

January 25, 2006

* A G E N D A *

5:30PM Registration
6:00 Welcoming Remarks
6:10 Guest Speaker—
Ray King
6:30 Blue Vector Systems
6:50 Cognizant Technology
Solutions
7:10 B•R•E•A•K
7:30 M&A Panel

Guest Speaker



Ray King
Manager of Marketing & Operations
Port of Oakland

Ray King is a manager in the Port of Oakland's maritime logistics service provision, with responsibility for marketing and customer service. The Maritime Division has an annual revenue of \$115 million and is one of three business lines at the Port, along with Aviation which operates Oakland Airport and Commercial Real Estate. The Port's total annual revenues are approaching \$300 million dollars.

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Presenting Companies



Blue Vector Systems is a sensor-based distributed computing systems company focused on reducing RFID implementation costs and operational complexities for its customers. Through solutions that provide reliable and cost-effective means to implement RFID solutions, Blue Vector Systems enables companies to realize new efficiencies in functionality and operation.

Complex implementations and long-term custom integration projects

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Pioneering the 4th generation IT services model, Cognizant Technology is a global leader in IT services. Cognizant has senior executives based close to clients in the US and Europe who are tightly integrated with the robust SEI CMMI Level V offshore capability, rated as one of the top 4, by a leading analyst firm. Additionally, the company is becoming more customer-centric by creating new ways to deliver bottom-line benefits to our customers.

Cognizant is a different kind of offshore outsourcing company.

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Technology Panelists for RFID

Steve Belomy
Keiretsu Forum Angel Network
► **V.P. Chapter Development & Operations**

Mr. Belomy is currently Vice President, Chapter Development and Operations for Keiretsu Forum and now manages the growth of the forum into new cities. Keiretsu Forum is the largest angel investor network in the U.S. with 12 chapters presently.



Prior to his role with Keiretsu Forum, Mr. Belomy was CEO of SPB Consulting, LLC from 2002 to 2005. Mr. Belomy provided investment advisement and interim management services to high tech start-up companies like Corvigo (anti-spam appliance), Dana Software (business process management software), and Kalkea (mail abuse service provider).

Prior to SBP Consulting, Mr. Belomy was COO of Message Hero, Inc., a leader in the unified messaging and voice recognition field.

Mr. Belomy was Executive Vice President of AboveNet Communications, Inc., a leading provider of collocation services, helping it grow from \$0 - \$30 million in annual sales. AboveNet had an IPO and was sold to MetroMedia Fiber Networks for \$1.2 billion.

Mr. Belomy graduated with a BA Mechanical Engineering degree from UCLA, is married, with 5 grown children.

Steve Tennant
Tennant Consulting
► **Managing Director**

Steve Tennant helps early stage software companies accelerate their growth by providing strategic marketing services. He specializes in product management, business planning and fundraising, marketing and alliances. He does this by providing services focused on revenue generation, as part time or interim VP marketing and alliances. Building the "rest of the company" beyond building the product is what Tennant Consulting does.



Before starting his consulting practice, Steve worked at PeopleSoft from 1994-2000 in a variety of roles, including VP Business Development and Director of Product Strategy for the financial products. He also led marketing and business development at two application software companies. Before PeopleSoft, Steve began his career at Andersen Consulting. Steve has a BBA from the University of Michigan (Ann Arbor). Steve co-chairs the East Bay IT Group's Startups and VC's SIG, and is a member of the Keiretsu Forum.

Corley Phillips
American River Ventures
► **General Partner**



Mr. Phillips co-founded American River Ventures with over two decades of extensive experience in developing businesses, building sales organizations, developing marketing strategies, and creating partner programs. Prior to American River Ventures, Corley was an active seed-stage investor in 28

companies. He learned the art of entrepreneurship through a distinguished career that included serving as President and CEO of Manzanita Software Systems, an accounting software company, and as President and Co-founder of Grafpoint, a communications software company which subsequently merged with White Pine Software (NASDAQ: WPNE).

Corley understands firsthand what it takes to build a successful business from the ground up. He applies his experiences doing just that to every investment he oversees. In addition to running the helm of two successful start-up ventures, he held previous sales and marketing positions with Envision Technology and Hewlett-Packard.

Corley's current board memberships include ReShape, Clovis Solutions and Senforce Technologies. Corley has actively helped shape the technology sector in the Sacramento region, investing both individually and through membership in the Sierra Angels and Sacramento Angels before starting American River Ventures, one of the area's first early-stage venture capital funds. Corley holds a B.S. and M.S. in Electrical Engineering from Washington University in St. Louis, and an M.B.A. from Santa Clara University.

Panelists for Mergers & Acquisitions

► M O D E R A T O R ◀

Greg Beattie
Reed Smith
► Partner



Mr. Beattie maintains a corporate and technology law practice, emphasizing start-up and private company representation, venture fund representation, mergers, acquisitions and strategic joint ventures, technology licensing, protection and transfers, and securities and commercial law.

Greg heads the Venture and Technology Practice Group and manages the firm's worldwide venture and technology practice, which includes attorneys in California, the East Coast and the UK. The practice focuses on representation of emerging growth companies and venture capital firms, and in complex technology-based transactions.

