

## VC Model Documents

### Law Firms:

#### **Alston & Bird, LLP**

One Atlantic Center  
1201 West Peachtree Street  
Atlanta, GA 30309-3424

W. Thomas Carter III

Tel: 404-881-7992

Fax: 404-881-7777

Email: [tcarter@alston.com](mailto:tcarter@alston.com)

#### **Choate, Hall & Stewart**

Exchange Place  
53 State Street  
Boston, MA 02109

Harry A. Hanson, III (*Gatekeeper for Voting Agreement*)

Tel: 617-248-4086

Fax: 617-248-4000

Email: [hhanson@choate.com](mailto:hhanson@choate.com)

#### **Faber Daeufer & Rosenberg PC**

1050 Winter Street, Suite 1000  
Waltham, MA 02451

Adam J. Rosenberg

Tel: 781-795-4705

Fax: 781-795-4747

Email: [adam.rosenberg@fdrpc.com](mailto:adam.rosenberg@fdrpc.com)

#### **Bingham McCutcheon**

150 Federal Street  
Boston, MA 02110

Mike Conza

Tel: 617-951-8459

Fax: 617-951-8736

Email: [mike.conza@bingham.com](mailto:mike.conza@bingham.com)

#### **Cooley Godward LLP**

Five Palo Alto Square  
3000 El Camino Real  
Palo Alto, CA 94306-2155

Bob Brigham

Tel: 650-843-5053

Fax: 650-849-7400

Email: [rbrigham@cooley.com](mailto:rbrigham@cooley.com)

One Freedom Square -- Reston Town Center  
11951 Freedom Drive  
Reston, VA 20190

Mark D. Spoto

Tel: 703-456-8029

Fax: 703-456-8100

Email: [mspoto@cooley.com](mailto:mspoto@cooley.com)

#### **Fenwick & West**

801 California Street  
Mountain View, CA 94041

Dan Dorosin

Tel: 650-335-7174

Fax: 650-938-5200

Email: [ddorosin@fenwick.com](mailto:ddorosin@fenwick.com)

Gail Suniga

Tel: 650-335-7290

Fax: 650-938-5200

Email: [gsuniga@fenwick.com](mailto:gsuniga@fenwick.com)

## VC Model Documents

### **Foley Hoag & Eliot**

155 Seaport Boulevard  
Boston, MA 02210

Dave Broadwin

Tel: 617-832-1259

Fax: 617-832-7000

Email: [dbroadwin@fhe.com](mailto:dbroadwin@fhe.com)

Andrew Cordner

Tel: 617-832-1104

Fax: 617-832-7000

Email: [acordner@foleyhoag.com](mailto:acordner@foleyhoag.com)

Michael Webber

Tel: 617-832-1297

Fax: 617-832-7000

Email: [mwebber@foleyhoag.com](mailto:mwebber@foleyhoag.com)

### **Gunderson Dettmer**

610 Lincoln Street  
Waltham, MA 02451

Jay Hachigian

Tel: 781-795-3550

Fax: 781-622-1622

Email: [hach@gunder.com](mailto:hach@gunder.com)

155 Constitution Drive  
Menlo Park, CA 94025

David Kling

Tel: 650-463-5273

Fax: 650-321-2800

Email: [dkling@gunder.com](mailto:dkling@gunder.com)

220 West 42<sup>nd</sup> Street, 20<sup>th</sup> Floor  
New York, New York 10036

Ward Breeze

Tel: 212-730-8133

Fax: 877-881-3007

Email: [wbreeze@gunder.com](mailto:wbreeze@gunder.com)

### **Hinckley, Allen & Snyder LLP**

28 State Street  
Boston, MA 02109

Dimitry S. Herman

Tel: 617-345-9000, ext. 4508

Fax: 617-443-2735

Email: [dherman@haslaw.com](mailto:dherman@haslaw.com)

### **Goodwin Procter LLP**

Exchange Place  
53 State Street  
Boston, MA 02109

Michael J. Kendall (*Gatekeeper for Stock Purchase Agreement*)

Tel: 617-570-1765

Fax: 617-570-8150

Email: [mkendall@goodwinprocter.com](mailto:mkendall@goodwinprocter.com)

Jon Herzog

Tel: 617-570-1109

Fax: 617-523-1231

Email: [jherzog@goodwinprocter.com](mailto:jherzog@goodwinprocter.com)

### **Heller Ehrman Venture Law Group**

2775 Sand Hill Road  
Menlo Park, CA 94025

Linda Demelis

Tel: 650-233-8508

Fax: 650-233-8386

Email: [ldemelis@hewm.com](mailto:ldemelis@hewm.com)

