



Engage and Connect with the Innovation and Venture Community of the Southeast & Mid-Atlantic

Join us as a partner in the 6th annual Southeast Venture Conference – the premier and **only venture capital conference covering the entire region**. Make lasting relationships and solidify your company's profile to **700+ Investors and C-Level Executives** driving the region's venture and innovation community. SEVC features timely topics, exclusive networking opportunities and dozens of the region's top high growth companies on display to top investors from around the region and country.

Sponsor Partner Benefits

SEVC sponsor partners enjoy exclusive benefits such as:

- ⊙ Special Introductions to Presenters
- ⊙ Presenting Company Recommendation Privileges
- ⊙ Speaker Nomination Participation Privileges
- ⊙ Access to Private Sponsor Only Meeting Rooms
- ⊙ Sponsors Exposure in All Conference Marketing
- ⊙ Discount Passes for Clients/Prospects
- ⊙ VIP Event Invitations
- ⊙ Prominent Speaking Roles
- ⊙ Access to VIP Lounge
- ⊙ High Profile Exhibit Table
- ⊙ Extended Website Exposure
- ⊙ Press Release and Email Branding

Expert Speakers and Executive Content

The innovation and venture community's brightest stars share their insight at SEVC. Be a part of the top level speakers and content that makes the news and changes executive directions. From introducing speakers to moderating sessions to panel participation, we have sponsorships that put your company in the middle of this top level content.

A few previous speaker examples include:



CRAIG NEWMARK
 Founder, Craigslist



JIMMY WALES
 Co-Founder, Wikipedia



TIM DRAPER
 Founder,
 Draper Fisher Jurvetson



VINT CERF
 "Father of the
 Internet"



RICH KARLGAARD
 Publisher,
 Forbes Magazine



MARK HEESAN
 President,
 NVCA



JOHN SCULLEY
 Former CEO of
 Pepsi & Apple



DENNIS LOCKHART
 President & CEO,
 Federal Reserve
 Bank of Atlanta



MARK WARNER
 United States Senator
 from Virginia



CHIP PERRY
 CEO,
 AutoTrader.com



JIM GOODNIGHT
 CEO,
 SAS Institute



JIM STEELE
 President,
 Salesforce.com



DARA ALBRIGHT
 President,
 Illiquid Securities,
 Divine Capital Markets



THOMAS DIMITROFF
 General Manager,
 Atlanta Falcons



DAVID WYSS
 Chief Economist,
 Standard & Poor's



Become a Partner of SEVC 2012

- ⊙ Position your company as a leader to the region's venture and innovation community
- ⊙ Create lasting new relationships with new client leads with growth company executives and venture investors
- ⊙ Strengthen existing relationships with key companies and figures
- ⊙ Get current leads and brand yourself for future business

Timely Topics and Expert Speakers

The Southeast Venture Conference combines timely best practice topics with top notch speakers. Sample topics include:

- * M&A * State of Venture Investing * IPO Market
- * Alternative Secondary Markets
- * Limited Partner Discussions * Fund-Raising Strategies * Venture Law Best Practices
- * Sector Investment Trends * Going Global
- * Debt Financing * Macro Trends
- * Early Stage Investing * Valuations

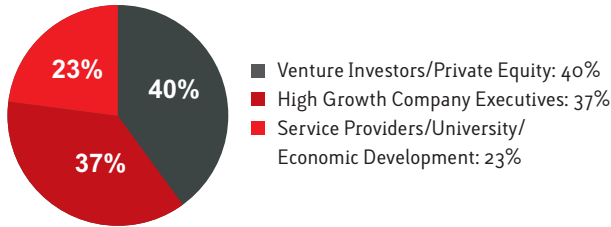
“It's rare to be a part of an event – where everyone you meet is a lead and the ultimate decision maker.”



