

# GCVA – Venture Capital Report

## March 21, 2006

### ■ Venture Capital Funds

#### ■ Ohio

- Blue Chip Venture Company – Cincinnati
- Charter Life Sciences – Cincinnati
- Draper Triangle Ventures – Cincinnati / Pittsburgh

#### ■ Kentucky

- Chrysalis Ventures – Louisville

### ■ Angels / Incubators

- Queen City Angels / C-Cap – Cincinnati
  - BIO/START – Cincinnati
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### Activities

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#### Blue Chip

#### Blue Chip Surgical Center – Cincinnati, OH

- > Develops and manages ambulatory surgical centers focused on the ear, nose & throat, pain and spine specialties
- > Led follow-on investment round

#### Third Screen Media – Boston, MA

- > World's largest mobile advertising network and the only mobile ad management and delivery platform
- > Participated in \$5M Series B round with TD Capital

#### XOS – Orlando, FL

- > Leading sports media technology company
  - > Participated in \$12.2M follow-on investment with Beechtree, Comcast and Liberty Associates
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#### Blue Chip

##### **Lanvision – Cincinnati, OH**

- > Now called Streamline Health (NASDAQ:LANV)
- > Blue Chip sold 50% of its stock at the IPO and recently sold the balance to generate a total return of \$12.7M, a 15x multiple

##### **Intelliseek – Cincinnati, OH**

- > Leading company in the tracking and analysis of online consumer-generated media
- > Merged with 3 companies to form Nielsen BuzzMetrics

##### **Nextumi – Columbus, OH**

- > Provider of nextgen search capabilities that combine behavioral analysis and social networking to improve search
  - > Hired Mike Blackwell, formerly of AOL, as CEO
  - > Founded by Blue Chip; co-investors include Queen City Angels, Fortech Sight Manager, Fox Ventures and Illinois Ventures
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#### Charter

#### Athenagen – CA

- > Developing drugs to treat the endothelial cell receptor pathway for angiogenesis mediated diseases.
  - > \$7M Series A financing
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#### Draper Triangle

#### Active Media – Pittsburgh, PA

- > Digital media and advertising in out-of home venues including 750 commercial fitness centers
- > Acquired by Amer Sports/Precor in March 2006
- > Draper Triangle I realized a 4X multiple on the investment
- > Active was spun-out of another Draper portfolio company, ClubCom, in 2004 as part of the acquisition of ClubCom by Amer

#### SalesGene – Pittsburgh, PA

- > Commercializing a new category of sales force automation software called “sales work style management”
  - > Proceeds to launch sales and marketing efforts
  - > Led \$2.5M Series A round in February
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#### Draper Triangle

#### **Precision Therapeutics – Pittsburgh, PA**

- > Provider of diagnostics to help physicians determine and individualize the most appropriate cancer treatments
- > \$20M Series B “up-round” led by new investor Quaker BioVentures
- > Initial Draper investment in 2001

#### **Ayalogic – Akron, OH**

- > Communications software product that dramatically improves customer relationships by more efficiently handling voice traffic and customer interaction
  - > Initial focus on medical practice market
  - > \$1.25M Series A’ round
  - > Co-investors included Early Stage Partners and JumpStart
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#### **Chrysalis**

##### **MedServe – Houston, TX**

- > A leading provider of medical waste solutions
- > \$5M bridge financing

##### **Inoveon – Oklahoma City, OK**

- > Delivers solutions to detect, stage and monitor diseases affecting the eye
- > \$3.2M Series C round

**Koleman Karleski promoted to Managing Director**

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### Angels

### Activities

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#### **QCA / C-Cap**

#### **C.H. Mack – Cincinnati, OH**

- > \$700,000 from members of Queen City Angels and others, including the Tri-State Capital Growth Fund

#### **Entrepreneur Bootcamp – May 9-10**

#### **BIO/START**

#### **Cutanogen – Cincinnati, OH**

- > Producer of wound-healing products
- > Acquired by Cambrex Corporation for \$6.5M in February
- > Local investors included Queen City Angels and the Edison Biotechnology Foundation

#### **Siloam Biosciences – Cincinnati, OH**

- > Developing affordable POC testing in ER and home care applications
  - > \$730,000 SBIR Phase II Contract from the US Army
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