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## **Lightspeed Venture Partners Expands Team With New Senior Associates**

*Patrick Chiang, Andrew Chung and John Vrionis Add to Lightspeed's Depth and Expertise*

**Menlo Park, CA – November 6, 2006** – Lightspeed Venture Partners, a leading provider of early stage venture capital to technology companies, announced the expansion of its team with the addition of three new senior associates. Patrick Chiang, Andrew Chung and John Vrionis have joined Lightspeed to support the firm's activities in the U.S.

"Patrick, Andrew and John will be key contributors both to our portfolio companies, as well as our new investment efforts. Each brings complementary prior industry experience and an excellent track record to the firm," said Eric O'Brien, general partner, Lightspeed Venture Partners. "Their combined knowledge and experience adds significant bandwidth to Lightspeed as we further our investments in the U.S. and overseas."

Prior to joining Lightspeed, Patrick Chiang held dual roles at Aliph, a venture-backed mobile communications technology company where he was chief financial officer and director, strategic planning. At Aliph, he managed all finance related functions, as well as business and corporate development. Patrick initiated and implemented many of Loudcloud's (now Opsware Inc.) early technology and channel partnerships, where he worked in the business development and finance/corporate development groups. Patrick holds a master's of business administration from the Harvard Business School and a bachelor's of arts degree in Economics from the University of California, Berkeley.

Andrew Chung brings to Lightspeed more than seven years of investing, consulting and operations experience in the areas of software, semiconductors and healthcare. Prior to joining Lightspeed, Andrew worked at Bain Capital and TL Ventures. He also co-founded UberWorks (acquired by Network Commerce), led product management at OnStation, and was a management consultant with Bain & Company in Greater China. Andrew graduated Phi Beta Kappa with honors in Applied Mathematics from Harvard College and holds a master's of business administration from the Wharton School of the University of Pennsylvania.

John Vrionis' prior experience includes both venture capital as well as operating roles in venture-backed start-ups. Before joining Lightspeed, he worked in product management at Determina, a software security start-up. As a member of the management team at Freedom Financial, a financial services start-up, he was director of strategic initiatives and managed channel sales. Previously, John was an associate at ABN AMRO Ventures for four years, where he supported numerous investments in information technology companies. John holds a master's of business administration degree from the Stanford Graduate School of Business, and a master's degree in computer science from the University of Chicago. He graduated with a bachelor's of arts degree in Economics from Harvard College.

### **About Lightspeed Venture Partners**

Lightspeed Venture Partners combines extensive venture capital and operating experience to assist entrepreneurs in creating industry-leading technology companies. Lightspeed manages \$1.3 billion of committed capital and focuses on early stage investments in the US, Asia and Israel. The firm's partners have invested in more than 100 technology companies over the past two decades and have contributed to the success of market leaders including Blue Nile, Brocade, Ciena, Doubleclick, eHealth, Galileo Technology, Growth Networks, Informatica, Kiva Software,

LightLogic, Maker Communications, Metasolv, Phone.com, Quantum Effect Devices, Riverbed, Sirocco, Transmeta, Virsa and Waveset. For more information, please visit our website at [www.lightspeedvp.com](http://www.lightspeedvp.com).

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