



Predictions from Venture-Backed CEOs

“The imaging industry will accelerate its transformational shift from selling products to providing professional services in 2012.”

- Ed Crowley, CEO, Photizo Group, Inc.

“The Big Five Tech Mafias Google, Apple, Facebook, Amazon and Microsoft will kill innovations happening at start ups by killing them.”

- Shankar Narayanan, CEO, SPIME, INC.

“Growing rapidly, voice is now required in many industrial applications for worker safety, productivity and business flow accuracy.”

- Bob Bova, CEO, President, Vanguard Voice Systems

“We'll see a reduction in the number of companies raising at early stages, while strong ones will capitalize on performance.”

- Aaron Harris, CEO, Tutorspree

“Text-to-speech will finally go into general use after 40 years of investment.”

- John Reichenbach, President, Lessac Technologies

“Rejuvenation of underground power cables will increase about 20%.”

- Glen Bertini, President & CEO, Novinium, inc.

“Continued difficult progress raising capital for the medical device industry - slow and modest improvement in regulatory predictability.”

- Bob Paulson, CEO, NxThera, Inc.

“As the scepter of increased government intrusion in business lifts, there will be a scramble to capitalize on the upturn in the economy.”

- John McDonald, CEO, CloudOne

“Continued grinding and scrapping.”

- Michael Berman, CEO, Berman Medical

“2012 is going to be a revolutionary year, as we'll finally see the web meet the TV the right way.”

- Reece Pacheco, CEO, shelby.tv

“There will be a steady, gradual improvement in building materials sector with continued emphasis on innovative, sustainable materials.”

- Art Dodge, CEO, ecore international

“There will be more Internet companies funded.”

- Bob Geras, President/Founder, LaSalle Investments, Incorporated

“Cooling in SV venture deals/valuations; thought gradual improvement in the national economy.”

- Todd Wilkinson, CEO, WordWatch Inc

“After "nuclear winter" for VC investing, there is a coming thaw. Dow Jones will break 13k. More acquisitions on horizon. More VC \$ invested.”

- Craig Collins, President & CEO, Perminova, Inc.

“HD Radio Technology goes fully mainstream.”

- Bob Struble, CEO, iBiquity Digital Corporation

“New Battery Technology from several venture backed companies will be coming to market.”

- Brian Wong, CEO, Enevate

“Customers will be forced to do much, much more with modest budget increases; efficient solutions reign!”

- Michael Kolowich, CEO, KnowledgeVision Systems

“Lots of pressure due to lack of financing“

- M.T., CEO, NSi

“Just as infrastructure is migrating rapidly to the Cloud, in 2012 work will begin to migrate to the Crowd.”

- Rich Arnold, CFO and VP Strategy & Corporate Development, CrowdFlower Inc.

“R&D in the media industry has been eviscerated. We fill the innovation gap.”

- Tereza Nemessanyi, CEO/Co-Founder, Honestly Now

“The healthcare IT industry will continue to grow in 2012 and I expect M&A activity to increase.”

- Terrell Edwards, President & CEO, PerfectServe, Inc.

“Our industry will lead growth in server technology, driven by the immediate need to increase US manufacturing and increase competitiveness.”

- Gary Tyreman, CEO, Univa Corporation

“Commercialization of Nanotechnology applications will continue to accelerate.”

- Craig Bandes, President & CEO, Pixelligent Technologies, LLC

“Social startup activity will shrink as social stops being a startup and starts being a feature which permeates even enterprise levels.”

- Justin Kaufenberg, CEO, TST Media

“Moms will continue to rise in importance for ecommerce.”

- Jody Sherman, CEO, ecomom.com

“Cost of ownership will be a stronger driver than pure innovation”

- A Kevorkian, CEO, Teem Photonics

“Strong M&A activity, with leaders emerging”

- Leonora Valvo, CEO, etouches, Inc

“Our industry, international business services, will see explosive growth and greater market awareness in 2012.”

- Larry Haring, Founder & President, High Street Partners

More Predictions Regarding

Company Operations

“Market growth, player consolidation”

“Come off a low. Slow progress. Continued turmoil in VC industry holding things back.”