Amy Paye

Tel: 650-233-8467

Fax: 650-233-8386

Email: [apaye@hewm.com](mailto:apaye@hewm.com)

### **Latham & Watkins**

555 Eleventh Street, N.W., Suite 1000  
Washington, DC 20004-1304

Jim Rogers

Tel: 202-637-2215

Fax: 202-637-2201

Email: [jim.rogers@lw.com](mailto:jim.rogers@lw.com)

## VC Model Documents

### **Lowenstein Sandler PC**

65 Livingston Avenue  
Roseland, NJ 07068

Edward M. Zimmerman (*Gatekeeper for Investor Rights*)

Tel: 973-597-2568

Fax: 973-597-2569

Email: [ezimmerman@lowenstein.com](mailto:ezimmerman@lowenstein.com)

Elaine M. Hughes (*Gatekeeper for Investor Rights*)

Tel: 973-422-6502

Fax: 973-422-6503

Email: [ehughes@lowenstein.com](mailto:ehughes@lowenstein.com)

### **Morris, Nichols, Arsht and Tunnell**

1201 North Market Street  
Wilmington, DE 19801  
P.O. Box 1347  
Wilmington, DE 19899

Rick (Frederick H.) Alexander

Tel: 302-575-7228

Fax: 302-425-4666

Email: [faalexander@mnat.com](mailto:faalexander@mnat.com)

### **Nixon Peabody**

101 Federal Street  
Boston, MA 02110

Bill Kelly

Tel: 617-345-1195

Fax: 866-743-4899

Email: [wkelly@nixonpeabody.com](mailto:wkelly@nixonpeabody.com)

### **Richards Layton & Finger**

One Rodney Square  
P.O. Box 551  
Wilmington, DE 19899

C. Stephen Bigler

Tel: 302-651-7724

Fax: 302-498-7724

Email: [bigler@rlf.com](mailto:bigler@rlf.com)

### **McDermott Will & Emery**

28 State Street  
Boston, MA 02109

John Hession

Tel: 617-535-4460

Fax: 617-535-3800

Email: [jhession@mwe.com](mailto:jhession@mwe.com)

### **Morrison & Foerster LLP**

755 Page Mill Road  
Palo Alto, CA 94304

Timothy J. Harris

Tel: 650-813-5784

Fax: 650-494-0792

Email: [tharris@mofo.com](mailto:tharris@mofo.com)

### **Nutter, McClennen & Fish, LLP**

155 Seaport Boulevard  
Boston, MA 02110-2604

Richard N. Kimball (*Gatekeeper for ROFR and Co-Sale*)

Tel: 617-439-2056

Fax: 617-310-9056

Email: [rkimball@nutter.com](mailto:rkimball@nutter.com)

### **Ropes & Gray**

One International Place  
Boston, MA 02110-2624

Greg Moore

Tel: 617-951-7370

Fax: 617-951-7050

Email: [gmoore@ropesgray.com](mailto:gmoore@ropesgray.com)

One Embarcadero Center, Suite 2200  
San Francisco, CA 94111-3627

Brian C. Erb

Tel: 415-315-6344

Fax: 415-315-6350

Email: [brian.erb@ropesgray.com](mailto:brian.erb@ropesgray.com)

## VC Model Documents

### **Stoel Rives LLP**

3600 One Union Square  
600 University Street  
Seattle, WA 98101

Christopher J. ("CJ") Voss  
Tel: 206-386-7505  
Fax: 206-386-7500  
Email: [cjvoss@stoel.com](mailto:cjvoss@stoel.com)

### **Wilmer Cutler Pickering Hale & Dorr**

60 State Street  
Boston, MA 02109

Patrick Rondeau (*Gatekeeper for Charter*)  
Tel: 617-526-6670  
Fax: 617-526-5000  
Email: [Patrick.Rondeau@wilmerhale.com](mailto:Patrick.Rondeau@wilmerhale.com)

1100 Winter Street  
Waltham, MA 02541

Robert Chow  
Tel: 781-966-2021  
Fax: 781-966-2100  
Email: [robert.chow@wilmerhale.com](mailto:robert.chow@wilmerhale.com)

1117 California Avenue  
Palo Alto, CA 94304

Curtis L. Mo  
Tel: 650-858-6010  
Fax: 650-858-6100  
Email: [curtis.mo@wilmerhale.com](mailto:curtis.mo@wilmerhale.com)

Peter Buckland  
Tel: 650-858-6036  
Fax: 650-858-6100  
Email: [peter.buckland@wilmerhale.com](mailto:peter.buckland@wilmerhale.com)