Mr. Beattie has represented several public companies, including Tandem Computers, Sybase, and Iomega Corporation, in joint ventures and complex technology transactions. He serves as corporate counsel to dozens of private companies.

Mr. Beattie is also a founder of the East Bay Venture Forum, a non-profit corporation supporting entrepreneurship in the San Francisco Bay Area, and a Director of the California Kidney Cancer Foundation.

Greg Beattie holds a J.D., cum laude, from Harvard Law School and a B.A., with distinction and departmental honors, from Stanford University Phi Beta Kappa.

Randy Hawks
Claremont Creek Ventures
► Managing Director

Randy Hawks began his career as an operating executive and has held several senior management positions at Texas Instruments, ITT Information Systems, and AT&T Paradyne, where he served as Senior Vice President overseeing the network communications, multimedia, and broadband technology teams. Randy was Executive Vice President/COO and Director at Identix, from its startup phase through its IPO. He also served as CEO and Director of Captiva Software.



Randy's investing career has been equally varied and successful. He was a general partner at Novus Ventures and a venture partner at Horizon Ventures. Among his other past and current directorships are Identix, Clairvoyant Software, Hipbone Software, Inapac, Invivodata, Flytecomm, View Central, and Be Here.

Randy earned a BSEE from University of Arkansas and has completed the Stanford University Executive Management Program. He serves as the Venture Committee Chair for Keiretsu Forum.

Mark Westover
Sybase
► V.P. Corp. Development



As vice president of Corporate Development, Mr. Westover is responsible for driving Sybase's strategy & planning, mergers & acquisitions, and strategic alliances.

Mr. Westover was instrumental in developing Sybase's current strategy, acquisitions and largest partnerships, specifically with Intel, SAP, and CASIO Corporation. He

has also spent time in Sybase Field Sales to bring process and procedure to the WorldWide Field Marketing function.

Prior to Sybase, Mr. Westover worked in the eBusiness strategy practice at KPMG and directed their largest engagement at Motorola. Before KPMG, he led a marketing team at AT&T responsible for revenue generation for online, internet, data, and wireless services.

Mr. Westover earned a MBA in Finance & Marketing from University of Chicago and a BS in Mathematics from University of Illinois. He is a fluent speaker of Japanese and can be seen cycling the East Bay hills.

Dr. Julia Zhu
Savi Technology
► Principal Standards Architect

Dr. Zhu is the Principal Standards Architect at Savi Technology, an RFID technology leader. She is currently responsible for the standards activity at Savi. She actively participates in the RFID standards development in EPC and International Standards Organization (ISO).

Before she joined Savi Technology, Dr. Zhu had focused on third Generation (3G) wireless network architecture in Cisco and Tesaria.

She received her PhD on wireless from Univ. of Illinois at Urbana-Champaign and has spent most of her career on wireless network at Cisco and several startup companies.

Presenting Companies (continued)



lead to high costs to build scalable RFID implementations, which are major concerns for companies focused on deploying RFID solutions. Blue Vector Systems has developed a first of its kind network and application infrastructure solution for RFID, designed to address the enormous operational complexities of deploying RFID solutions from initial pilots to full nationwide supply chain implementations for Fortune 1000 companies.

Their products include the X-3000 system. It is a suite of distributed computing appliances consisting of a RFIDrouter and a RFID Network Manager appliance. In addition, the RFID Network Manager appliance has a Configuration System that creates an infrastructure designed to enable even the largest of supply chain operations to seamlessly scale their RFID implementations physically and logically.

X-3000's patent-pending Aspect-Oriented processing engine and distributed router intelligence capabilities allow companies to deploy large-scale, centrally-managed RFID networks to control their most important asset: real-time information about their physical assets and processes. Unlike customized software solutions or middleware, X-3000 is optimized specifically to conform to the needs of supply chains from build out to on-going operations.

Blue Vector Systems was founded in 2002 and is headquartered in Mountain View, CA.



Cognizant Technology delivers the full range of application outsourcing, business process, and consulting & systems integration services. The company has experts at managing the

highly complex, long-term engagements that clients require.

Being a U.S.-based company listed on NASDAQ, Cognizant Technology offers the financial transparency and good corporate governance practices. Governed by an independent board of directors, Cognizant Technology complies with SEC and state regulations dictating retention of independent auditors.

Security is important to customers. With well over half of the business coming from financial services and healthcare, Cognizant Technology knows how to manage privacy and data security issues. The company is audited and certified to BS 7799, the set of international regulations governing physical and network security, and they are well-experienced in working with clients that implement their own U.S. standards.

Taking Offshore Outsourcing to the Next Level

Cognizant Technology can help companies gain the benefits of a world-class staff, with quality and process discipline achieving ISO 9001 and SEI CMM Level 5 certifications. The company has a proven methodologies that deliver the benefits of high offshore staffing ratios. Their approaches deliver savings of 30 to 60%.

The company has the ability to form tight partnerships with customers which has helped Cognizant Technology pioneer the 4th Generation Offshore Outsourcing model, a new kind of outsourcing that keeps local managers close, transforming our world-class offshore teams into virtual extensions of your IT organization.



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.

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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, 63 and 65 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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