

AV Fund I Financial Report For the Quarter Ending June 30, 2001

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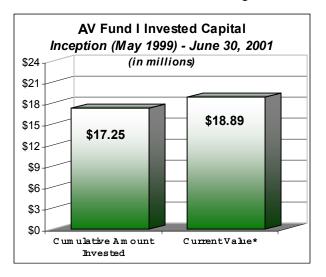
August 15, 2001

Dear Artemis Ventures Investors and Advisors:

Enclosed are the unaudited financials for the Artemis Ventures ("AV") Fund, LP for the quarter ending June 30, 2001. Also attached you will find full-page summaries on our portfolio companies.

### AV Fund I Statistics:

Since inception through 2Q01, AV has invested in 8 portfolio companies totaling \$17,244,679. The Current Value of the Fund is \$18,887,625. Thus the gain since fund inception is 10%. We have allocated the remainder of the Fund for follow-on investments and management fees over the life of the Fund. The Fund is fully committed.



The "Current Value" includes the cost value of the investments plus unrealized gain, if any, based on the portfolio company's most recent round of third-party financing.

Do bear in mind that the current value will both increase and decrease. Seed stage investing is a long term strategy and the end game is what is most relevant. This "end game" can be 7-10 years out. Historically, seed stage investing has reaped the highest returns (approximately 30% annualized) of any asset class over the past 30 years according to Venture Economics.

This quarter we have written off half the cost of Eletter. The asset sale is not complete, yet we believe this approach is fiscally conservative.

### AV Fund I Investment Activity:

- In April and May 2001, we invested \$175,000 and \$63,500, respectively, in View Central's (<u>www.viewcentral.com</u>) Series D bridge round. Note that this round will be considered Series B once the previous angel investor rounds are combined into the Series A. Please refer to the attached write-up for details on this investment.
- In May 2001, we invested \$250,000 in Taviz Technology's (<u>www.taviz.com</u>) Series B. Please refer to the attached write-up for details on this investment.
- In June 2001, we invested \$100,000 in Ampent's (<u>www.ampent.com</u>) Series B bridge round. Please refer to the attached write-up for details on this investment.
- In June 2001, we invested \$100,000 in Again Technologies' (<u>www.againtech.com</u>) Series C bridge round. Please refer to the attached write-up for details on this investment.

### AV Fund I Portfolio Company Mentions

Revenues are ramping, despite these difficult times Some notable YTD (unaudited as of end 2Q01) revenue numbers are: Taviz Technologies \$4.3 million and Again Technologies \$1.4 million. While Information Technology spending has slowed, software spending appears to be more resilient. We have found as a rule of thumb our companies will be 25% under their quarterly quotas if they don't "pad" their sales pipeline. Thus we are encouraging our companies to both focus on moving prospects through the sales pipeline faster, as well as having an additional 25% or greater number of prospects queued up for a given quarterly close. This way when the usual 25% of sales get stalled or slip into a future quarter, the 25% "padding" will enable the Sales team to reach their quota.

Further, customers are demanding greater ROI justification these days. So we have introduced our portfolio to the best ROI consultant we know, Jack Keen of The Deciding Factor (<u>www.decidingfactor.com</u>). Jack and his team have created ROI models for Oracle, Peoplesoft, and 3 of the Big 5 Systems Integrators. We have posted an ROI

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worksheet in the portfolio resources section of our site and have provided lead generation and telesales/telemarketing resources too.

### AV Observations and Comments:

The wave of technology change we've experienced is a but a mere ripple compared to the tsunami that's coming...

"I know I asked for ice, but this is ridiculous" -- John Jacob Astor (rumored to have been uttered while sitting in the bar of the Titanic).

This quote captures the mood of many players overwhelmed by the magnitude of the digital wave engulfing business and society today. And it is not just the has-runs, but the players at the very leading edge of the revolution who justifiably feel least secure. Welcome to a brave new world of creative destruction, where economies of structure displace economies of scale, and Information Systems become more strategic than ever. Success in this world lies in turning the old rules upside down: ignore consultants, burn management books, embrace uncertainty, cultivate intuition, and above all, keep your own counsel. Wise words from our friend Paul Saffo, Director, Institute for the Future.

That said, however, we'll throw in our two cents' worth of counsel...

