

August.24.2005
*** A G E N D A ***
5:30PM Registration
6:00 Welcoming Remarks
6:10 Guest Speaker—
Manish Bhuptani
6:30 ViVotech
6:50 AIRSIS
7:10 B•R•E•A•K
7:30 M&A Panel

Guest Speaker



Manish Bhuptani
President
Cleritec Corp.



Manish Bhuptani is President and co-founder of Cleritec Systems. Prior to Cleritec he was Director of Market Develop-

ment at Sun Microsystems where he grew Sun's market presence in emerging and established markets. He has also worked as a management consultant at A.T. Kearney where he advised Fortune 500 companies on business strategy, and as a software engineer at IBM.

Manish is a frequent speaker at industry events such as RFID World, PackExpo and Inside Id, and a contributor to several industry publications. He has also been interviewed by national publications, including Investor's Business Daily.

He holds an MBA from the University of California, Berkeley, an MS in Computer Engineering from Purdue University, and a BE in Electrical Engineering from The Cooper Union.

Presenting Companies



www.vivotech.com

ViVotech's breakthrough technology is driving next generation electronic payments worldwide. With the company's technology, customers can make contactless payments with radio frequency (RF) enabled credit cards, access cards and infrared cell phones at existing

point-of-sale (POS) systems.

Up until now, contactless payments faced an insurmountable obstacle to growth - billions in cost to replace or upgrade the installed base of 30 million merchant POS terminals. ViVotech solutions upgrade existing magnetic stripe POS terminals in minutes so they can accept contactless payments -- payments that are faster than cash, safer than

checks.

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Headquartered in San Diego, AIRSIS is one of the most comprehensive and proven solutions provider for the remote asset management industry. The company enables customers to track, monitor, manage and control their mission

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Technology Panelists for RFID

Gerald Brady **Siemens Acceleration Center** ► **Managing Director**

Mr. Brady brings extensive experience in international sales, business development, product management and strategy, including licensing and channel development. As Managing Director, Brady is responsible for identifying young and innovative wireless technology companies and investing in and managing these respective ventures.



Prior to Siemens, Brady served as Director at 3i where he helped identify and invest in a broad range of early-stage software and communications companies spanning the VoIP, wireless software, OSS, audio software and network services sectors. He represented 3i on the Board of Bitfone and Pagoo and was actively involved as a Board Observer with Intelliden, Octiv and Viair.

Mr. Brady was part of the founding team at ZDNet (Europe) and Yahoo! UK. While at Yahoo! UK, he was responsible for sales and product management. Previously, he was an executive at Ziff-Davis and EMAP Plc (FTSE-100).

Mr. Brady holds an MBA from Cranfield University and an honors degree in history from Kingston University. He sits on the advisory board of Golden Gate Capital, a West Coast conference committee for early stage funding and venture capital communities. Brady is also a Fellow of the Royal Society Of Arts.

Joe Jasin **Wireless Blueprint** ► **Founder**

With exactly a decade of experience in the wireless telecommunications industry, Mr. Jasin has launched several wireless oriented companies. Recently, Joe founded Wireless Blueprint

a business development accelerator firm, with a team focused on global wireless Internet initiatives. Clients include: Xerox, Nokia, AIS, StelTel, and the Government of Northern Ireland.

Prior to Wireless Blueprint, Mr. Jasin co-founded ICE Wireless in 1998, a wireless B2B e-hub company, specializing in intranet/extranet e-procurement, sales and distribution of mainstream wireless products and services. ICE Wireless was sold to Quantumshift, Inc.. Earlier at Nextel and US Com, Mr. Jasin was a sales and business manager working closely with clients to develop wireless data applications leveraging enterprise back-office and VPN solution oriented systems.

Mr. Jasin also sits on the board of the Silicon Valley Chinese Wireless Association - Business Center - Venture Capital Group. He is a frequent contributor at wireless technology conferences and writer for technology publications

John Matthesen **WI Harper Group; Keiretsu** **Forum Angel Network**

► **Venture Partner**

John joined WI Harper with over 25 years of global operations and sales experience in Europe and Asia. He is also CEO of ByteBlaze, a company that manufactures anti-piracy software. In addition, he provides operational consulting for startup companies. John is also a member of the Keiretsu Forum Angel Network.

