

VC CONNECT



Thursday 6th December, 2007 | Australian Maritime Museum

Please note the Program is subject to change.

02.00pm The VC Landscape

Where do VCs get their money? How do they manage their funds? What is Venture Capital? Fiona will provide us with an overview of the VC environment both in Australia and overseas.

SPEAKER: **Fiona Pak-Poy**, General Partner, Innovation Capital

02.15pm What Does the VC Want/Look For?

Workshop to help attendees understand how the VC evaluates opportunities. Get inside the mind of the VC!

SPEAKERS: **Malcolm Thornton**, Investment Director, Starfish Ventures; **Mike Zimmerman**, Principal, Technology Venture Partners; **Bill Bartee**, Managing Partner, Southern Cross Venture Partners

02.45pm Closing the Deal

What is the process? This session will outline the required documentation, outline due diligence, discuss managing co-investors and give you advice on how to approach negotiations with a VC and negotiate the terms. What do things like preference shares, drag alongs, veto rights and board control REALLY mean?

SPEAKERS: **Ross Halgren**, CTO and Co-Founder, AsiaPac Sales, RBN; **Elaine Saunders**, CEO, Dynamic Hearing; **Roger Buckeridge**, General Partner, Allen & Buckeridge; **Vicki Potts**, Chief Financial Officer, Viator

MODERATOR: **Nicholas McDonagh**, Founding General Partner, Accede Capital Venture Partners

03.30pm Afternoon Tea

04.00pm Funding Strategy

Valuations, Exit Strategies, Funding Rounds. Our experienced speakers will share insights as to how you agree on valuation, how you work out how much you need and when you need it and the big one - how to exit!

SPEAKERS: **Roger Buckeridge**, General Partner, Allen & Buckeridge; **Bill Bartee**, Managing Partner, Southern Cross Venture Partners; **Dax Kukulj**, COO, RPO; **Jennifer Zanich**, CEO, UI Active

MODERATOR: **Fiona Pak-Poy**, General Partner, Innovation Capital

04.45pm Working with Investors

This session will provide you with an understanding of how the relationship with investors evolves after the deal is done. It will provide advice on the best way to manage investors, perspectives on what investors want and explain how expectations and needs can be best met on both sides.

SPEAKERS: **Richard Webb**, Chief Executive Officer & Executive Director, BlueFreeway; **Alison Deans**, Executive Director, Operations, netus; **Elaine Saunders**, CEO, Dynamic Hearing; **Malcolm Thornton**, Investment Director, Starfish Ventures

MODERATOR: **Mike Zimmerman**, Principal, Technology Venture Partners

5.30pm Pearcey Award Presentation - Annual NSW Award for Young Achievers

Presented by The Hon John Della Bosca, Minister for Education

Drinks & Networking

* Pearcey Nomination form can be found - www.pearcey.org.au/index.php/Nominations

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2.00pm to 7.00pm (followed by drinks and networking)

Australian Maritime Museum, 2 Murray Street, Darling Harbour, Sydney

\$220 / \$110 Inc. GST *(50% discount for entrepreneurs and employees of public funded research institutions & start-ups)*

You may register via fax, mail or email and online at www.slatteryit.com.au/vcconnect2007

REGISTRATION FORM

First Name: _____ Last Name: _____

Title: _____ Company: _____

Phone: _____ Email: _____

COST: \$220 \$110 (Inc GST)

PAYMENT METHOD:

Cheque Credit Card Amount: \$ _____

Card No: ____ / ____ / ____ / ____ Expires: __ / __

MasterCard Visa Bankcard Diners Club American Express Amex ID No: _____

Cardholders Name: _____

Signature: _____

* Online registration is available at www.slatteryit.com.au/vcconnect2007 where automatic invoices are generated. If faxing or mailing this form, an invoice will be emailed on receipt.

* Upon completion of registration, attendees will have their names on the door at the event. We do not issue physical tickets.

* All prices shown include GST and are Australian \$ amounts.

* Given 72 hours notice of the event start time, we are happy to issue a full refund for any cancellation.

* Should for any reason the event be cancelled, a credit will be issued to be redeemed at a future event.



Assisting ICT companies with marketing, communications and events

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