



Lisle Technology Partners

Creating Intellectual Property in New Technologies



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Lisle Technology Partners helps emerging technology companies commercialize, evolve and develop product concepts.

We have worked with companies throughout the major phases of business cycles — from the time of seed funding and idea formation, through the periods of rapid growth, and IPO stage. In the majority of these engagements, we have executed hands-on full life cycle product development. This understanding takes us beyond the ability to deliver impressive engineering works, it also allows us to provide the technology mentoring and business-level contributions that are critical during the early stages of growth.

The LisleTech team has developed advanced software engineering expertise that spans 18 years of innovation. Not only have we released technology products capable of analyzing tens of millions of lines of code at a time, but we have also proven our ability to master complex emerging technologies. Our R&D services incorporate the structure and discipline first developed through our founding team's PhD research further refined by commercializing dozens of successful product concepts.

An Expert Team

The principals of LisleTech have managed companies, nurtured start-ups to IPO, created and marketed products worldwide, designed computer languages, and developed multi-tiered network-based systems. Business maturity contributes significantly to the advanced technology solutions we create.

Our depth of technical experience goes beyond typical consulting firms and is perfectly suited to build virtually any kind of custom software product. For every engagement LisleTech undertakes, a principal works directly with every client and is responsible for overall delivery.



Adarsh Arora, CEO

Ph.D., EECS — Northwestern University

Partner in Idealflow and Wellspring angel funds
Charter Member of The Indus Entrepreneurs (TiE)
IIT: Professor of C.S., Research in RDBMS
Bell Labs: Deriving supportable views from existing relational systems

David Hurst, Vice President

B.S., EECS — Northwestern University

Tech Focus:
Network Architectures, XML technologies, Business to Business processes, Graphics, Network Security, Cryptography



David Jakopac, Vice President

Ph.D., EECS — Northwestern University

Tech Focus:
Artificial Intelligence, Graphics, 3D Modeling, Hardware Design Tools, Compiler Technologies, Web Applications

Sowmitri Swamy, Vice President

Ph.D., C.S. — Brown University

Tech Focus:
Language processing, Multimedia, Network Architectures, Hardware Design Tools, Behavioral Modeling, Web Applications



“ We take our focus on building **barrier-to-entry** technologies very seriously.

*Because our mission is to tie our success to the **success of the product**, we always ensure that **market feedback** is constantly incorporated throughout the development cycle.”*

Adarsh Arora, CEO
Lisle Technology Partners

A foundation you can truly rely upon

Emerging technology companies have a unique challenge in understanding the viability of a product prior to reaching market. Ensuring that the sales and technology development teams within a company are executing a single coordinated effort is especially critical to a product's success. LisleTech's founders have understood and experienced these challenges first hand with their own products. We recognize the importance of an iterative design and development process and have created methodologies to respond to the specific needs of rapidly growing companies and changing customer requirements.

Our clients trust us for the development of core product components because our expertise is not limited to project-based services — it includes full product life cycles.

Motorola and Intel use products we've developed to create micro-processors; Merrill Lynch and MetLife transformed their entire IT processing with our advanced software products; Lockheed-Martin and other manufacturing firms use our products to purchase every part that goes into their own products.

Our Investors

- LisleTech's investors come from some of the most respectable and high profile companies in Silicon Valley. They include founders of Gemstar, Global Crossing and NewFocus among others.
- Collectively, they have created more than 28 Billion in market cap value.
- Many LisleTech investors are also Limited Partners in VC and Angel funds such as:

Convoy Partners, Dynafund, First Analysis, Matrix Partners, New Enterprise Associates, Sequoia Capital, Sevin Rosen, VantagePoint Venture, Garage.com, Band of Angels and Idealflow.
- Our investors sought LisleTech because of our reputation for building quality products.

The right relationships

LisleTech has developed a network of valued relationships to provide our clients access to numerous technology and financial contacts spanning many industries.

The services we provide to our Venture Capital network directly benefit our clients. These services to VCs and resulting benefits to our clients include :

Services to VCs

Technical due diligence

Technical guidance on new product vision, turnaround opportunities and M&A positioning

Benefits to clients

Due diligence services allow us to develop a precise understanding of a VC's investment criteria. As a result, VC's take a serious look at the prospects we recommend to them.

Companies that reach the due diligence stage often utilize the most innovative technologies. Evaluating these companies gives us leading insight into the best products not yet introduced to the market.

Understanding how numerous emerging companies position their products helps us strengthen the technical business case for our clients.

Long Term Partners

LisleTech provides product engineering and development capability to venture-funded businesses. By acting as a remote extension to the internal engineering team, we help our clients obtain improved cost control, a flexible development environment and access to specialized skill sets.

LisleTech excels in helping clients tie product development to business strategy increasing the probability of successful funding rounds. To date, our clients have raised over **60 million** in venture capital financing.

We have also demonstrated our confidence in several companies by accepting equity-based payment arrangements or fixed-price contracts for very well-defined projects. When we consider a company for service investment, we perform a rigorous review of the company's management team, methodology, business competency, technical depth and market viability.

Strategic Resources

LisleTech's offshore R&D center contributes significantly to product delivery. Utilizing our Indian partner and remote teaming technologies, we have consistently executed successful IP development.