### **Wilson Sonsini Goodrich & Rosati**

650 Page Mill Road  
Palo Alto, CA 94304-1050

Matt Sonsini (*Liaison to ABA*)  
Tel: 650-565-3688  
Fax: 650-493-6811  
Email: [msonsini@wsgr.com](mailto:msonsini@wsgr.com)

## VC Model Documents

### Venture Capital Firms:

#### **Atlas Venture**

890 Winter Street  
Waltham, MA 02451

Mela Lew

Tel: 781-622-1700

Fax: 781-622-1701

Email: [mlew@atlasventure.com](mailto:mlew@atlasventure.com)

Frank Castellucci

Tel: 781-622-1700

Fax: 781-622-1701

Email: [fcastellucci@atlasventure.com](mailto:fcastellucci@atlasventure.com)

#### **Charles River Ventures, LLC**

1000 Winter Street, Suite 3300  
Waltham, MA 02451

Sarah Reed

Tel: 781-768-6064

Fax: 781-768-6264

Email: [sarah@crv.com](mailto:sarah@crv.com)

#### **Flagship Ventures**

150 Cambridge Park Drive, 10<sup>th</sup> Floor  
Cambridge, MA 02140  
Main: 617-868-1888  
Fax: 617-868-1115

Ed Freedman

Tel: 617-218-1693

Email: [efreedman@flagshipventures.com](mailto:efreedman@flagshipventures.com)

#### **Grand Banks Capital**

10 Langley Road, Suite 403  
Newton Center, MA 02459-1972

Gregory A. Jones

Chief Administrative Officer

Tel: 617-928-9300

Fax: 617-928-9305

Email: [gjones@grandbankscapital.com](mailto:gjones@grandbankscapital.com)

#### **Highland Capital Partners**

92 Hayden Avenue  
Lexington, MA 02052

Kathy Barry

Tel: 781-861-5521

Fax: 781-861-5499

Email: [kbarry@hcp.com](mailto:kbarry@hcp.com)

#### **Bessemer Venture Partners**

1865 Palmer Avenue, Suite 104  
Larchmont, NY 10538

Scott Ring

Tel: 914-833-5300

Fax: 914-833-5499

Email: [scott@bvp.com](mailto:scott@bvp.com)

#### **Comventures**

305 Lytton Avenue  
Palo Alto, CA 94301

Rodi Guidero

Tel: 650-325-9600

Fax:

Email: [rguidero@comventures.com](mailto:rguidero@comventures.com)

#### **Frazier Healthcare & Technology Ventures**

601 Union Street, Suite 3200  
Seattle, WA 98101

Tom Hodge

Tel: 206-621-7200

Fax: 206-621-1848

Email: [thomh@frazierco.com](mailto:thomh@frazierco.com)

#### **Harris & Harris Group**

111 West 57<sup>th</sup> Street, Suite 1100  
New York, NY 10019

Sandra Forman

Tel: 212-582-0900

Fax: 212-582-9563

Email: [Sandra@tinytechvc.com](mailto:Sandra@tinytechvc.com)

#### **Mayfield**

2800 Sand Hill Road  
Menlo Park, CA 94025

Paul Kohli

Tel: 650-854-5560

Fax: 650-854-7512

Email: [pkohli@mayfield.com](mailto:pkohli@mayfield.com)

## VC Model Documents

### **Mobius Venture Capital**

2 Palo Alto Square, Suite 500  
3000 El Camino Real  
Palo Alto, CA 94306

Jason A. Mendelson  
Tel: 650-319-2797  
Fax: 650-319-2730  
Email: [Jason@mobiustvc.com](mailto:Jason@mobiustvc.com)

### **New Venture Partners LLC**

98 Floral Avenue  
Murray Hill, NJ 07974

Dror Futter  
Tel: 908-464-0900, ext 14  
Fax: 908-464-8129  
Email: [dfutter@nvpllc.com](mailto:dfutter@nvpllc.com)

### **Prism Venture Partners**

100 Lowder Brook Drive, Suite 2500  
Westwood, MA 02090

Dina M. Ciarimboli  
Tel: 781-302-4000, ext. 244  
Fax: 781-302-4040  
Email: [dciarimboli@prismventure.com](mailto:dciarimboli@prismventure.com)

### **Sevin Rosen**

Two Galleria Tower  
13455 Noel Road, Suite 1670, LB-5  
Dallas, TX 75240

Dianne Saslaw  
Tel: 972-702-1100, ext. 147  
Fax: 972-702-1103  
Email: [dsaslaw@srfunds.com](mailto:dsaslaw@srfunds.com)