### The Extended Enterprise

Last quarter we discussed the Real-Time Enterprise. This term applies to companies that run on real-time information systems – not the batch systems so many still rely on with unacceptable results and inconsistent or erroneous data. Enhanced programmable networks, data and application infrastructure, integration, communications, and storage solutions are all part of what's needed. With real-time computing, for every 1% increase in IT spending, you can cut your general and administrative expenses by 1.5 to 2%.

So what's next? The Extended Enterprise. This term applies to the notion that the enterprise does not end at the edge of the corporate network's firewall, the physical building, or even the company telephone list. Enterprises today now extend beyond these traditional definitions to include distributors, resellers and business partners of all types. What's the best part about the extended enterprise? MORE SOFTWARE. Sure, a company will effectively get a larger workforce for a (hopefully) lower cost, but the communications, integration, web services, and management challenges all require more software. Here are some examples of how companies in our portfolio are serving the Extended Enterprise:

Again Technologies – The company has extended their focus to now be Enterprise Performance Optimization (EPO). EPO encompasses variable compensation for a customer's distributors, resellers, business partners of all types. So far, so great – customers love it (and now our customer and thus software license base has dramatically increased).

Clairvoyant Software – Back in the heyday Clairvoyant's product helped customers predict the need for more network resources. But many companies overspent to support the anticipated network load. So, now the product is positioned to identify over-provisioning and thus cost-saving for the extended enterprise. And sales are ramping much faster!

### AV Team News

Jorg Enge, formerly a Managing Director, is now a Venture Partner.

Henry Wong, formerly an Associate, has been promoted to Director at Artemis Ventures. "Director" is a solid step towards Managing Director. Henry holds our board seat at Voice Access Technologies, and board observes at Ampent, Taviz, and Lambda (Fund II).

Sandra Wales, our VP Finance and Administration, is now board observer at Clairvoyant Software. Sandra monitors the finances of all our portfolio companies in addition to her role as the one who "holds down the fort".

We are recruiting 1-2 more Venture Partners and 1 Managing Director.

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### Investor Section on Website

Just a reminder to access our password-protected Investor Relations page on the AV website. Below is a list of the information that can be found on the site.

- 2001 Annual Investors Meeting Binder a complete PDF file for viewing or downloading.
- Quarterly Investor Letters
- Updates on the current status for the Portfolio Companies.
- FAQ (frequently asked questions)
- Differences Between AV Fund I & AV Fund II Partnership Agreements
- AV Team Contact Information

To access the Investor Section, click on the Investor Relations link on the top right hand corner of the AV site home page (www.artemisventures.com). Then click on the AV Fund I link and enter:

Username: avinvestor Password: relations

Let us know if there is any other info you'd like for us to post there.

### AV Fund II

Please let us know if you'd like any additional information on Fund II or if you need a subscription agreement. We expect our second of three closes to be in August/September.

So if Mr. Saffo is right, and success in this world of "creative destruction" lies in ignoring consultants, burning management books, embracing uncertainty, cultivating intuition, and keeping your own counsel, we'll leave you to it. We're just happy he believes Information Systems have become more strategic than ever.

Thank you for your confidence and trust,

Christine Comaford Lynch Managing Director



### Company Description:

Again Technologies' Enterprise Performance Optimization software enables companies to construct and manage flexible, highly targeted incentive programs that motivate the extended enterprise. Again Technologies' CompSense<sup>TM</sup> software is a modularized set of applications that enable organizations to align all incentives across the extended enterprise with corporate goals and objectives. Compsense can rapidly turn incentive programs into a strategic weapon to motivate executives, sales and service channels, employees, suppliers, partners and customers. It enables clients to maximize business impact by changing the way they motivate, calculate and reward employees, partners, and clients. Worldwide market size: \$4 Billion.

Amount Invested / Ownership: \$1.79M / 13.3%

## Key Quarterly

**Events:** 

- Received term sheet for Series C (led by Palomar Ventures)
- Strategy shift to EPO complete with release of wireless-enabled CompEnterprise 7.0
- Established Solution Partner Program to Deliver Best-of-Breed Enterprise Performance Optimization Solutions to Clients

In one of the worst venture funding climates ever, Again Technologies has secured additional financing commitments for their Series C round. The Company recently received a term sheet for its Series C (led by Palomar Ventures), and is expected to close sometime before the end of the summer an additional \$12M - \$14M. We will be updating our investors as soon as the syndicate and pricing terms are finalized. Again Technologies achieved over \$1.4M in sales in the first half of the year, already surpassing the \$1M in sales they hit last year.

