TEAM
Entrepreneurs. Technologists. Investors.

Summary (Compiled):

C.I.A. IN-Q-TEL MANAGEMENT / AGENTS, accessed Jan. 17, 2017			
Lastname	*Firstname*	*Fullname*	*In-Q-Tel position*	*Organization / C.I.A. Operative*
Crow	Michael M.	**Michael M. Crow**	Chairman	Arizona State University
Adams	Bruce	**Bruce Adams**	General Counsel	Arnold & Porter LLP
Barksdale	James L.	**James L. Barksdale**	Trustee	Netscape
Barris	Peter	**Peter Barris**	Trustee	New Enterprise Associates (NEA)
Bowsher	Steve	**Steve Bowsher**	Managing General Partner	InterWest, E-Trade, Stanford
Cox	Howard	**Howard Cox**	Trustee	Greylock
Darby	Chris	**Chris Darby**	Trustee	Intel, Symantec, HP, Northern Telecom
Gleichauf	Bob	**Bob Gleichauf**	Director, Lab41	Cisco
Jones	Anita	**Anita Jones**	Trustee	University of Virginia
Krongrad	A.B. "Buzzy"	**A.B. "Buzzy" Krongrad**	Trustee	DLA Piper LLP, C.I.A.
Misick	Jami	**Jami Misick**	Trustee	Kissinger Associates
O'Toole	Tara	**Tara O'Toole**	Director, B. Next	DHS, DOE
Louie	Gilman	**Gilman Louie**	CEO emeritus	"Once C.I.A., always C.I.A."
Mullen	Mike	**Mike Mullen**	Trustee	Bush/Obama military advisor, Joint Chiefs of Staff chairman
Paté-Cornell	M. Elisabeth	**M. Elisabeth Paté-Cornell**	Trustee	Bush Foreign Intelligence Advisory Board
Porter	Lisa	**Lisa Porter**	Director, Cosmiq Works	IARPA, NASA
Poulos	Lisabeth	**Lisabeth Poulos**	Chief of Staff	BAE, Microstrategy
Radosevich	Will	**Will Radosevich**	EVP, Technology Programs	Mobile System 7
Schlein	Ted	**Ted Schlein**	Trustee	Kleiner Perkins, National Venture Capital Association (NVCA)
Shea	Teresa	**Teresa Shea**	Director, Cyber Reboot	NSA
Strottman	Matthew	**Matthew Strottman**	COO	Friedman Billings, PWC, Notre Dame, Georgetown
Tenet	George J.	**George J. Tenet**	Trustee	C.I.A. Director, Allen & Company
Vickers	Mike	**Mike Vickers**	EVP	DoD

IQT's staff includes a unique mix of entrepreneurs, technologists, and investors. While our team represents a diverse array of backgrounds, its members share similar traits – deep knowledge of their chosen fields, strategic vision, and a dedication to IQT's core mission: delivering solutions that address the critical technology needs of the U.S. Intelligence Community.

IQT is guided by a Board of Trustees comprised of recognized leaders from the national security, financial, and technology sectors, as well as academia.

IN-Q-TEL MANAGEMENT TEAM

Christopher Darby	President & CEO	Intel, Symantec, HP, Northern Telecom	Chris Darby has served as President and CEO of In-Q-Tel since September 2006. He is also a member of its Board of Trustees. Darby was previously Vice President and General Manager at Intel, where he oversaw the Middleware Products Division. At Intel, Darby had responsibility for the corporation's Infrastructure Software business, including open source and commercial products. He joined Intel in August 2005 with the acquisition of Sarvega, a venture-backed supplier of XML networking and security products, where Darby served as President and CEO. Prior to Sarvega, Darby was the Chairman and CEO of @stake, the well-known Internet security consulting firm ultimately acquired by Symantec (SYMC). While at @stake, he assembled the world's leading collection of security researchers and built a business that spanned North America and Europe. Darby also previously served as President and CEO of Interpath Communications, which was later acquired by US Internetworking (USIX). He held several executive positions at Digital Equipment Corporation (now Hewlett-Packard) with responsibility for telecom industry initiatives, corporate strategy, and alliances. He began his career at Northern Telecom (now Nortel Networks) and Bell Northern Research. Darby is a graduate of the University of Western Ontario.
Steve Bowsher	Managing General Partner	InterWest, E-Trade, Stanford	Steve Bowsher serves as Managing General Partner and Executive Vice President at In-Q-Tel, leading the company's technology investment strategy. Bowsher joined IQT from InterWest Partners, where he served as General Partner. He specialized in the enterprise software and Internet sectors, and led and managed 13 investments in those areas. Previously, Bowsher worked at E*TRADE, managing its value-