Prior to his consulting business, John held numerous positions at Commerce One, including Vice President / CIO, Vice President of Sales, Asia Pacific region and other executive management roles in professional services, marketing, and engineering. John also held key IT management positions at Sybase.

John holds a B.S. in biopsychology and linguistics from the University of Colorado, Boulder and has a certification in telecommunications engineering from the University of California, Berkeley. He has also served as an adjunct professor of e-commerce at Carnegie-Mellon University West Coast campus.



Communications Technology Cluster

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The Communications Technology Cluster is a business incubator providing strategic consulting and business services for companies with **HIGH GROWTH POTENTIAL** in various technology sectors. The CTC's goal is to be an enabling force in the **ECONOMIC DEVELOPMENT** of the greater metropolitan Oakland region.

Panelists for Mergers & Acquisitions

Steven J. Rappaport
Internet Securities,
► **Managing Director of Investment Banking**

(Moderator)



Mr. Rappaport has extensive experience in investment management, corporate growth development strategies, and capital markets. Mr. Rappaport's key area of focus is on growing companies and, in particular, procuring and structuring debt and equity funding via strategic alliances with corporate partners. Prior to Internet Securities, Mr. Rappaport helped raise over \$500 million in growth capital.

He is a recognized authority on China and has advised clients from many sectors in connection with their direct investments and operations in China. Mr. Rappaport has previously lived in Hong Kong and Beijing and is fluent in Mandarin Chinese, Japanese, and Thai.

Mr. Rappaport has advised companies regarding global market development and technology partnerships. Mr. Rappaport has also advised Asian companies including Worldwide Wireless, Hitachi and China Telecom on a project and retainer basis to develop U.S.-based technology, healthcare, partnering, and investment strategies.

Mr. Rappaport earned his Bachelor's Degree in Finance and Economics from La Verne University. In 1986, he graduated from Georgetown University earning a certificate in Economics and Government Relations.

Mr. Rappaport is a General Securities Principal of Internet Securities and possesses NASD Series 7, 24, 63, and 66 licenses.

Brian Ogata
WCA RFID SIG Group,
► **Chairman**



Brian Ogata is the chairman of the WCA RFID Special Interest Group (SIG). Under his leadership, group membership tripled in one year, and numerous contacts within the RFID industry has resulted from this increase.

Prior to WCA RFID, Brian worked at Sun Microsystems where he was a product marketing and product management with the Java software platforms. In another position at Sun, Brian initiated and grew strategic relationships with industry leaders including: Cisco, Daimler-Chrysler, Motorola, Nokia, Reuters, and Symbian.

Brian holds a Masters degree in Communications from San Jose State University.

Bruce Taragin
Blumberg Capital,
► **General Partner**

Bruce has 13 years experience as a venture capital investor, entrepreneur, technology investment banker and corporate attorney. Before joining Blumberg Capital in 1998, Bruce held several senior management positions within technology companies including Charles River Computers. Bruce also structured and managed early-stage technology transactions at Hambrecht & Quist, Mayer Brown & Platt and Bankers Trust Company.



Bruce earned his BA in Finance and Communications, cum laude, from Yeshiva University, and his MBA and JD from Fordham University in New York.

Bruce serves or served as a member or observer on the Board of

Directors of CaseStack, Go Networks, Insightix, LiteScape, PureSight and Vista Research – acquired by McGraw Hill [MHP].

Tim Wilson
Partech International,
► **General Partner**

Tim joined Partech International in 2001 and focuses on communications and components investments.

Between 1997 and 2001, Tim was the Chief Marketing Officer for Digital Island, a Partech portfolio company.



During his tenure, the company grew from \$.2M to >\$100M in annual revenues, completed 5 private financings, an IPO, secondary, and 3 acquisitions.

The company was acquired by Cable & Wireless in 2001 for \$350M. Prior to Digital Island, Tim was a General Manager at Lucent Technology where led the international voice communications product management team (now Avaya) with P&L for product lines generating over \$2B in annual sales and coauthored a VOIP related patent. Before Lucent, Tim held a variety of senior management positions within AT&T (North America and Australia) and AT&T Bell Labs from 1983-1995.

Tim's current portfolio companies include ARIIO Data Networks, Discera, Invensense and Teknovus where he holds a board seat with each company.