The Company has repositioned itself from a variable and incentive compensation software company to now an Enterprise Performance Optimization (EPO) software company. This repositioning allows the Company to develop solutions which track, incentivize, and motivate strategic partners in various sales and marketing channels. The Company released CompEnterprise 7.0, an EPO software that allows the extended enterprise to communicate compensation results anywhere, anytime-over the Web, Personal Digital Assistant, or WAP-enabled cell phone. This EPO software allows clients to construct and manage flexible, highly targeted incentive programs that motivate employees, sales and services channels, managers, and executives.

The Company also announced the creation of a Solution Partner Program to help drive sales. The Solution Partner Program enables innovative organizations to work with Again Technologies to recommend compelling Enterprise Performance Optimization (EPO) solutions. By joining this program, partners can offer an EPO solution that enables their clients to construct and manage highly flexible compensation programs on an ongoing basis. The consultant is able to deliver more value, more often, because optimization is ongoing, rather than just once a year, when typical compensation programs are reviewed. Eight companies have already joined the program: Alexander Group, AtBalance Solutions, Compensation Resources, Digital Architects, Invensys CRM, iQuantic, JorgensenHR, and SSIP.

Currently Looking for:

• Recruiting: CTO, VP Sales

# AMPENT

# Company

**Description:** Ampent is a financial services infrastructure company. With their patent pending Capital Acceleration Platform (CAP), Ampent significantly increases the speed, efficiency and quality of finance transactions while reducing the cost and effort associated with traditional lease processes. The Company provides private-labeled leasing infrastructure to software, hardware, and equipment manufacturers. Powered by Ampent, these manufacturers can provide their own private-label leasing program, which is fully web-enabled from fulfillment through funding. Worldwide market size: \$3 Trillion.

Amount Invested / Ownership: \$1.67M / 10.9%

Key Quarterly Announced the signing of four additional vendors **Events:** Release of Capital Acceleration Platform (CAP) version 1.4 on track • Named "Best of the Web" by Forbes Magazine The Company has also signed four additional vendors who will utilize the Company's privatelabeled, patent-pending, CAP platform to accelerate their customers' equipment purchases, increase credit approvals, and automate lease transactions. The partners represent an array of equipment manufacturers and resellers including: Avalon Equipment, DRB Systems, Genecom, and TV Magic. Through Ampent's CAP, these partners will provide speed, simplicity, savings and online account management to their customers. The CAP features online estimates and status reporting, fraud detection, real-time credit scoring and decision making, access to Ampent's Wholesale Funding Network, risk-adjusted pricing, automated document generation and workflow management. The Company is also on track to release CAP v.1.4 in early 3Q01, complete with a new user interface for credit applications and additional product enhancements for its Auto Analyst engine. These product refinements solidifies CAP as the first complete point-of-sale leasing solution which includes real-time credit scoring and decision-making, sophisticated lease analysis tools, risk-adjusted pricing, automated documentation generation and tax calculation, workflow management, and online status reporting. In June 2001, Ampent was named "Best of the Web" by Forbes Magazine for the second year running. Each year, Forbes editors choose the companies which are best positioned to reengineer and web-enable traditional industries. Ampent was chosen as one of these companies in the Financial Services category for Forbes. In particular, the editors noted that Ampent's CAP "allows users to close leases more effectively and rapidly, and comparison quotes, instant credit decisions, analytical tools and account status [are] available online."

Currently Looking for:

• Not currently recruiting

### Company

**Description:** Clairvoyant provides demand-forecasting solutions for enterprise networks, telecom providers, wireless service providers, broadband access providers, equipment vendors, and internet service providers. Downtime and quality of service are of utmost importance in the wired and wireless world. The Company has developed the first *predictive* engine which can determine when a given site needs more bandwidth, servers, routers, and other network resources in order to continue to run at a pre-determined performance level. Worldwide market size: \$1 Billion.

