

December.7.2016

\* A G E N D A \*

5:30 Registration &  
Reception

6:05 Introductory  
Comments

6:10 Guest Speaker

6:30 N3N

6:50 Quellum

7:10 Investment Panel

# Technology Showcase

**Sumit Chachra**  
CTO  
Tivix



Mr. Chachra is an expert in engineering hosted, on-demand software applications. Most recently he was Technical Architect Technical Architect for Omniture (NASDAQ: OMTR), the leading provider of hosted applications enabling marketers to optimize their efforts online. He came to Omniture via the acquisition of Offermatica by Omniture, for \$65 Million, subsequently acquired by Adobe Systems for \$1.8 billion. Previously he

was a Software Engineer with Yahoo!, where he worked at the Yahoo! Publisher Network (YPN).

At Tivix he has led the development of software applications ranging from global brands such as Apple, VMWare, and Pfizer, to early-stage companies such as SendMe, ProteinSimple, Votizen, CloudVelocity, and many more.

Sumit holds a Masters Degree in Computer Engineering from the University of Arizona, and a Bachelor of Technology Degree from the Indian Institute of Technology (IIT) Roorkee, where his thesis was awarded the best in his class. He has taught C Programming and the Principles of Artificial Intelligence at the University of Arizona, and has authored several peer-reviewed research papers on a variety of topics such as Distributed AI and Multi-agent Systems.

## Presenting Companies



Visualizing a business operations is N3N's business. With the N3N Internet of Things visualization platform, users can detect problems quickly, monitor all of their business operations, and even predict potential issues all from a true Single Pane of Glass.

Innovation means many different things to lots of different people. At N3N, the company believes innovation bridges the gap between the old way of doing things and the new way. Looking beyond innovation, N3N makes things better.

At N3N, the company builds software that makes lives better by providing easy to use software which makes monitoring, detecting, and predicting issues as easy as turning on a light switch.

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Quellum delivers the best Enterprise Network Intelligence system. Quellum's NeMS solution is a network situational awareness platform that continuously analyzes network assets, software, and traffic to identify actionable insights about security resources, inter-

pret patterns of operation, maintain cyber hygiene, automate security controls, and thus mitigating potential threats. NeMS has been used to discover and monitor operational networks, verify systems function as intended after configuration changes, and uncover hidden vulnerabilities on enterprise networks.

Quellum collaborated with Lawrence Livermore National Laboratory to license and develop early versions of NeMS. NeMS solution builds on 15 years of government-funded network analysis and high performance computing expertise.

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# Investment Panel

## ► Moderator ◀

### Keith Spears Heritage Impact Partners

Mr. Spears is an alternative asset professional with a particular expertise in impact investing private equity, mergers and acquisitions and real estate. Over a 28-year career, Keith has worked on over 100 transactions and investments that range from \$1.0 million to well over \$10 billion in size. Over his career, Keith has advised on over \$47 billion in transactions, including approximately \$30 billion in 80 private equity fund investments and co-investments and \$17 billion in 75 mergers, acquisitions and related financings.



As CEO of Heritage Impact Partners Keith leads the firm's impact investment activities. Heritage is focused on investments and advisory assignments that increase jobs, target underserved communities and generate opportunities for minority and women entrepreneurs and business owners. As COO and Head of Private Equity at First Capital, Keith was responsible for private equity, corporate finance and franchise opportunities for the firm. He was formerly a Managing Director of Transom Capital Group, a consumer-focused, lower middle market private equity firm with over \$130 million in assets under management. He was formerly one of the founders of Legacy Equity Advisors, a boutique private equity fund-of-fund and co-invest advisory firm which focused on social impact investments and advised on \$45 million in assets.

Prior to Heritage, Keith was a Vice President and co-managed Hamilton Lane's Golden State Investment Fund, a \$550 million private equity separate account fund-of-fund/co-investment fund managed exclusively on behalf of CalPERS. Keith was part of the Fund Investment and Co-investment teams at Hamilton Lane and also sourced secondary transaction opportunities.

Keith is also a former investment banker at Goldman Sachs and Credit Suisse First Boston.

Keith received his JD from Yale and MBA from Stanford Business School and his BA from Brown University.

### Deborah Acosta City of San Leandro ► Chief Innovation Officer

As the City of San Leandro's first Chief Innovation Officer, Ms. Acosta's task is twofold: (1) develop the Lit San Leandro 10 gbps fiber optic network as a unique infrastructure tool to attract, expand and retain innovative tech businesses and businesses in need of fast connectivity; and (2) to cultivate a healthy tech and innovation ecosystem designed to attract investment, companies and jobs to San Leandro.



Ms. Acosta has focused on developing public/private partnerships to achieve City Council goals regarding economic, technology and environmental resilience. The most visible success of this strategy is The Gate, the transformation of 400,000+ sf of a former Chrysler Dodge auto plant into the largest 3D desktop printing hub in the world – the Bay Area Advanced Manufacturing group (BAAM). Today, over 3 million square feet of commercial and industrial building space and over 250 businesses are now connected to Lit San Leandro.

