



Accelerating innovation into profitable companies™

Flywheel Ventures: The Next Generation of Seed Investing

Overview

Flywheel Ventures is a seed and early-stage venture capital firm focused on technology-based ventures located in the Southwest/Rockies region of the U.S. Headquartered in Santa Fe, New Mexico, with a satellite office in Silicon Valley, Flywheel makes initial investments of \$100,000-\$1 million in innovations and entrepreneurs arising out of the region's robust research institutions and national laboratories.

Flywheel's investment strategy matches managerial talent with innovative technologies and market opportunities. The firm then supports its ventures with the hands-on operational assistance and mentoring of Flywheel's team of experienced investors and technology entrepreneurs. This assistance, coupled with the Flywheel team's access to Silicon Valley entrepreneurial, industry and funding resources, provides a meaningful competitive advantage in growing regional ventures into successful businesses with a global impact.

Target Technology Sector Criteria

- Software, Information Technology Services, and the Internet
- Mobile Computing and Communications
- Computer Networking and Data Services
- Semiconductors and related Software and Equipment
- Advanced Materials
- Clean Technologies

Target Business Model Criteria

- **Business "Resegmentations"**: Use of information technologies in the above sectors to redefine products, services, or other business value in existing markets (~75% of deals)
- **Disruptive Technologies**: Use of advanced scientific and technological discoveries to radically change the nature of one or more components of an industry (~25% of deals)
- **Capital Efficiency**: In either above category, business models must offer capital efficient path to profitability and/or shareholder liquidity

Flywheel Team

Trevor R. Loy, Managing Director

Founded Flywheel Ventures in 1999; Conexant; Gigabeat; Intel; Stanford Technology Ventures Program; Teradyne; Stanford

Scott L. Caruso, General Partner

HotSpare; Angel Investor; Compute Intensive (NTT Verio; \$140M); Sun Microsystems; NMSU

Kim Sanchez Rael, General Partner

Qynergy Corp; Intel; Senator Bingaman's office; NM State Board of Finance; Stanford; Harvard

Chris Traylor, Sr. Associate

Pumping Solutions Inc.; Finance, Mgt. of Technology MBA, UNM; KSU

Tom Byers, Ph.D., Chairman, Strategic Advisory Board

Professor, Stanford University; Co-Founder of Slate and Symantec; Novell; Accenture; Board member, Reactivity, Alphablox, Harvard Business School, Visio (MSFT)

Strategic Advisory Board

12 world-class senior executives in private equity investing, executive management, venture law, finance and technology commercialization. See website for complete list (www.flywheelventures.com)