### Amount Invested / Ownership:

\$1.85M / 10.5%

Key Quarterly Events:

- Revenue traction increasing with closing of Verizon and State of Illinois
- Customers continue to ramp, including Sun Microsystems and Nortel
- *Recruited two well respected industry leaders to Board of Advisors*

In 2Q01, Clairvoyant announced execution of their OEM contract with 3Com, and have furthered discussions with Sun Microsystems and Nortel. Clairvoyant closed two key accounts this quarter, including Verizon and its first ever "six digit" contract with the State of Illinois.

Meanwhile, customer traction with Sun was expanding as the Company completed five installations worldwide. The next step in the Sun relationship is to sign a revenue generating contract. The Nortel evaluation installation has received excellent feedback thus far, and Nortel is considering using Clairvoyant both internally and act as a reseller of the Company's services. Speaking of VARs (value added resellers), the Company now has five resellers of their solution and another six in the pipeline are considering reselling as well.

The Company also added two new members to its board of advisors in 2001: Frank Kovacs and Allan Leinwand. Frank Kovacs is the Vice President of Global Network Services for Citigroup Technology Infrastructure, Inc., where he is responsible for management and operations of the world's largest and most complex private data and Internet network. Previously, he was the Divisional VP of American International Group within the Research, Standards, Methodology, & Process Engineering Group. Before that, Mr. Kovacs was the Central Business Operations Manager of the AT&T Worldwide Intelligent Network, where he developed and directed the management of the annual work program across 1,700 system engineers and developers for the 150 operating support systems that provide the signaling, trunking, provisioning, forecasting, maintenance, and disaster recovery for the AT&T Worldwide Intelligent Network. Allan Leinwand is an expert in internetworking design and implementation. In his most recent role, he served as CTO and VP of Engineering for Telegis Networks, Inc. and was responsible for building the global IP infrastructure, for product engineering, and for operating the internal information systems. Before joining Telegis, he was CTO and VP of Internetwork Engineering at Digital Island, where he led the teams to build 6 global data centers, built an IP infrastructure that spanned 21 countries and over 17 Gigabits of Internet capacity, and co-authored a patented technology for geographic IP address identification.

Currently Looking for:

• Recruiting: VP Engineering, Engineering hires (QA)



Company

**Description:** Taviz provides infrastructure software that gives Fortune 1000 companies and emerging eBusinesses the missing link in real-time integration. Taviz solutions help integrate disparate applications, data and information - internally and externally. Customers can quickly and cost-effectively deploy and manage integration projects regardless of data format or application expertise. With the largest library of fully documented, pre-built Intelligent Adapters; standards-based technology; and a single-point of maintenance and management, Taviz has helped over 400 businesses worldwide leverage existing infrastructure and minimize programming. The Company helps enterprise and Internet IT professionals manage information assets and preserve process integrity while reducing programming costs. Worldwide market size: \$4.2 Billion.

Amount Invested / Ownership: \$2.7M / 9.3%

Key Quarterly Events:

- Successfully recruited VP Business Development and Strategic Sales Amir Assar and VP Services and Support Ulka Mohan
- Continued customer and revenue ramp-up with Ford Motor Company
- Launch of eIntegration Suite 3.0

Taviz continues to expand its core executive team with key recruitments in business development and professional services. Amir Assar will be responsible for the development of new business and strategic sales relationships worldwide as VP Business Development and Strategic Sales. Assar joins Taviz from Annuncio Software, where he was the vice president of technology alliances. Assar has held several high level sales positions for leading companies, including Vicinity, Actel Corporation, and ICT, Inc. Ulka Mohan will oversee several departments, including the application engineering group, consulting services and technical support as VP Services and Support. Mohan joined Taviz from VeriFone, where she was the regional manager of the Professional Services Organization, managing a large team of project managers, systems analysts and systems integration engineers.

In 2Q01, Ford Motor Company selected Taviz's eIntegration Suite to integrate Oracle's E-Business Suite 11i throughout Ford's worldwide enterprise. The implementation, which is part of Ford's global eProcurement project, will help to streamline Ford's procurement cycle, enabling real-time purchasing activity and improved supplier relationships. Taviz has more than 70 pre-built Intelligent Adapters for Oracle applications alone, allowing customers to reduce integration time dramatically. Because Ford runs Oracle's E-Business Suite 11i throughout its worldwide operations, this was a primary influence in Ford's decision to go with Taviz's eIntegration Suite. The Purchase Order for this account alone was over \$800K.

