

## PRESS RELEASE

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### **NEA Invests in Echo Global Logistics**

*VC firm joins D Round for Transportation Management Company*

Reston, Virginia – June 26, 2006 – New Enterprise Associates (NEA) today announced that it has invested in a fourth-round funding for Echo Global Logistics. This Chicago-based transportation management company provides procurement services for enterprises ranging in size from small businesses to Fortune 100 companies. NEA Partner Harry Weller will take a seat on Echo’s board as a result of the investment.

“Echo inhabits one of the fastest growing segments of the transportation industry,” said Weller. “We look forward to helping them enhance their management team and expand profitability.”

Echo Global Logistics is a business process outsourcer (BPO), utilizing superior database tools and logistics technology to assist companies in managing their procurement costs. Echo’s unique business strategy relies on a combination of technology, information, and an international work force to discover and deliver proprietary transportation capacity to its clients that encompass the following industries: pharmaceutical, petrochemical, finance, automotive, agriculture, manufacturing, and retail.

“We’re very pleased with this opportunity to work with NEA,” said Orazio Buzza, president of Echo. “With the guidance of Harry Weller on our board and NEA’s market experience, we’ll be able to scale our resources to further meet industry demand.”

About Echo Global Logistics

Chicago, Illinois-based Echo Global Logistics is a results-oriented transportation management firm providing superior cost savings technology and services for companies ranging from small enterprises to the Fortune 100. Echo's transportation management solution delivers cost savings through proprietary access to unparalleled transportation market data, custom-built world-class technology, a massive nationwide network of carriers, and the negotiating power resulting from massive spend on behalf of Echo's clients. For more information, visit [www.echogl.com](http://www.echogl.com).

About NEA

New Enterprise Associates (NEA) is a leading venture capital firm focused on helping entrepreneurs create and build major new enterprises that use technology to improve the way we live, work and play. Since its founding in 1978, the firm has followed the same basic principles: support their entrepreneurs, provide an excellent return to their limited partners and practice their profession with high standards and respect. Practicing classic venture capital for over 25 years, NEA focuses on investments at all stages of a company's development, playing an active role in assisting management to build companies of lasting value. With \$6 billion under management, NEA's experienced management team has invested in over 500 companies, of which more than 150 have gone public and more than 200 have been acquired. NEA has offices in Reston, Virginia, Menlo Park, California and Baltimore, Maryland. For additional information, visit [www.nea.com](http://www.nea.com).

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