

WHAT A WONDERFUL YEAR

We are **grateful** to have worked with so many **talented** entrepreneurs over the past year.

OUR NEW YEAR'S RESOLUTION?

To help our entrepreneurs make 2015 *just as great*. Here's a look at 2014 by the numbers as we move forward into the New Year.

2014

BY THE NUMBERS

\$250+M TOTAL CAPITAL RAISED BY PORTFOLIO

46 COMPANIES

5300+ EMPLOYEES

50% REVENUE GROWTH ACROSS PORTFOLIO

5 NEW INVESTMENTS

26 FOLLOW-ON INVESTMENTS

Including:

bettercloud



DataXu
Data. Insight. Action.

DIGITAL LUMENS

infracommerce

mattermark

NASUNI

PLASTIQ

sample6

simpletution.

tracx
social intelligence

7 EXITS

7 companies exited totaling more than **\$1 billion** in total value

ClickSquared (ACQUIRED BY XL MARKETING)

Firebase (ACQUIRED BY GOOGLE)

PatientKeeper (ACQUIRED BY HCA)

Placemark (ACQUIRED BY ENVESTNET)

Stackdriver (ACQUIRED BY GOOGLE)

T2 Biosystems (IPO: T2OO)

TARIS (LIRIS PLATFORM ACQUIRED BY ALLERGAN)

RECOGNITION

DataXu
Data. Insight. Action.

"ONE OF HOTTEST
pre-IPO ad tech startups"
BUSINESS INSIDER

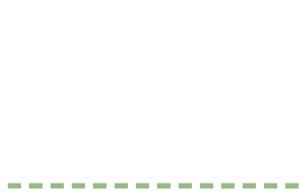
mongoDB

"MONGODB STANDS OUT IN
GARTNER MAGIC QUADRANT"
2014 MAGIC QUADRANT

DIGITAL LUMENS

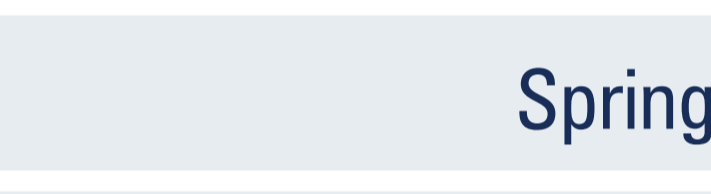
"BEST IN SHOW"
FIERCE INNOVATION AWARDS

bettercloud



"10 COOLEST
NY Enterprise Startups"
BUSINESS INSIDER

"20 COOLEST
Cloud Software Vendors of 2014"
CRN



ENTREPRENEUR EVENTS

SpringPong

The BOScars

Battle of the Paddles

TEAM

+5 NEW TEAM MEMBERS

Victoria Song
PRINCIPAL IN NYC

Joe Chernov
ADVISOR IN BOSTON

Greg Gomer
ADVISOR IN BOSTON

Paul Esdale
ADVISOR IN BOSTON

Brian Kalma
ADVISOR IN BOSTON

2 PROMOTIONS

Matt Witheiler
TO GENERAL PARTNER

Matt Guiney
TO VICE PRESIDENT OF FINANCE



TEAM RECOGNITION

Jeff Bussgang

NAMED ONE OF 50 MOST POWERFUL THOUGHT LEADERS IN BOSTON AND 15 PEOPLE SHAPING BOSTON'S TECH SCENE

Chip Hazard

NAMED 50 ON FIRE FINALIST

All 4 Flybridge General Partners

NAMED TO NEW YORK TECHWEEK TOP 100 LIST

COVERAGE

A FEW OF OUR FAVORITE THINGS

Top Blog Posts and Content From the Firm

If I were a Founder

Full-Stack Analytics: The Next Wave of Opportunity in Big Data

Learning From the Crowd: The Hardware Ecosystem

Hacking Education – Fracking Education

Programmatic Thinking

Getting Introductions to Investors

Hitchhiker's Guide to Boston's Start-up Scene

NY is the Next Venture Capitol

20 years on

SCHOLARSHIPS

130+

Stay in MA
SCHOLARSHIPS



Awarded to students from **24** colleges and universities with support of Gunderson Dettmer



PORTFOLIO FUN!

Digital Lumens
Hockey Durability Test

Cartera Commerce
Ice Bucket Challenge

Tracx World Cup 2014
Social Excitement

2015

HAPPY NEW YEAR!

Wishing you a healthy and prosperous year ahead

CONNECT WITH US!

