

## Lisle Technology Partners

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## Business Description

For the last 16 years, the founders of Lisle Technology Partners have succeeded at enhancing, evolving and developing technology into productivity-enhancing business solutions and marketable products. Our reputation for quality services to growing companies has led LisleTech to do technical due diligence for many Venture Capital investment firms and work with their portfolio clients. Examples include, JK&B Capital, Edgewater Funds, First Analysis, Arch Development Funds, InterWest Partners and Greylock Partners, among others.

Our successful technology development activities have resulted in an impressive customer list, several profitable businesses and an IPO that created a \$500 million market capitalization. Our services are tailored to the specific needs of mid-size and early stage companies. This means we emphasize:

- Iterative design cycles that match changing customer requirements
- Ways to extend the value of core intellectual property
- Solutions that reduce development costs
- Highly functional products that can integrate within wider environments
- Methodologies to support agile component-based software development

Key offerings in our approach include:

- **Outsourcing readiness assessment.** 1-2 day engagement where LisleTech will help think through business issues, project roadmap, what pieces of work are good candidates for outsourcing, quantifying savings and how to incrementally phase the work to outside parties. After these discussions, we deliver a report that can be used as a guide or incorporated into the information technology strategy.
- **Technical requirements analysis.** 1-2 week engagement. This report covers issues concerning system functionality, performance, security, external interfaces, user interfaces, third party products, implementation technologies, platform and installation. A detailed cost proposal and phased development roadmap outlining frequent and short release cycles are generated from this exercise.
- **Core development services.** Projects ranging from 4 weeks to several months of effort, each defined by separate work orders. Typical projects are around 4 months in duration. This provides our clients the ability to manage spending and build a business case for board approval. Weekly releases as well as automated builds and testing ensures high quality compliance. Each successful delivery initiates board and management approval to pursue remaining initiatives. Complete development services include:
  - Architecture and Design
  - Use Case Analysis
  - Engineering Plan
  - Budget and Expense Estimates
  - Project Management
  - Application Development and Engineering
  - Process Methodology
  - Testing and Maintenance
- **Special Projects.** These services range from technical due diligence, product assessment and competitive analysis to market requirements with special emphasis on how the technology impacts business objectives.

## **Technical Core Competencies**

### **Software Engineering**

Designing, building, and releasing software products is our primary strength. Our approach involves more than just writing a few lines of code. We employ complex and disciplined methodologies that incorporate architectures, detailed designs, functional specifications, test plans, version control, build processes, installers, and problem reports.

### **XML Technologies**

Our principals are among the world's leading experts in XML and XML-related technologies such as XSLT, Cocoon, SOAP, and XML Schema. We have implemented leading edge web sites utilizing XML that can present information based on the capability of the display device, from standard web browsers to WML-enabled wireless devices. Self-describing data enables disparate systems to communicate and share data effectively and is particularly useful for business-to-business electronic commerce. We have utilized this approach to build products that integrate trans-enterprise legacy business systems across the Internet.

### **Language Processing**

We have built many parsers, code analyzers, translators, validators, and code generators for a variety of languages including programming languages such as C++ and PL/I, hardware description languages such as VHDL and Verilog, and data representation languages like EDI and XML. Our experience also includes building systems that perform representational transformation (graphics to language) and that perform code generation for circuit synthesis and semantic analysis. Much of the work in these areas revolves around two canonical problems: translating data from one representation to another or initiating certain actions through API calls based on syntactic and semantic content of input data. These types of processing can involve very sophisticated transformations, sometimes in real time.

### **Algorithm Design**

Our lead system architects have years of experience implementing efficient algorithm design. Areas that we have specialized in include Kinematics (robotics), Fourier analysis, Load balancing/distributed computation, Data representation and transformations, Event modeling and analysis, Multi-threaded remote process control and Global dataflow analysis.

### **Network Applications**

We have a great deal of experience building network applications and an understanding of networking protocols at every layer of the OSI networking model. Our experience includes designing and deploying network architectures for a variety of purposes including local area office networks, widely distributed virtual private networks, corporate extranets, and internet service providers. We have deployed cryptographically secure network architectures designed to protect corporate data resources. We have deployed systems to provide a variety of network services including TELNET, FTP, HTTP/HTTPS, DNS, SNMP, SMTP, POP-3, IMAP, and NTP. We have also simulated the behavior of the MAC interface layer for multiple network topologies. We have coded implementations of the TCP/IP protocol. We have designed session layer protocols for client-server communication and process control. We have built web applications driven by Java servlet engines and database application servers. We have built multi-tier electronic commerce systems presenting XML over HTTP.

### **Information Security**

We have significant experience in Cryptography, network security, mandatory and discretionary access protocols, SSL, SSH.

## Sample Engagements

**Chicago Client:** Provider of proprietary software infrastructure enabling advanced payment-processing technologies for prepaid wireless services

LisleTech was engaged to develop new infrastructure and multiple concurrent enhancements to the existing core infrastructure. In the early stages of the project, a LisleTech Managing Partner also acted as interim Director of Development for the company. A US team executed 10% of the project while an engineering team located in India executed the remaining 90%. For other core projects, the US team performed 30% while 70% was done in India. This resulted in substantial cost reduction for the company. LisleTech was able to stabilize the existing product and re-architect it so that it could go from supporting 50,000 customers to 2,000,000 customers. The work completed by LisleTech enabled the company to initiate a nationwide expansion plan that was funded by its new investors. The new flexibility, stability and scalability of the product was also noted by the industry's largest cellular carrier who began discussions to increase partnering and investigate acquisition possibilities. Today the company has secured the position of "leading independent provider of prepaid wireless services" and LisleTech is providing continued development support.

**Virginia Client:** Provider of XML-based infrastructure software and services for enterprise-to-enterprise integration

The LisleTech team conducted product development to enable business document translation and transformation, secure data transport and trading partner and workflow management. LisleTech was given almost entire responsibility for a single core product offering. As the company rapidly grew, LisleTech maintained responsibility for the same product while the company expanded into two new products that were initiated through customer feedback. A 20/80 team distribution between the US and India was used for development. LisleTech conducted 1-week build cycles and thousands of unit tests with each system build. The release cycle was supposed to be 90 days, but actually averaged closer to 50. LisleTech's work resulted in the acquisition of new customers such as Lockheed Martin, GM and Boeing. It also enabled the company to raise over \$20 million in venture financing. The product quickly established the company as a category leader for trading partner management solutions and was the primary reason for its eventual acquisition by Vitria Technologies, a leading EAI and B2Bi publicly held company.

## Management

The four principal founders of LisleTech are:

Adarsh Arora, Ph.D., EECS, Northwestern University  
Dave Hurst, B.S., EECS, Northwestern University  
Dave Jakopac, Ph.D., EECS, Northwestern University  
Sowmitri Swamy, Ph.D., Computer Science, Brown University

LisleTech, the team's third venture together, was formed in November 1999. The investors come from some of the most respectable and high profile companies in Silicon Valley. Over the years, the LisleTech team has developed over a dozen full life-cycle products and guided companies on several emerging technology topics. Working directly with client companies, the principal founders act as Engagement Manager on all projects. Experiences culminated over 16 years have translated to high value technology mentoring and business-level contributions that lead to sustainable growth for our clients.