



Stanford eCorner

The VC Market Today

Fern Mandelbaum, *Monitor Venture Partners*

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Video URL: <http://ecorner.stanford.edu/videos/853/The-VC-Market-Today>

Mandelbaum is optimistic about the opportunities in the market today based on her assessment of holiday parties, which she believes are a valuable indicator of market climate.



Transcript

The market has totally changed. I actually have funny ways of seeing it but holiday parties are always an interesting one where lot of venture firms have holiday parties and for a couple of years there, it was just sad. I mean you'd talk about what companies you're closing down. It was just really sad in this past holiday. It was incredible, everyone was just, what are you working on? What are you doing? It sounds funny, most people look at the IPO market that it's opening up but I look at the holiday parties. I think everything goes in cycles so right now, I keep hearing everyone wanted to find a medical partner. Well, by the time they find the medical partner, we're going to be onto retail then you change your firm and focus on retail and the next thing you know, semiconductors are back in. We are looking a lot on nano deals of course. Anything small now is a nano deal. I love restarts.

I really do. I'm a big believer that so many, actually I hate this expression, but so many babies were thrown out with the bathwater that people just, they were jewels, just total jewels that people just said well, it's not hitting these milestones and shut the company down. I would never do it. I've never done that. We don't plan on building companies like that but a lot of people did. And so to me, I really think there's a lot of great technology, great products out there that could become fabulous companies.