“Slow growth after weeding out the weaklings.”

“Exploding, going mainstream.”

“Remain very difficult for fundraising and sales.”

“Consolidation”

“Increased sales and joint venture”

“Less equity capital available, fewer reverse mergers and dissolution of more companies.”

“Flight to quality, decline in "me too" companies”

“Very rapid period of changed and growth”

“Great year”

“Build value today, cash out tomorrow”

“Broad decline, certain areas of strength, only companies with revenue raising money successfully”

“Growth”

“We'll see more competition and greater awareness of the problem space.”

“Funding drops but good exits pick up.”

“More strategic M&A”

“Consolidation wave ahead - surf's up.”

“Continue to be difficult”

“Very optimistic about our future - will see great improvements in 2012.”

“Market consolidation is almost a given, the question is who will trigger it?”

“Tough financing market, better regulatory environment, increased activity overseas.”

“VC has to reform or die as a form of investment.”

“Consolidation. Consolidation. Consolidation”

“Lots of attention and sex appeal... but very few 9 figure exits (again)”

“More exits will = greater liquidity = overall increase in # deals. Although, at an average lower deal value. Net = increase in \$ invested.”

Industry Forecasts

“Exciting due to health care reform kicking in”

“Healthcare information technology, cloud computing and healthcare data analytics will boom in 2012.”

“Medical device venture industry will further contract in the US.”

“Solar industry will remain in turmoil due to overstimulation by China. Industry shakeout will continue.”

“Semiconductor downturn”

“Biotech will continue to have very tough times, with public biotech companies having the roughest time.”

“FDA inaccurate risk assessment and predictability, specialized taxation, and external financial climate are headwinds for U.S. medical devices.”

“Mobile operators will make a comeback vis-a-vis the OTT players with advertising and other services.”

“Interest in enterprise social computing will continue to increase.”

“Two of the top Analog Semiconductor Companies will merge.”

“Big players jump into the veterinary home delivery game.”

“More Big Pharma merging, fewer new startups, fewer VCs in sector, more strategic investing”

“Higher Education will see the revenge of the non-profits.”

“Life sciences venture capital is "venture" and more downstream "capital"; risk profiles more and more averse. Corp venture \$ is here stay.”

“In healthcare, ideas that lead cost savings will get funded.”

“Telemedicine will make profound changes in health care--lowering costs and improving quality.”

“The industry will continue to consolidate, with several players exiting. CPG manufacturers will gradually shift to digital media.”

“TV ad budgets begin the inevitable move to online video budgets.”

“Online and mobile shopping will be primary drivers for retail sales growth.”

“It will continue to suffer from FDA's overly safety-driven attitude and poor transparency.”

“Total spending in healthcare IT will remain the same or increase in 2012”

“Accelerating adoption of cloud-based IT services”

“Mobile computing is here to stay. The PC era will be in decline.”

“The telecom industry will continue to consolidate and infrastructure spending will start to increase slowly with LTE replacement networks.”

“Global water pressures will accelerate our business greatly.”

“Medical ventures will continue to face a difficult fundraising and exit environment.”

“SaaS will continue to be a high growth market and the APM space will continue to be high growth (multi-billion dollar industry).”

“The wireless communications industry will continue to grow exponentially.”

“Social Media will continue to grow at the expense of traditional digital and legacy media companies.”

“Cloud goes mainstream and identity management becomes critical to its success.”

“Health IT will improve.”

“More consolidations and acquisitions in the technology sector.”

The Economy and Politics

“If Obama loses, entrepreneurs win. Here's hopin'.”

“About the same as 2011”

“Recovery/revenue will continue to increase in 2012.”

“For most it will get harder.”

“The curve is trending upward, but not very steep.”

“Europe stabilizes - global economy starts to recover.”

“Steady as she goes.”

“Recovery and stability”

“Slight growth in US, big growth in Asia, slow in Europe”

“Despite everyone's current doom and gloom, 2012 is going to be a strong year that surprises folks.”

“Gaining momentum but slowly”

“Washington will rediscover the importance of VC backed companies.”

“Less Fear, More Dear, Fortune Near, Good to Hear”