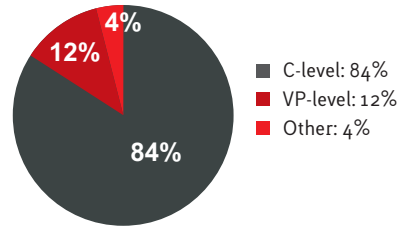


SEVC Attendees are not only leaders at their own firms - they are the leaders of the region's innovation economy

Attendee Breakdown



Attending High Growth Company Executive Titles



- ◎ 100 billion + in investment capital
- ◎ 700+ attendees
- ◎ Dozens of top company presenters
- ◎ Sold out event every year

Sample SEVC Investor Attendees

- | | | | |
|--|--------------------------------------|-------------------------------------|--|
| ABS Capital Partners | Escalate Capital Partners | Little Hawk Capital Management | Rustic Canyon Partners |
| Advanced Technology Development Center | EverCore Capital Advisors LLC | LLR Partners | S2 Ventures |
| AlpInvest Partners | Exeter Venture Group | Madison Park Group | Safeguard Scientifics |
| American Venture Capital | FCA Venture Partners | Mensura Capital | Sanan Private Equity |
| AMV Partners | First Avenue Partners | Meridian Equity Partners | Severn Ventures |
| Anchor Capital Resources, LLC | First Round Capital | Merion Investment Partners | Sierra Ventures |
| Antares Capital Corporation | Florida Mezzanine Fund | Meritus Ventures | Sigma Partners |
| Arcapita Ventures | Flybridge Capital Partners | MMG Ventures, LP | Signal Hill Update |
| ArchPoint Partners | FourBridges Capital Advisors | MMV Financial | SJF Ventures |
| ATDC | Frontier Capital | Monument Capital Group | Sony Ericsson |
| Atlanta Technology Angels | FTV Capital | Morgan Creek Capital Management | Sopris Capital |
| Aurora Bay Capital | Fulcrum Equity Partners | Nancy Creek Capital | Southern Capital Ventures |
| Aurora Funds | General Catalyst Partners | Nashville Capital Network | Spectrum Equity Investors |
| Azure Capital | Germany Trade and Invest | Navigation Capital Partners | Spring Capital Partners |
| Ballast Point Ventures | GlassRatner Advisory & Capital Group | NBI Advisors | SSM Partners |
| Battery Ventures | Gold Hill Capital | NC Research Campus Fund | Staley Capital |
| BBH Capital Partners | GrandBanks Capital | Nelcap Advisers LLC | Stonehenge Growth Capital |
| BIA Digital Partners | Gray Ghost Ventures | New Dominion Angels | Stripes Group |
| BLH Venture Partners | Gray Ventures | New Markets Venture Partners | Summerhill Venture Partners |
| Blue Beacon Capital | Greenhill SAVP Ventures | New Vantage Group | SunBridge Partners |
| Blue Heron Capital | Grotech Ventures | New Venture Communications | Sunrock Ventures |
| Boston Financial & Equity Corp. | Grove Street Advisors | New World Ventures | Syncom Venture Partners |
| Boulder Advisors | Growth Imperative | NewSpring Capital | Technology Crossover Ventures |
| Bowen Advisors | H.I.G. Ventures | Noro-Moseley Partners | Technology Operators Partners |
| Bowne & Co. Inc. | Hamilton Lane | North Bridge Growth Equity | Technology Rivers |
| Brown Brothers Harriman & Co | Hamilton Ventures | North Carolina Biotechnology Center | TechOperators |
| Camden Partners | Harbert Mezzanine Partners | North of England Investment Agency | Thawer Ashcroft Crowne & Co |
| Capital Advisors Group | Harbert Venture Partners | Novak Biddle Venture Partners | Third Security |
| Capstone Partners | High Street Partners | OpenView Venture Partners | Three Pillar Global |
| Cary Street Partners | Highland Capital Partners | Originate Ventures | TM Capital |
| Centurion Capital Partners | Hirtle, Callaghan & Co | ORIX Venture Finance | Trinity Ventures |
| CEO Ventures | Hummer Winblad Venture Partners | Palmetto Investments | True Ventures |
| Chart Venture Partners | IDG Ventures | Pantheon Private Equity | TTV |
| Chestnut Hill Partners | Imlay Investments | Pantheon Ventures | Tudor Ventures |
| Chrysalis Ventures | Inlet Partners | Parish Capital | UCF Venture Lab |
| CIT GAP Funds | Inman Capital | Park Street Capital | UNC Management Company |
| Clear Creek Partners | In-Q-Tel | Petra Capital Partners | University System of Maryland Foundation |
| CloverLeaf Capital | Intel Capital | Pharos Capital | Update Partners |
| CNF Investments | International Investors Group, | Phenomenelle Angels Fund | UPS Strategic Enterprise Fund |
| Columbia Capital | Internet Capital Group | Piedmont Advisors | Upstate Carolina Angel Network |
| Comerica Bank | Intersouth Partners | Piedmont Angel Network | Valentine & Company |
| Contender Capital | Interwest Partners | Primus Capital Funds | Valhalla Partners |
| Core Capital Partners | Invesco Private Capital | Prism VentureWorks | Value Plus Ventures |
| Court Square Ventures | Invest Quebec | QuestMark Partners | VantagePoint Venture Partners |
| Cresta Capital Strategies | JE Capital Management | Redmont Venture Partners | Vencore Capital |
| Crossbow Ventures | JMI Equity | Revelation Partners LLC | Veritas Venture Partners |
| Divine Capital Markets | JSL Holdings | Revolution Partners | Virginia Active Angel Network |
| Draper Fisher Jurvetson | Key Capital Corporation | Reznick Group | Virginia Retirement System |
| Duke Management Company | Kinetic Ventures | RGF Capital | Wachovia Capital Partners |
| Edison Venture Fund | Kodiak Ventures | Ridgewood Advisors | Wakefield Group |
| EGL Ventures | Konsortium Capital Partners | River Cities Capital Funds | Western Technology Investment |
| Enhanced Capital Partners | Kugarand Capital Holdings | RRA Partners | Whitetree Capital Advisors |
| Entrepia Ventures | Landmark Capital Corporation | RRE Ventures | Yellowstone Capital Partners |
| Equity Technology Partners | Linch Capital | RTP Angel Fund | |



