



Stanford eCorner

VC's Are Open For Business

Heidi Roizen, *Draper Fisher Jurvetson*

January 16, 2002

Video URL: <http://ecorner.stanford.edu/videos/72/VCs-Are-Open-For-Business>

Roizen gives an inside glance at what VCs hopes to invest in. Her company, Mobius, is looking to invest in various fields from nanotechnology to component level architecture, to systems and wireless space.



Transcript

The last thing I'll say and I'll open it to questions is in terms of what are we looking at. Well, we're looking at all sorts of stuff right now. I mean I think what happened is you went through this giant trauma where everybody sort closed the clam shell and worked on their own companies and tried to do the triage on their own portfolios and figured out what was going to make it, what was not, do the shake and bake and mix and match and see what they could come up with. Now, I think for a lot of people, I know that one of the expressions we used at Mobius and I think some of the other VC firms are using this, open for business. We're open for business. You got a plan? We'll look at it. You want to come pitch us? We are open for business. We are making new investments. We got a lot of money to invest. It doesn't mean we have any particular pace at which we have to invest it and it doesn't mean that we have a particular sector that we have to fill or one we can't do.

We will look at anything that fits I think in the general categories as I said that we've outlined on our website which matches really well where we feel we have our competency and where we can add value and where we have enough knowledge that we can do effective due diligence on those deals. We are looking very much at web services and the impact of that, and that's my particular focus, looking at what happens after the browser. How do human beings and computers consume web services? What does that look like? That's very interesting to us. We're looking at bridge technology that takes the internet and web services and all the things that are going on and bridges them to things that are happening in the real world. So connecting something that already exists and has an ecosystem around it to some benefit you can gain by applying what you get from internet connectivity and web services. Let's see. What else? We think that as the model moves from own the software on your hard drive model to the serve the software from somewhere else model that there are going to be all sorts of needs for that to be load balanced, provision tested, managed in a different way than it is today. A lot of those provisioning that applications do not today exist and so we're looking at that as a category. Let's see. What did I forget? Those are the main categories.

So any of those things we're interested in. I've got one partner who's looking at nanotechnology. I've got one partner who's looking at XML related things and somebody who's looking at component level architectures and systems in the wireless space. So we are definitely open for business and if you have something interesting, we'd love to see it.