



## Stanford eCorner

### Hummer Winblad's and Softbank's Recent Investments

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Hummer Winblad is focused on enterprise, says Winblad, and Softbank on the consumer segment. Hummer Winblad's investments include: Voltage, the BASES contest winner in 2002, in security and reliability; Cenzic, in applications security space; two blade server companies, Scalent and Jareva; Knowmadic, in application integration; and Bridgestream, in provision and identity management. Softbank's projects include: Planitax, MessageCast, Castbridge, AuctionDrop, Perpetual Entertainment, and Reactrix.



#### Transcript

Here are some examples of recent investments we've done. We focused, primarily, on the enterprise. And as you see, Heidi is focused, primarily, on the consumer segment; security and reliability. Voltage is going to be an infamous company here in a good way out of Stanford. It won the BASES contest in 2002. I was called IndentiCrypt. They raised four million dollars--two from us, two from Morgenthaler Ventures, who sponsored the prize. They launched their product last July, secured five customers and only spent two of their four million dollar grant. They had a pre-empted B round. They just raised \$11.6 million.

They haven't even gotten to spending any of the B round money yet. They had about 34 employees. The venture team happened to recruit the CEO, the VP of Engineering, the VP of Sales--everybody else, because it was a three-person start-up with a Dr. Dan Boneh being the inventor and on the Board. And we think that represents what a start-up company can do. It means the founders' still in a lot of equity in this company. At the time we started the company; the two founders, Matt and Rishi were undergraduate students who program Dr. Boneh's mathematics. They lied, they were only 20. They told us they were 21 because we had a big holiday party and they were not allowed to drink, otherwise.

So, fortunately, I was not arrested. But they're 22 now. So, they're safe. And Guido Appenzeller, who's 32. Cenzic is another company in the applications security space. We just funded a brand new seat start-up with six engineers. Somebody you know, Siri, who was the founder of Yotally and Kumar, who was the CTO and technical founder of Brocade; had six engineers during a very exciting stealth start-up in data and disaster recovery that already has a major customer. We've done two blade server companies, in the last year. Scalent which is a blade application and Jareva. Unfortunately, Jareva, we gave them the A round and five months later they were acquired by VERITAS for about \$70 million.

Jagity, she's putting in a stint there. I'm sure, will be back doing something else. Application and integration, Knowmadic provisioning and identity management--A new company called Bridgestream. And we have three new deals that we closed in the last month that are not on the slide because they do not wish to be described in public. So, there's a lot of new deals going on. These are some examples that Heidi is working on. Planitax is enterprise tax management software, tied into some of the drivers at Sarbanes-Oxley as well. MessageCast, she's gone back and funded her old thunder. Royal, for the second time, Royal has a broadcast IM management company that's working closely with Microsoft--Castbridge. I will only read what it says here; user-driven, data sharing.

AuctionDrop, anybody got a garage full of junk? Well, look at AuctionDrop. If you drop it off, they'll auction it off at Ebay for you. So, maybe, your parents need some stuff sold off. So, you know, you can make a little extra money cleaning out your parents garage with AuctionDrop. It's working very closely with Ebay. Not in competition with Ebay; a very good accessory company to Ebay. Perpetual Entertainments, I don't actually know what that is. That'll give you reason to go to Heidi's site and check it out. And Reactrix is a visual display technology where it does motion detections. So, it knows what to display--when; depending on the sensors it detects on who's walking around.

So, I've done a big disservice to these companies because I don't, actually, know what they do other than MessageCast and Planitax. So, this will give you a reason to go to Heidi's site.