SEVC Sponsors Have Exclusive Access to the Region's High Growth Technology Super Stars

Close to 60 leading hand-picked innovators from the region present each year. A few recent examples include:



SEVC Presenters are Established and are Well on Their Way to Success

Last year's SEVC Average Presenter Profile:

- \$5.9 million Average Annual Revenue
- \$6.7 million Average Capital Raised to Date
- 35 Average Number of Employees

SEVC Alumni Spotlight

At the time **LivingSocial** presented at SEVC in early 2009, they were the typical SEVC presenter, having recently raised \$5 million in their Series A round while tweaking their business model and growing revenue.

Since presenting at SEVC, **LivingSocial** has gone on to raise \$632 million in capital, grown to \$1 billion in annual revenue and has an estimated valuation of close to \$4 billion - while carving out an entirely new Internet growth space. Find and partner with the next **LivingSocial** at this year's SEVC.





Headline Presenting Sponsor \$20,000

(Limited to Three, category exclusive)

Headline Sponsors truly become full partners in the Southeast Venture Conference and in the process receive **unparalleled access and involvement** with presenters, speakers and attendees. From high profile **Co-Chair positions, to speaking roles and extensive podium time** – the region’s venture and innovation community become intimately knowledgeable of Headline Sponsor personalities. Through exclusive and extensive Pre/Post and on site conference opportunities, Headline Sponsors are branded instantly and for years to come as key figures in the Southeast and Mid-Atlantic venture community.

