

# WHAT A WONDERFUL YEAR

We are **grateful** to have worked with so many **talented** entrepreneurs over the past year.

## OUR NEW YEAR'S RESOLUTION?

To help our entrepreneurs make 2015 *just as great*. Here's a look at 2014 by the numbers as we move forward into the New Year.

# 2014

### BY THE NUMBERS

**\$250+M** TOTAL CAPITAL RAISED BY PORTFOLIO

**46** COMPANIES

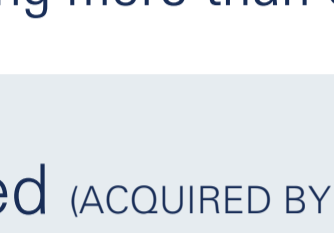
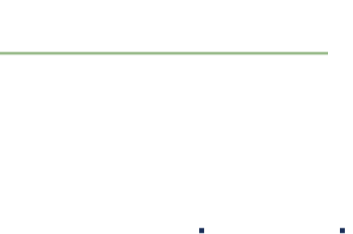
**5300+** EMPLOYEES

**50%** REVENUE GROWTH ACROSS PORTFOLIO

## 5 NEW INVESTMENTS

## 26 FOLLOW-ON INVESTMENTS

Including:



## 7 EXITS

7 companies exited totaling more than **\$1 billion** in total value

ClickSquared (ACQUIRED BY XL MARKETING)

Firebase (ACQUIRED BY GOOGLE)

PatientKeeper (ACQUIRED BY HCA)

Placemark (ACQUIRED BY ENVESTNET)

Stackdriver (ACQUIRED BY GOOGLE)

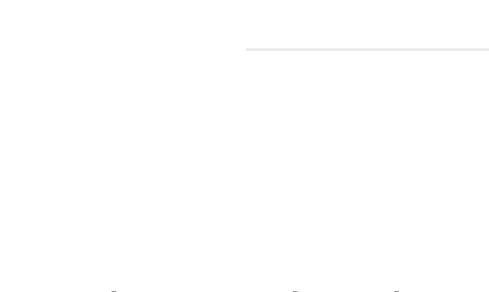
T2 Biosystems (IPO: T2OO)

TARIS (LIRIS PLATFORM ACQUIRED BY ALLERGAN)

### RECOGNITION



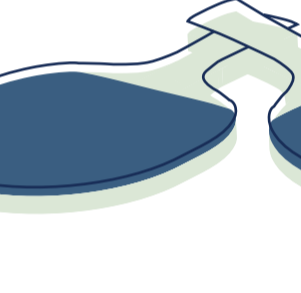
**"ONE OF HOTTEST pre-IPO ad tech startups"**  
BUSINESS INSIDER



**"MONGODB STANDS OUT IN GARTNER MAGIC QUADRANT"**  
2014 MAGIC QUADRANT

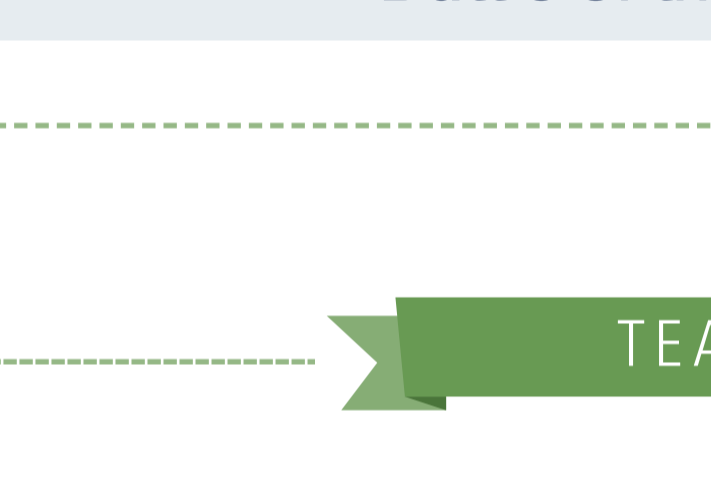


**"BEST IN SHOW"**  
FIERCE INNOVATION AWARDS



**"10 COOLEST NY Enterprise Startups"**  
BUSINESS INSIDER

**"20 COOLEST Cloud Software Vendors of 2014"**  
CRN



## ENTREPRENEUR EVENTS

SpringPong

The BOScars

Battle of the Paddles

### TEAM

## +5 NEW TEAM MEMBERS

**Victoria Song**  
PRINCIPAL IN NYC

**Joe Chernov**  
ADVISOR IN BOSTON

**Greg Gomer**  
ADVISOR IN BOSTON

**Paul Esdale**  
ADVISOR IN BOSTON

**Brian Kalma**  
ADVISOR IN BOSTON

## 2 PROMOTIONS

**Matt Witheiler**  
TO GENERAL PARTNER

**Matt Guiney**  
TO VICE PRESIDENT OF FINANCE



## TEAM RECOGNITION

**Jeff Bussgang**

NAMED ONE OF 50 MOST POWERFUL THOUGHT LEADERS IN BOSTON AND 15 PEOPLE SHAPING BOSTON'S TECH SCENE

**Chip Hazard**

NAMED 50 ON FIRE FINALIST

**All 4 Flybridge General Partners**

NAMED TO NEW YORK TECHWEEK TOP 100 LIST

### COVERAGE

## A FEW OF OUR FAVORITE THINGS

Top Blog Posts and Content From the Firm

If I were a Founder

Full-Stack Analytics: The Next Wave of Opportunity in Big Data

Learning From the Crowd: The Hardware Ecosystem

Hacking Education – Fracking Education

Programmatic Thinking

Getting Introductions to Investors

Hitchhiker's Guide to Boston's Start-up Scene

NY is the Next Venture Capitol

20 years on

### SCHOLARSHIPS

**130+** Stay in MA SCHOLARSHIPS



Awarded to students from **24** colleges and universities with support of Gunderson Dettmer



## PORTFOLIO FUN!



**Digital Lumens Hockey Durability Test**



**Cartera Commerce Ice Bucket Challenge**



**Tracx World Cup 2014 Social Excitement**

# 2015

## HAPPY NEW YEAR!

Wishing you a healthy and prosperous year ahead

CONNECT WITH US!