Mr. Wilson graduated summa cum laude, Phi Beta Kappa from Bowdoin College receiving his undergraduate degree in Physics. He received his MBA from Duke University's Fuqua School of Business where he was named a Fuqua Scholar.

Presenting Companies (continued)



Customers simply wave their contactless cards or point their cell phones or PDAs to make a payment transaction. Using ViVOtech's enabling plug and play technology, financial institutions, wireless operators and retailers, can increase revenues significantly.

ViVOtech, Inc. is a Delaware corporation and is based in Santa Clara, California, with offices in Europe and Asia. ViVOtech is partnering with MasterCard, American Express, and other major companies in contactless payment trials.



-critical assets via satellite, wireless communications and the Internet from anywhere, at anytime. Over 50 applications for 100+ customers have been deployed around the world since 1998, including: broadcasting, refrigerated trailers, heavy equipment, environmental monitors, utility meters, oil and gas assets.

AIRSIS offers wide-ranging products and custom solutions in remote asset management and enterprise software development for commercial and government customers globally. These include Fixed Assets (i.e. broadcasts facilities), Mobile Assets (like refrigerated trailers), and enterprise software.

The company offers a complete solution composed of three integral elements: (1) AIRSIS Onboard: The communications module that integrates sensors and wireless communications onboard the remote asset.

(2) Satellite and wireless data communications: Through Orbcomm, Iridium, Globalstar, and terrestrial wireless networks (GSM/GPRS, CDMA). And (3) AIRSIS Vision: The Web-based management system through which customers monitor their assets, receive alerts, send commands and modify monitoring/management parameters.

The company has assembled a seasoned team of executives and technologists who have a track record of building and growing successful technology businesses. This team has long-standing experience in the fields important to our success: satellite and wireless communications, enterprise software, embedded systems, Internet infrastructure, mechanical engineering, hardware design and integration. Dean Rosenberg, a serial entrepreneur, is the co-founder and CEO.

Tonight's speaker is Ken Liu, Vice-President. Ken is a seasoned CEO, business development and marketing executive. He has developed and managed varied businesses in the software, Internet and communication industries. Over the past 16 years, Ken has held a variety of sen-

ior management positions with many successful venture-capital backed startups. His work contributed significantly to five IPOs and acquisitions with combined value of \$1.3 billion.

Ken started out his career as a management consultant with Booz-Allen & Hamilton and Boston Consulting Group. Ken earned his M.A. from Tufts University and a B.A. Economics from the University of Chicago.

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Management Team



**Michael
Beardsley, CEO
& President**

Michael Beardsley has over 18 years of technology experience and over 9 years of investment banking experience. Mr. Beardsley founded Internet Securities in January 1999 and manages all operational and strategic aspects of the Firm. Prior to Internet Securities, Mike worked for Merrill Lynch in New York City for four years as a sell-side equity analyst covering the data networking and telecommunications equipment industries. Prior to Merrill Lynch, Mr. Beardsley was a management consultant at J.P. Morgan in New York City working in the Firm's telecommunications department. Mike was also a senior telecommunications equity analyst at Pacific Growth Equities in San Francisco. Prior to Mike's Wall Street career, he worked for Hewlett-Packard in Cupertino and Sunnyvale for seven and one half years in marketing management and telecommunications management roles. Mike's positions at HP included: Marketing Program Manager, Product Marketing Engineer, Telecom Operations Manager, and Telecom Engineer.

Mr. Beardsley holds an M.B.A. from Columbia University, B.A. in economics from U.C. Berkeley, and A.S. in data communications from Foothill College. Mr. Beardsley possesses NASD Series 7, 24, and 63 licenses.



**Henry K.
Wong, Vice
President &
CTO**

Henry K. Wong has a marketing management and technology background from companies such as Intel Corporation and McDonnell Douglas (now owned by Boeing Corporation). Prior to joining Internet Securities, Mr. Wong worked at Intel Corporation for six years in product marketing and corporate development roles where he was involved with the Pentium processor/platform and launching the first 64-bit Itanium processor and systems. In addition, he recruited key server software developers and operating system vendors. Prior to joining Intel, Henry worked for an interactive television startup company and a server database firm. Mr. Wong also has engineering experience from McDonnell Douglas where he was a lead information technology engineer developing several mission critical applications.

Mr. Wong has an M.B.A. from Columbia University and a B.S. in engineering from the University of California at Berkeley.

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