- ⊙ **Opportunity to have company representative serve as conference Co-Chair**
- ⊙ **Top Sponsor Billing: Southeast Venture Conference Presented by Sponsor Name**
- ⊙ **Extensive Podium Time**
- ⊙ Special introductions to Presenting Companies
- ⊙ Premier exhibit space (First choice)
- ⊙ Opportunity to provide speaker in session of content, either as panelist or moderator
- ⊙ Presenting Company recommendation privileges
- ⊙ **Speaker nomination participation privileges**
- ⊙ Ability to place branded company giveaway on all attendee tables
- ⊙ **Presented by Sponsor Logo on front cover of conference book**
- ⊙ Presented by exposure in all conference marketing Special podium recognition at start of conference
- ⊙ Full page conference ad in SEVC conference book
- ⊙ Access to private sponsor only meeting rooms
- ⊙ Discount passes for clients/prospects
- ⊙ **10 VIP Passes to SEVC** (All with access to VIP Lounge and VIP Reception)
- ⊙ Additional Company Passes available at discount
- ⊙ Ability to donate Two Additional Passes to entrepreneurs of choice
- ⊙ Presenting sponsor recognition on website
- ⊙ Opportunity to have company representative quoted in one event press release
- ⊙ Twitter Exposure: Multiple tweets from SEVC account recognizing sponsorship
- ⊙ Headline Sponsorship right of first refusal for 2012 Conference
- ⊙ Ritz Carlton Club Lounge Access

Get Lasting Branding Beyond The Event

From the website which is archived for years, to blogs, to press releases, to press coverage to ads and promotions - being a partner in SEVC gets you exposure well beyond the conference itself.

SEVC has been featured in outlets such as:

Bloomberg



MarketWatch



WASHINGTON BUSINESS JOURNAL



The Washington Post



Dow Jones VentureWire





Platinum Level Sponsor \$14,500

Platinum Level sponsors have the **unique opportunity to speak** and sponsor a high profile content session at SEVC. In addition to exclusive branding opportunities only available to top level sponsors, Platinum Sponsors receive **unparalleled access to Presenting Companies** through special introductions while getting full VIP access and privileges.

- **Opportunity to be content session sponsor and provide speaker as either panelist or moderator** (Session Sponsored by Signage and recognition)
- Premier exhibit space
- **Special Introductions to Presenting Companies**
- Presenting Company recommendation privileges
- **Ability to place branded company giveaway on all attendee tables**
- Logo exposure in all conference marketing
- Full page conference ad in SEVC conference book
- Access to private sponsor only meeting rooms
- Discount passes for clients/prospects
- **6 VIP Passes to SEVC** (All with access to VIP Lounge and VIP Reception)
- Additional Company Passes available at discount
- Ability to donate One Additional Pass to entrepreneur of choice
- Platinum level sponsor recognition and link on website (Archived for years)
- Twitter Exposure: Tweet from SEVC account recognizing sponsorship
- Ritz Carlton Club Lounge Access

Premier Level Sponsor \$10,000

Premier Sponsors get extensive **exclusive presenting session sponsorships** and recognition in addition to **podium time** through the **opportunity to emcee** a presenting company session. Premier sponsors receive bonus exclusive recognition through choice of other unique sponsorship opportunities. Premier Sponsors also receive prime exhibit space, extensive pre-conference, conference and post-conference branding with full sponsorship VIP access and privileges.

- **Opportunity to emcee/sponsor one company presentation session** (8+ companies) (Session Sponsor Recognition)
- **Additional choice with recognition signage for:**
 - Breakfast Sponsor, Charging Station Sponsor, Reception Sponsor, Closing Reception Sponsor, Late Night Reception Sponsor, Break Sponsor (First come basis)
- Premier exhibit space
- Presenting Company recommendation privileges
- Logo exposure in all conference marketing
- Full page conference ad in SEVC conference book
- Access to private sponsor only meeting rooms
- Discount passes for clients/prospects
- **4 VIP Passes to SEVC** (All with access to VIP Lounge and VIP Reception)
- Additional Company Passes available at discount
- Premier level sponsor recognition and link on website (Archived for years)
- Twitter Exposure: Tweet from SEVC account recognizing sponsorship

