

# Enterprise Partners Fact Sheet

## **History:**

Enterprise Partners Venture Capital was founded in Southern California in 1985 with focused investments on early stage technology and life sciences companies.

## **Managing Directors:**

Managing Directors Bob Conn, Carl Eibl, Drew Senyei, and Bill Stensrud form the core investing partnership along with Jim Berglund, a co-founder of the firm.

## **Limited Partners:**

Enterprise funds are raised from the country's most experienced institutional investors, typically university endowments, pension funds, fund of funds and insurance companies.

## **Current Fund:**

Enterprise is currently investing in companies in our 5th and 6th funds, EPV and EPVI, of \$315M and \$350M respectively.

## **Investment Approach:**

Historically the firm has invested at the seed or early stage in a company's development. Recently the firm has invested in companies at other stages of maturity including the acquisition and redirection of late stage companies. Enterprise most often serves as the lead investor in a deal. We like to work in close partnership with company management and take our board roles seriously. Occasionally the partnership will invest as little as \$300K in a seed stage venture but our initial investment more often ranges from \$300K to 10M, with additional funds reserved for follow-on financings.

## **Where Enterprise Does-and Doesn't-Invest:**

Enterprise avoids investing in areas where we have little or no personal experience or industry contacts. For example, we have not invested in real estate development or retail businesses. In addition we prefer to invest in businesses based in California.

Enterprise evaluates thousands of business plans a year and invests in only about 20 of them. The companies are a diverse lot. Recently we have invested in a digital media company, an innovative fuel cell technology, a therapy for congestive heart failure and several wireless content and applications companies. What all these businesses have in common is a truly breakthrough approach to serving a large emerging market, along with a defensible business plan and a great management team.