

KDD 2016 Speakers

Panel - Big Data Needs Big Dreamers: Lessons from successful Big Data investors

Moderator: Evangelos Simoudis: Managing Partner / Synapse Partners

Tuesday, August 16 - 1:45pm to 2:45pm (Yosemite)

Applied Data Science Invited Talks

Panelist: Mark Gorenberg, Managing Director, Zetta

Mark has an enviable track record when it comes to identifying and nurturing enterprise software that delivers exceptional returns. During his 20 years in venture capital, he's generated extraordinary results, particularly in analytics where his portfolio has realized a 149 percent annual rate of return. Prior to Zetta Venture Partners, Mark served as managing director at Hummer Winblad, the first fund focused on enterprise software. There, his most publicized successes in analytics included Omniture (IPO and acquired by Adobe); AdForce (IPO and acquired by CMGI) and Scopus Technologies (IPO and acquired by Seibel Systems). Today, he sits on the boards of the next generation of leading companies like Domo, Inside Sales, EventBoard and FollowAnalytics.



Mark started his technology career at Sun Microsystems working on its SPARCstation workstations.

Beyond his role as venture capitalist and entrepreneur, Mark is a trusted advisor to some of the country's most influential technology institutions. He serves on the President's Council of Advisors on Science and Technology (PCAST), the Board of Trustees for Massachusetts Institute of Technology and the National Venture Capital Association.

He graduated from MIT and received Masters degrees from the University of Minnesota and Stanford University in Electrical Engineering.

Panelist: Tim Guleri, Managing Director, Sierra Ventures

Tim Guleri is a Managing Director of Sierra Ventures, a California based early stage venture capital fund. Sierra's ten venture funds have committed capital exceeding \$1.6 Billion.

Tim's investment focus is Information Technology Software companies. Additionally, Tim has helped execute on Sierra's India strategy and investments. As a venture capitalist, Tim's taken two companies

have been Greenplum (EMC Corporation), Neto (Citrix Systems), AirMedia (AOL), Makara (RedHat), Red Aril (Hearst), Runa (Staples), Bina (Roche) and Appcelerator (Axway). Tim currently serves on the BOD of Treasure Data, Alpine Data Labs, Nexenta, Hired, LeadGenius, Phenom People and Shape Security.



Prior to Sierra, Tim learnt the ropes as an entrepreneur. He was founder and CEO of Octane Software from 1996 to 2000. He successfully led Octane's merger with Epiphany (Nasdaq: EPNY), a transaction valued at \$3.2 billion in 2000. Before Octane, Tim was Vice President of field operations at Scopus Technology. Scopus went public in 1995 and was acquired by Siebel Systems (Nasdaq: SEBL) in 1997 for \$800M. Tim was instrumental in growing the company to \$100 million in revenue and to 600 employees from 1992 to 1996.

Tim holds a MS from Virginia Tech, and a BSEE from India.

Panelist: Matt Ocko, Co-founder and Co-Managing Partner, Data Collective

Matt Ocko, co-founder and co-Managing Partner of Data Collective (DCVC), has three decades of experience as a technology entrepreneur and VC, in the US and globally. Matt's prior investments include Cotendo (AKAM), Zynga (ZNGA), Facebook (FB), XenSource (CTX), UltraDNS (NSR), FlashSoft (SDNK), Fortinet (FTNT), Aggregate Knowledge (NSR), Virtuata (CSCO), DataMirror (IBM), Couchbase, Ayasdi, Kenshoo, D-Wave Systems, MetaMarkets, Uber, Angellist, and many others, including multiple additional acquisitions by Google, Facebook, Netapp, and other Fortune 1000 tech companies. Matt founded Da Vinci Systems, a pioneering e-mail software vendor with over 1 million users world-wide prior to its acquisition. He is an inventor on over 40 granted or in-process patents in areas as diverse as enterprise hardware and fraud detection. Matt holds a degree in Physics from Yale University and has been active in helping develop China's venture capital and technology regulatory framework for two decades.



Panelist: Greg Sands, Founder and Managing Director at Costanoa Venture Capital

Greg is the Founder and Managing Director at Costanoa Venture Capital, an early stage venture capital firm focused on finding great entrepreneurs using technology to solve real problems and build lasting companies. Prior to founding Costanoa, Greg was a Managing Director at Sutter Hill, where he led early stage investments in Feedburner, QuinStreet, Yokou and Merced Systems. Before Sutter Hill, Greg was the first hire at Netscape Communications after its founding engineering team. Starting as a Product Manager, he wrote the initial business plan, coined the name Netscape, and created the SuiteSpot Business Unit, which he grew from zero to \$150m in revenue.



Greg has an MBA from Stanford Graduate School of Business and graduated from Harvard College Magna Cum Laude. He currently serves as President of the Stanford DAPER (Athletics Department)

KDD2016



ACM Code of Conduct