The Company also launched its eIntegration Suite 3.0. With an intuitive adapter development environment and over 250 pre-built Intelligent Adapters for leading ERP, CRM, SCM, proprietary and vertical applications, the new eIntegration Suite 3.0 eliminates adapter hard coding time and cost and the need for application expertise. The Taviz 3.0 release also adds EDI, Business Process, an Integration Node for IBM MQSI, direct connect to DB2, and SAP adapters. The Taviz eIntegration Suite 3.0 is the only solution offering an intuitive adapter technology and over 250 pre-built Intelligent Adapters that eliminate the need for hard coding while leveraging a company's existing infrastructure and internal resources.

Currently Looking for: • Recruiting: VP Marketing



### Company Description:

Toolwire develops enterprise applications, delivered as an online service, to automate technical interactions between technology vendors and their end customers in the electronics industry. Toolwire's applications operate on a Design Chain Management (DCM)Platform comprised of an online ready-to-use design environment, an automated application management system and online design computing infrastructure. Each enterprise application is configured to address the unique needs of a specific business activity in the technology adoption cycle, such as customer training, product demonstration and technical support. Worldwide market size: \$20 Billion.

### Amount Invested / Ownership: \$2.25M / 9.1%

Key Quarterly Events:

- Signed Comerica lease line of \$1 Million
- Nearing its first significant customer contract with Cadence
- Continuing to build sales pipeline under new leadership of VP Sales Larry Fagg

The Company closed a lease line of \$1 Million from Comerica in 2Q01. Under the terms of the lease line, the Company is expected to reach profitability by end 4Q02 and a monthly net loss decreasing to \$250K by end 3Q02. These added stipulations will ultimately make management accountable to the shareholders of the Company. With the new lease line, the Company can refinance capital expenditures over the past 6 months as well as new capex purchases going forward. This will ultimately free up cash and other resources and allow the company to focus on meeting its sales goals in the coming months.

Toolwire is also reaching its first major customer milestone with Cadence. Toolwire expects to sign a binding letter of interest with Cadence to begin pilot of its Mammoth 3.6 ("M3.6") offering. The Company expects the aggregate value of this contract could reach \$1M. In addition, Cadence wants to present the M3.6 tool at its annual user forum this Fall.

In addition to Cadence, the sales pipeline is building under the leadership of VP Sales Larry Fagg. Already, the Company expects to begin its pilot program with Xilinx in the middle of 3Q01, and several other firms including Synplicity, NEC, Adaptec, Virage Logic, and Arrow are currently in process. Larry is currently busy refining the Company's OEM strategy, as well as testing the product in all electronic market segments: EDA, semiconductor, etc. Part of this new channel strategy is to bulk up the Advisory Board to now include experts in both IT integration, CRM (customer relationship management) software, and internationalization. These additions to the Advisory Board parallel the increasing shift of the Company's products to an enterprise software model.

# Currently

- Looking for:
- Recruiting: Board of Advisor Members with extensive experience in IT integration, CRM software, and internationalization



Company Description:

ViewCentral is a leading learning management system (LMS) provider that helps companies manage training programs. Its hosted applications empower employees to produce, publish and promote learning programs on customer and partner Web sites without technical assistance. ViewCentral's core product, InterThought, automates all aspects of learning management, including marketing, registration, online payment processing, reporting and re-marketing. Worldwide market size: \$100 Billion.

Amount Invested / Ownership:

\$2.12M / 12.3%

Key Quarterly Events:

- Successfully recruited EVP Worldwide Sales and Marketing Rick Ludlow
- Successfully acquired Headlight and repositioned as full service LMS
- Release of version 3.5 with enhancedworldwide e-commerce capability

Rick Ludlow, a 20-year Silicon Valley high-tech sales and marketing veteran, has joined the company as executive vice president, worldwide sales and marketing. Ludlow brings more than 20 years of sales, marketing and management experience and a proven track record in the business-to-business high-tech marketplace. In his new role Ludlow will develop and execute ViewCentral's sales, marketing and business development strategy and manage its team of experienced sales and marketing professionals. Ludlow joined ViewCentral from the learning industry where he served as vice president of sales and marketing at a leading e-Learning provider. Prior to that, Mr. Ludlow was vice president of worldwide sales at Vuent, (now Assentive Solutions, Inc.), a provider of web-based solutions. Prior to Vuent, Ludlow was the vice president of worldwide sales at Supplybase, Inc., vice President of worldwide software sales at VeriFone (a subsidiary of Hewlett Packard) and participated in a successful IPO at Premenos (now part of Peregrine) as their senior vice president, worldwide sales.