### **Village Ventures, Inc.**

430 Main Street, Suite 1  
Williamstown, MA 01267

Bob Kraus  
Tel: 413-458-1113  
Fax: 413-458-0338  
Email: [bob@villageventures.com](mailto:bob@villageventures.com)

### **New Enterprise Associates**

1119 St. Paul Street  
Baltimore, MD 21202

Louis Citron  
Tel: 410-244-0115  
Fax: 410-752-7721  
Email: [lcitron@nea.com](mailto:lcitron@nea.com)

### **Pequot Capital**

153 E. 53<sup>rd</sup> Street, 35<sup>th</sup> Floor  
New York, NY 10022

Aryeh Davis  
Tel: 212-651-3420  
Fax: 212-651-3481  
Email: [aryeh@pequotcap.com](mailto:aryeh@pequotcap.com)

George Childs  
Tel:  
Fax:  
Email: [gchilds@pequotcap.com](mailto:gchilds@pequotcap.com)

### **Rho Capital Partners, Inc.**

152 West 57<sup>th</sup> Street, 23<sup>rd</sup> Floor  
New York, NY 10019

Jeffrey I. Martin  
Tel: 212-784-8872  
Fax: 212-751-3613  
Email: [jmartin@rho.com](mailto:jmartin@rho.com)

### **Trident Capital**

505 Hamilton Avenue, Suite 200  
Palo Alto, CA 94301

Howard S. Zeprun  
Tel: 650-289-4417  
Fax: 650-289-4444  
Email: [hzeprun@tridentcap.com](mailto:hzeprun@tridentcap.com)

### **Worldview Technology Partners**

435 Tasso Street, Suite 120  
Palo Alto, CA 94301

Peter Yi  
Tel: 650-470-7206  
Fax: 650-322-3880  
Email: [pyi@worldview.com](mailto:pyi@worldview.com)

## VC Model Documents

### UK Venture Capital Firms:

#### **3i Investments PLC**

Trinity Park  
Bickenhill  
Birmingham B37 7ES

John Decesare

Tel: 0121 609 3951

Fax: 0121 609 3643

Email: [john.decesare@3i.com](mailto:john.decesare@3i.com)

#### **Atlas Venture**

55 Grosvenor Street  
Mayfair London W1K 3BW

Sarah A. Banks

Tel: +44 (0) 20 7529 4444

Fax: +44 (0) 20 7529 4455

Email: [sbanks@atlasventure.com](mailto:sbanks@atlasventure.com)

#### **Omega Fund Management**

P.O. Box 431  
13-15 Victoria Road  
St. Peter Port  
Guernsey, Channel Islands  
GY1 3ZD  
United Kingdom

Claire Wilkinson

Tel:

Fax:

Email: [mrcsgreen@yahoo.com](mailto:mrcsgreen@yahoo.com)

Frederick "Bud" Heerde

Tel: 44 (791) 171 9098

Fax: 44 (1481) 723 114

Email: [fheerde@omegaadvisorsltd.com](mailto:fheerde@omegaadvisorsltd.com)

#### **Intel Capital**

c/o Intel Corporation (UK) Ltd.  
ISW-74  
Pipers Way  
Swindon SN3 1RJ  
United Kingdom

John G. Heard (*Liaison for the British Venture Capital Association (BVCA), Technology Committee*)

Tel: +44 (0) 1793 404858

Fax: +44 (0) 1793 422195

Email: [john.heard@intel.com](mailto:john.heard@intel.com)

Cell: +44 (0) 7884 117166

## VC Model Documents

### Advisory Board:

Josh Lerner  
Jacob H. Schiff Professor of Investment Banking  
South Hall  
Harvard Business School  
Boston, MA 02163

Tel: 617 495-6065  
Fax: 617 496-7357  
Email: [jlerner@hbs.edu](mailto:jlerner@hbs.edu)

Robert P. Bartlett, III  
Fordham Law School  
140 W. 62<sup>nd</sup> Street  
New York, NY 10023

Tel: 212-636-6774  
Fax:  
Email: [rbartlett@law.fordham.edu](mailto:rbartlett@law.fordham.edu)

David Scharfstein  
Harvard Business School  
Morgan 493  
Soldiers Field  
Boston, MA 02163

Tel: 67-496-5067  
Fax:  
Email: [dscharfstein@hbs.edu](mailto:dscharfstein@hbs.edu)

### Accounting Issues Advisory Board:

Deloitte & Touche LLP  
200 Berkeley Street  
Boston, MA 02116

John Manning  
Tel: 617-437-2110  
Fax: 617-437-4110  
Email: [jomanning@deloitte.com](mailto:jomanning@deloitte.com)