

School's California Research Center Advisory Board. He enjoys surfing, triathlons and family.

## The "Mule"

---



[The Mule](#) started playing bagpipes at the age of 9. In 2003 he competed in the World Pipe Band Competition in Glasgow, Scotland as a member of the Sir James McDonald pipe band. They won 3rd place in the "Youth Pipe Band" category that year. Since then he has received a MA in Music, Science, and Technology from Stanford University and CCRMA, and BS in Music Engineering Technology from the University of Miami. He once visited 34 Apple stores in one week and was kicked out of graciously removed from 17 of them. Other random talents include, unicycling, moon walking, talkboxing, and the ability to say the ABC's backwards in under 4 seconds.