Our pricing for engagements always maximizes the benefit of carrying out major portions of the project offshore. However, client interaction, project management, risk management, and delivery responsibility are always vested in the project manager and the team based in Chicago. Price performance, therefore, is considerably improved when utilizing LisleTech's blended model.

Solid Methodologies

LisleTech has maintained a perfect track-record delivering quality product on schedule and within budget. When LisleTech develops intellectual property for a project, it belongs entirely to our client company.

Our methodology is detailed, documented and supported by tools. We gather software requirements using UML use cases, use the Rational toolset for documenting software design, and use tools for system and regression testing.

Our defect tracking and quality control procedures are also transparent. Clients have web-based access to how our projects progress and the system is completely configurable to meet a client's specific performance measurement requirements.

Software Skills

Software Engineering	<ul style="list-style-type: none">■ Windows to Linux to RTOSs■ Software build process automation■ Web-based software development■ Event/bug tracking■ Development Methodologies
Algorithm Design	<ul style="list-style-type: none">■ Graphics: Solid Modeling, 3D algorithms, Advanced 3D rendering■ Artificial Intelligence: Intelligent control systems, Rule-based systems, Neural networks, Signal processing
Language Processing	<ul style="list-style-type: none">■ Parsers, Translators, Validators, Code analyzers and code generators for:■ J2EE, Java, C/C++, PL/I, VHDL, Verilog, RPG, COBOL, XML, EDI
XML Technologies	<ul style="list-style-type: none">■ XSLT, Cocoon/XSP, SOAP, ebXML, xCBL, DOM/SAX, XML Schema, Standard web browsers to WML-enabled devices, Trans-enterprise legacy business integration across the internet
Network Applications	<ul style="list-style-type: none">■ Designing and deploying network architectures■ Client-server/n-tier/ASP architectures■ Process control web applications driven by JAVA servlet engines and database application servers■ Multi-tier electronic commerce systems presenting XML over HTTP■ Cryptographically secure network architectures
Network Services	<ul style="list-style-type: none">■ MAC interface layer simulation for multiple network topologies■ Coded implementation of the TCP/IP protocol■ Session layer protocols design for client-server communication■ Networking protocols at every layer of the OSI networking model■ Widely distributed virtual private networks, Corporate extranets■ TELNET, FTP, HTTP/HTTPS, DNS, SNMP, SMTP, POP-3, IMAP, NTP, LDAP

Featured Client Profile:

XMLSolutions Virginia/Direct Materials B2B Infrastructure

- Equity client
- LisleTech team is a founding member of the company
- Assisted in product direction strategy
- Presented to first round VCs, introduced second round VCs
- Created first product (ExeterXML)
- Invented XMLZip technology
- Assisted in patent applications for several LisleTech innovated technologies
- Designed and implemented XEDI translator
- Long term ongoing design, development and maintenance
- The company raised over 20 million in venture capital financing
- XMLS was acquired by a leading EAI and B2Bi publicly held company (Vitria Technologies) for the technology developed by LisleTech

The LisleTech team conducted product development for XMLS to enable:

- Business document translation and transformation
- Secure data transport
- Trading partner and workflow management

The result:

- Eliminates EDI and XML dialect dependencies
- Trading barriers are removed enabling uniform transactions among customers, exchanges and trading partners of all sizes

The product includes support for:

- EDI-to-XML translation
- XML-to-XML transformations
- Over 3000 mission-critical, industry specific EDI business documents

“*We sought out Lisle Technology Partners as an ideal development partner. Not only are they some of the most talented individuals in the industry, but they also have the business maturity to assist us in forming our strategic product direction.*”

Kevin Kail,
Founder, XMLSolutions

Emerging Clients and Products

LA technology start-up

- The product is a rich multimedia site that integrates cruise line travel information and is the first to integrate updated content with booking engines
 - The site allows travelers to visually compare different cruise ships, research various options and packages and then book their final selection
 - The company is currently Angel funded and is being launched Q2 2002
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Leading Midwest Manufacturing Firm (creating a spin-off software company)

- The product is a software solution for Business Performance Management
 - The system allows individuals to align, integrate, track, monitor and report their process goals tied to Corporate Strategy, Metrics and best practices
 - The company is currently Angel funded and is planning a commercial product release in early Q2 2002
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Midwest technology start-up

- The product is a sanctioned electronic marketplace for trading tickets and seat licenses to sporting, theatrical and musical events
 - The company is founded by a group of serial entrepreneurs having deep relationships with several major league sports franchises
 - Currently Angel funded, the commercial product release is scheduled for late Q2 2002
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European Entertainment Fund (over \$300 million under management)

- The fund is currently producing a major international film release
- LisleTech is developing a 3D web-based flight simulation game utilizing viral e-mail marketing tools to promote the movie and increase ticket sales
- The game is planned for launch in late Q2 2002

We strive to add our experience and expertise to new enterprises in order to bring innovative ideas to the technology marketplace. Our firm's management brings a great deal of talent and specialization gained by years of operating experience as successful entrepreneurs, product development specialists and venture investors.

We are active, supportive technology partners. Your product is your business, so choose LisleTech to help your company reach value-added milestones as quickly as possible.

Contact LisleTech

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