Recently, San Leandro launched a new public private partnership with ZipPower LLC, OSISoft, Lawrence Berkeley National Labs, GELI and Pacific Gas and Electric Company (PG&E) to create a City-wide distributed renewable energy micro grid – a power plant on every roof and parking garage!

Ms. Acosta is a graduate of U.C. Berkeley and her 26-year career spans both the public and private sectors in banking (commercial construction financing), municipal economic development (technology and international trade) and as a business consultant. She became the East Bay and San Leandro's first Chief Innovation Officer in 2013.

### Ralph McCarthy PacLab Analytics

## ► Founder

Mr. McCarthy is the founder of PacLab Analytics, a technology company in the Oregon Cannabis industry with a Bio-data Analytics focus. He was an Intel Senior Process Technology Development Engineer for 10 years, with expertise in statistical process control systems, quality control in ISO 9000 environments, and the management and implementation of next-generation technology development projects which improved yield to record-setting levels and reduced costs by millions of dollars. He was also a member of the Intel College of Engineering faculty, where he led a team of engineers in the development and teaching of a graduate level engineering course. Prior to that he was an engineer at Texas Instruments where he introduced new process technologies which shortened the next-generation technology development cycle. In recognition of his contributions, he was invited to publish and speak at the TI Yield Symposium.

Ralph has an MS in Electrical Engineering and a BS in Chemical Engineering and Chemistry from the University of Minnesota.

He enjoys working on his golf and tennis games during his free time.

### Nate Leung Industry Ventures Partnership Holdings ► Vice President

Mr. Leung focuses on originating, valuing and managing early secondary, primary and direct co-investments for the Industry Ventures Partnership Holdings team.



Prior to Industry Ventures, Nate was on the partnerships team at Optimizely where he was responsible for building out the technology partner ecosystem. Previously, Nate led operations at NuOrder, an ecommerce technology startup. Nate has also worked on investments in software, commerce and mobile technologies at Bain Capital Ventures, and consulted on strategy and operations for corporate clients at The Boston Consulting Group.

# Presenting Companies



N3N is famous for its patented pan and zoom technology which is in use throughout their entire product line. The technology makes it possible for users to quickly identify problems and then zoom directly in on the route cause. With Pan and Zoom built on-top of our mapping, monitoring, detection, and predictive software, users are able to save significant amounts of time and money locating and preventing issues.

N3N brings Innovative Technology to Life. Customers Trust N3N to: (1) Prevent Applications from Going Down, (2) Speed Up Issue Detection, (3) Predict Potential Issues, (4) Connect Issues to the Right Person, (5) Locate Under Used Applications, and (6) Improve Utilization of Current Systems.

Our innovative software includes patented pan and zoom technology combined with custom mapping, IoT, sensors and real-time video feeds makes issue detection and monitoring as easy as touching a tablet.

## Executive Team

Sam Nam is the cofounder and CEO. Mr. Nam launched in 2012 with CTO and cofounder, Peter Chang. He is the visionary behind N3N's visualization software product line. Sam leads the company in its mission to transform the way teams and organizations monitor, detect, and predict business operation issues.

Peter Chang is Chief Technology Officer and Cofounder of N3N. Peter has been instrumental in N3N's product development and is responsible for the company's overall software production, platform strategy, and third party integrations. Peter holds a B.S. in Electrical Engineering from Brown University.

Jimmy Kim is Chief of Global Business and a Cofounder of N3N. Jimmy leads N3N's international sales and business development teams. Jimmy brings over 15 years of sales, business development, and sales management experience to N3N. Since joining N3N, Jimmy has built relationships with major brands including Kia Motors, Hyundai Steel, POSCO, and Korean Telecom.



. It provides operation automation, which simplifies the growing complexity of networks and helps achieve cyber hygiene. It's guaranteed not to affect network performance, customizable, and proven to scale and carry out large, complex queries to do what the competitors cannot. NeMS technology is the culmination of millions of dollars in R&D, developed at Lawrence Livermore National Labs, and fine-tuned over a decade in the most sophisticated cyber labs in the country.

NeMS is purpose-built to be the most capable network-analysis solution on the market and offers. Its modular customizability allows scalability and tailor-made security scanning. Patented technology in passive and active scanning combined does the work of 2-3 competitor's solutions. And low latency means zero interference with day-to-day operations.

Detailed network characterization combines active and passive data to provide the most accurate view of hardware, software, interactions, and information flow.

Multiple vantage-point mapping combines intelligent network probes, passive traffic analysis, and host discovery to construct observed network topology. Network snapshots can be conducted from any vantage point.

NeMS automates critical security controls providing unique, automated data traffic analysis to help achieve cyber hygiene. Software will not affect network performance due to low impact active and passive mapping operations mapping enterprise networks in less than 24 hours.

NeMS is owned and operated by Quellum LLC, a subsidiary of Cambridge Global Advisors (CGA). Cambridge is a strategic advisory and consulting firm that brings with it 75+ years of cyber, federal, and national security subject matter expertise.



Happy Holidays  
& Happy New  
Year!



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