



**Presentation to  
JUNBA 2009 Symposium & Technology Fair  
by Saeed Amidi, CEO**



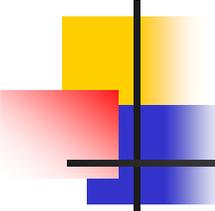
**440 N. Wolfe Road  
Sunnyvale, CA**



**370 Convention Way  
Redwood City, CA**



**530 University Avenue  
Palo Alto, CA**



## Our Campuses

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- **Sunnyvale: 150,000 sq ft, 160+ tenants**
- **Redwood City: 21,000 sq ft, 22 tenants**
- **Downtown Palo Alto: 6,000+ sq ft, 16 tenants**



# Our Community



**Located in the heart of Silicon Valley,  
PnP is a community of 200+ technology  
startup companies in Web 2.0, software  
(SaaS), systems, semiconductor and  
telecomm verticals.**



# Our Services

## ■ Corporate Development



Sony Ericsson



## ■ Funding



-Monthly deal review session with 20+ tier-one VCs

-**PAPA** – Over 50 qualified angel investors meeting collectively at Plug and Play for bi-monthly deal flow

## ■ Talent Acquisition

**Flaii** – Identified and introduced two developers within 30 days of company's move to Silicon Valley

# Our Services

## ■ Events

PlugandPlayEXPO

Presented by PlugandPlayTechCenter

web play



## ■ Tier 1 Service Providers & Associations



SVB Financial Group



## ■ IT Infrastructure and Support

-Tier 1 Data Center in Sunnyvale offering Co-lo and managed services



# Our VC Relationships

## ■ Deal Flow Sessions

- Monthly visits – Sequoia, DFJ, Accel, Norwest, Battery, Foundation & others
- Looking for two joint investments per year
- \$500 million + raised in 3 Years from VCs



SEQUOIA CAPITAL

**NVP**  
NORWEST  
VENTURE  
PARTNERS.

**FOUNDATION**  
CAPITAL

**ACCEL**

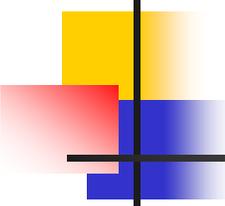
**MENLO VENTURES**

**CANAAN PARTNERS**

**SIERRA**  
VENTURES

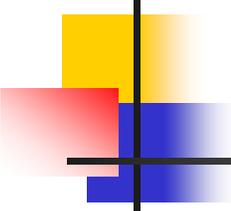
**BV**  
Battery Ventures

**M**  
MORGENTHAUER  
VENTURES



# Joint Deals

Company	Seed Investor	VC Investor(s)
Dropbox	Amidzad	Sequoia Capital
Song Bird	Amidzad	Sequoia Capital
TokBox	Amidzad	Sequoia Capital
Eatlime	Amidzad	DFJ, Rajeev Motwani (Stanford University)
InfoAxe	Amidzad	DFJ
ViVu	Amidzad	DFJ
Lending Club	Amidzad	Norwest Ventures, Canaan Partners
Aprius	Amidzad	NEA, Lightspeed, Menlo Ventures
Melodis	Amidzad	Global Catalyst, Translink Capital
Sendori	Amidzad	Baseline, First Round Capital



# Our VC Offerings

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- VC Pavilions for portfolio companies and incubation of early stage companies of interest
- EIR Programs
- Economical and short term real estate solutions for portfolio companies
- University Sponsorship Program

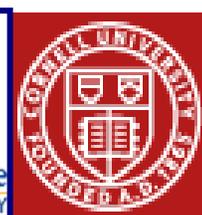
# International Relationships

- **Objective:** 40% International Startups at Plug and Play by 2010
- International Pavilions
  - Barcelona Chamber of Commerce
  - Government of Canada
  - Enterprise Estonia
  - Technopreneurs Association Malaysia
  - National University of Singapore
- Working with Incubators, Universities and Government Agencies
- Technology Tours, Investor Forums
- Currently over 25 international startups at Plug and Play



# University Relationships

- **Objective:** Fund Two Startups Annually out of Each University
- Encourage entrepreneurship @ University Level - Startup Camp
- Business Plan Competitions
- Annual Tech Trek – Stanford, Harvard, MIT, Cornell – 100+ Students
- Annual Investment Forums
- Local Alumni Events



# University Relationship Results



# For more information:



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