Sample Previous Sponsors





Lanyard Sponsor \$7,500

Always a sponsorship to sell out early - Lanyard Sponsors receive **extensive visibility** to all attendees with constant attendee lanyard exposure which is immortalized in SEVC history through attendee pictures for years to come. Lanyard Sponsors also receive extensive pre-conference, conference and post-conference branding and full sponsorship VIP access and privileges.

- ⦿ **Company logo on all attendee lanyards**
- ⦿ Premier exhibit space
- ⦿ **Presenting Company recommendation privileges**
- ⦿ Logo exposure in all conference marketing
- ⦿ Full page conference ad in SEVC conference book
- ⦿ Access to private sponsor only meeting rooms
- ⦿ Discount passes for clients/prospects
- ⦿ **4 VIP Passes to SEVC** (All with access to VIP Lounge and VIP Reception)
- ⦿ Additional Company Passes available at discount
- ⦿ Sponsor recognition and link on website (Archived for years)
- ⦿ Twitter Exposure: Tweet from SEVC account recognizing sponsorship

Gold Level Sponsor \$5,000

Gold Level Sponsors receive significant pre-conference, conference and post-conference branding with additional Conference exposure through **exhibit space**. As with all levels of sponsorships Gold Level Sponsors receive full VIP access and sponsor only private meeting space.

- ⦿ **Exhibit space**
- ⦿ Logo exposure in all conference marketing
- ⦿ Half page conference ad in SEVC conference book
- ⦿ Access to private sponsor only meeting rooms
- ⦿ Discount passes for clients/prospects
- ⦿ **3 VIP Passes to SEVC** (All with access to VIP Lounge and VIP Reception)
- ⦿ Additional Company Passes available at discount
- ⦿ Gold level sponsor recognition and link on website (Archived for years)
- ⦿ Twitter Exposure: Tweet from SEVC account recognizing sponsorship

Partner Level Sponsor \$3,000

Ideal for venture capitalists and other sponsors who want to be **branded as a supporter** of the region's entrepreneurial community but do not desire an exhibit booth. As with all levels of sponsorships, Partner Level Sponsors receive full VIP access, sponsor only private meeting space and significant pre-conference, conference and post-conference branding.

- ⦿ Logo exposure in all conference marketing
- ⦿ Half page conference ad in SEVC conference book
- ⦿ Access to private sponsor only meeting rooms
- ⦿ Discount passes for clients/prospects
- ⦿ 2 VIP Passes to SEVC (All with access to VIP Lounge and VIP Reception)
- ⦿ Additional Company Passes available at discount
- ⦿ Partner level sponsor recognition and link on website (Archived for years - Sponsors still get traction from our 2007 SEVC)
- ⦿ Ability to display literature/giveaways at general sponsor area
- ⦿ Twitter Exposure: Tweet from SEVC account recognizing sponsorship



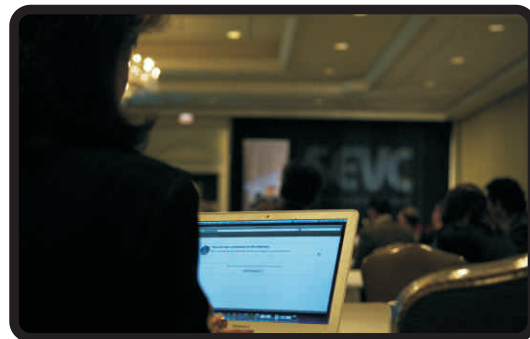
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- ⦿ Get current leads and brand yourself for future business

Contact Us

We are happy to work with you to create a customized plan that meets your goals and budget - while maximizing your exposure to the region's innovation and venture community at SEVC.

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