ViewCentral Inc. now offers a complete blended learning solution with the acquisition of Headlight's intellectual property for e-Learning. The Headlight e-Learning platform will integrate with ViewCentral's current learning applications for instructor-led training and live learning via the Web. With this technology, ViewCentral gives its customers the ability to host content from multiple vendors, commercial developers, or their own custom content - regardless of format-something that content providers with their proprietary systems are unable to do.

ViewCentral Inc. also enhanced its current offering with an incremental release, version 3.5. This release now offers a new user interface, sharing of Headlight's database, and worldwide e-Commerce capability. The addition of worldwide e-Commerce capability allows companies to operate in international currencies, and together with ViewCentral's e-Commerce partners (Xerox, NAI, Autodesk), they can process payments in over 140 currencies and receive payment in over 25 currencies. With this technology ViewCentral gives its customers the ability to host content from multiple vendors, commercial developers, or their own custom content -regardless of format-something that content providers with their proprietary systems are unable to do.

Currently Looking for:

• Recruiting: Sales reps



**Company Description:** 

VAT is a wireless and voice applications platform focused on delivering wireless/voice infrastructure software to enterprises worldwide. Through its fault tolerant, scalable, carrier-class voice application platform, VAT voice-enables enterprise applications that allow access to data anytime, anywhere, with any device. The VAT platform will also enable telecom carriers to offer additional revenue generation opportunities through voice access applications, as well as capitalize on enterprises' shift toward greater efficiency and developing a "real time" business. Worldwide market size: \$150 Billion.

Amount Invested / Ownership: \$1.84M / 13.2%

Key Quarterly Events:

- Deepening Cisco strategic partnership by launching voice-driven application based on Cisco ASAP Architecture
- *Refined market strategy to include target enterprise customers*
- Launch of product offering at VOX2001 Trade Show

In 2Q01, the Company announced that it was deepening its relationship with Cisco by creating a wireless voice-driven application built on the new Cisco Any Service, Any Port (ASAP) architecture for the AS5000 Series of Universal Gateways. The ASAP is standard equipment for nearly all major service providers and large enterprises today. With this unique architecture, voice, data, fax and mobile wireless services can be deployed on a single service provider edge network for the first time, significantly improving profitability and reducing recurring expenses. Competitive systems use a ``voice-card in a PC" approach that limits scaling and decreases system reliability because the VoIP gateway and voice systems reside together. By using the Cisco Universal Gateway, Voice Access separates the VoIP gateway and the system servers, offering N+1 redundancy for all components, such as telephone circuits, VoIP channels and servers.

The Company has also refined its strategy to target the enterprise market as well. In the enterprise space, due to advances in speech technology and an increased demand for mobility in the workforce, voice-enabled applications are seen as a critical productivity-enhancing and customer service tool. There is a strong focus and push for enterprise today to increase employee productivity and reduce operational costs. The key to success with enterprise voice applications is adding mobility and voice to today's existing data applications. Voice-enabled applications assist in driving down costs by automating and simplifying work flow processes. For example, when voice is incorporated in a customer service center, studies show that there is a realization of 80% savings. According to the Yankee Group, enterprises are actively looking to wireless mobile connectivity as a means of improving employee productivity. Typical voice-enabled enterprise applications include voice dialing, voice email for customers, data delivery, field force automation, and inventory tracking.

Finally, the Company announced its official product launch at the leading voice industry trade conference, VOX2001. Voice Access' application allows users to access their contacts, calendar, e-mail and voice mail remotely by voice command as well as conduct voice dialing from their contacts directory. Targeted at wireless and wireline carriers as well as enterprises, Voice Access' full suite of applications enables users to access their personal data regardless of where they are, or what mobile device they decide to use.

Currently Looking for:

- Recruiting: VP Marketing, Sales Reps (post funding)
- Contacts Needed: Bus. Dev. contacts from wireless carriers

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Portfolio Company	Again Technologies	Ampent	Clairvoyant Software	Taviz	Toolwire	ViewCentral	Voice Access Technologies
Investors	Artemis Ventures, Sierra Ventures, Stanford U, Staenberg Venture Partners		Artemis Ventures, Novus Ventures, InterWest Partners, Asia Tech Management	Artemis Ventures, Novus, Aspen Ventures, Catalyst Ventures, Pinnacle Ventures, Rocket Ventures	Artemis Ventures, Barrington Partners, 3i, Horizon Ventures, Angel Investors	Artemis Ventures, Novus Ventures, Aspen Ventures, Venture Law Group	Artemis Ventures, Angels
		Series A	to Series B Valuation	Increase (Unless 0	Otherwise Stated)		
Increase	<b>4x from Series A to B;</b> Received Term Sheet for 1.4x for Series C	Series B since 2Q01	5x	3.5x	4x	Received Commitments for \$2M Series B Bridge; Expect to Raise Series B in 2Q02	Currently Raising Series B since 2Q01
Key Customers	Tektronix, PacifiCorp, ALARIS Medical Systems, Southern California Edison, Trimble Navigation Systems, Clorox, Fleet Financial, Skillsoft, Pivotal, Group 1 Software, Alexander Group, Mitsubishi, Forest City Trading Group, Pacificorp, Riggs Bank, Alaris, Wilsons Leather, Playboy Enterprises	Connection of NY, DRB Systems, CMI, TV Magic, Ommark, Fremont, Metric, Online Asset Exchange, PDC Solutions, Genecom, Gigabyte, Kaibab Artistic, Avalon Equipment Corp., Network Catalyst	Netzero, EOS, Airinc, Cache Flow, Exodus, 3Com, Network Associates, Verizon, UVA, Citicorp, Cable & Wireless, Sun Microsystems, Nortel	AT&T, General Electric, ITT/Sheraton, Motorola, New York Stock Exchange, Singapore Telecom, Sony, Toshiba, Transamerica, Volkswagen, On- Semiconductor, Sun MicroSystems, First America, Fareastone, Vodafone, Ford Motors, Xerox, Honeywell, Global Payments, C&M Corporation, CSC/San Diego, Brooks Automation, CompXChange, Southwest Gas,	Altera, Cisco, Cadence, Xylinx	3Com, iBeam, IBM, PG &E, Clarify, PeopleSoft, AboveNet, Vision Associates, Seagate, Echostar, Plansoft, Cosine, Webgain, Loudcloud, Alphabox, On- Semiconductor, Webmethods, Learning Byte, Informatica, 3Ware, Ortronics, Segesta, Broadbase, MetLife, Network Associates, BASE Consulting, Ventaso, Panurgy, Brio, Verity, EPRI, PCI, Callidus, Fisher Scientific	GTE - TSI, Cingular, Sigma, Verizon, Cisco
Key Alliances	Watson Wyatt, iQuantic, Pivotal, HRMS, ClickMarks, Alexander Group, Western Management, PricewaterhouseCo opers, Eagle Group	50 funding sources including GE Capital, Bank of the West, US Bancorp, Fisher- Anderson, Online Asset Exchange, Financial Pacific, Erwin Bank, United Capital, EquiLease	Cobalt Networks, Sun, Cache Flow, 3Com	IBM, Compaq, BEA, HP, Oracle, Microsoft, Sun, PeopleSoft, Nokia, Deloitte Touche, Arthur Andersen, Ernst & Young EDS, CSC, HP Bluestone, Nokia	Sun Micro, Lucent, Synopsys, Avnet, Webex, Questlink, ChipCenter, Triscend, Novas, Oracle, EDA Planet, CMPNet	ASP Registry, iBeam, Webex, Econstructors, Webb Group, Verisign, Siebel, DigitalThink, PortalWave, HorizonLine, NewCourse, WideLearning, Corollary Solutions,	Signalsoft, Omnisky, Vicinity, Nuance, Go Look, Metro Traffic, Lucent, AAA, Cisco, TSI
Profitability Target Quarter	4Q02	4Q02	4Q02	3Q02	4Q02	4Q02	4Q02

## AV FUND I PORTFOLIO COMPANY STATUS