			added products and services. During his tenure there, he helped launch Destination E*TRADE, the company's award-winning website. Bowsher was also an early stage employee at two startup companies, where he was responsible for revenue and distribution targets.
			Bowsher is a frequent speaker at industry-leading conferences such as the Wharton Technology Conference, IBF's Early Stage Investing Conference, Internet World Annual Conference, and Dow Jones Private Equity Summit, and has been quoted as a subject matter expert in national publications including the Wall Street Journal, Newsweek, and Fortune magazine.
			Bowsher graduated magna cum laude from Harvard and received his MBA from Stanford.
Matthew Strottman	COO	Friedman Billings, PWC, Notre Dame, Georgetown	Matthew Strottman joined In-Q-Tel in 2003 and currently serves as Chief Operating Officer. In this position he is responsible for investment selection and analysis, technology transfer activities which includes engineering operations and systems engineering as well as the organization's corporate functions including finance, accounting, IT, human resources, and security. Prior to his appointment to COO, Strottman served as IQT's Executive Vice President and Chief Financial Officer.
			Before joining In-Q-Tel, Strottman worked in the Technology Investment Banking Group at Friedman Billings Ramsey. During his time at FBR, he executed public and private equity financing, merger and acquisition, restructuring, and venture capital transactions totaling more than $3 billion. Strottman began his career at PricewaterhouseCoopers, where he focused primarily on the real estate and technology industries.
			Strottman received his B.A. from the University of Notre Dame and his MBA from Georgetown University.
Lisabeth Poulos	Chief of Staff	BAE, Microstrategy	In her role as Executive Vice President, Lisbeth Poulos is responsible for raising awareness of the In-Q-Tel model among government agencies and other stakeholders. She leads IQT's technology transfer efforts, working to ensure that the innovative technology solutions that IQT invests in find their way into the hands of end users within IQT's Intelligence Community partner agencies. As Chief of Staff, Poulos manages the day-to-day activities of IQT's staff as well as the organization's relationships with its Board of Trustees and IC interface centers.
			Prior to joining IQT, Poulos worked in the Intelligence

			Community, as well as in the private sector for companies including BAE Systems and MicroStrategy. Poulos earned a BA degree in International Relations from the College of William and Mary.
Bob Gleichauf	Director, Lab41	Cisco	As Executive Vice President at In-Q-Tel, Bob Gleichauf supports technology advancement programs. He is also Director of IQT's Lab41 initiative, a unique, Silicon Valley-based challenge lab that provides "innovation through collaboration" in the area of Big Data analytics. Gleichauf joined IQT from Cisco Systems, where he spent a decade working on the development of secure network infrastructures across a variety of the company's products. Gleichauf, who has more than a dozen patents in network security, served as CTO for the Wireless and Security Technology Group at Cisco, and is respected globally for his work in information security. He previously served as head of product engineering for the WheelGroup prior to its acquisition by Cisco. Earlier, he was with IQ Software, a leader in the development of database report writing tools. Before making the leap into technology, Gleichauf pursued a Ph.D. in Early Human Prehistory at the University of Michigan, where he earned a fellowship and had the privilege of working in East Africa with the celebrated Leakey family.
Tara O'Toole	Director, B. Next	DHS, DOE	Tara O'Toole is Executive Vice President at In-Q-Tel and director of B. Next, a strategic initiatives exploring opportunities and risks likely to arise in the next decade as a result of advances in the biological sciences and biotechnologies, with a particular focus on detection of and defense against biological attacks. Prior to joining IQT, Dr. O'Toole served as Under Secretary of Science and Technology (S&T) at the Department of Homeland Security, where during her four-year tenure she was the principal advisor to the Secretary on matters related to science and technology. Before becoming Under Secretary, Dr. O'Toole founded and directed two university-based think tanks devoted to civilian biodefense, and served President Clinton's administration as Assistant Secretary for Environment Safety and Health in the Department of Energy. From 1989-93, Dr. O'Toole was a senior analyst at the Congressional Office of Technology Assessment, and prior to OTA, she practiced internal medicine in community health centers in east Baltimore as part of the U.S. Public Health Service.

			She received her BA from Vassar College, her M.D. from the George Washington University School of Medicine and an MPH from the Johns Hopkins Bloomberg School of Public Health. She is board certified in internal medicine and occupational and environmental medicine. Dr. O'Toole is a past Chair of the Board of the Federation of American Scientists, and is a member of the Council on Foreign Relations.
Lisa Porter	Director, Cosmiq Works	IARPA, NASA	Dr. Lisa Porter is Executive Vice President and Director of CosmiQ Works at In-Q-Tel. Prior to joining IQT, Dr. Porter was the president of Teledyne Scientific & Imaging, and before that, she was the first director of the Intelligence Advanced Research Projects Activity (IARPA) in the Office of the Director of National Intelligence (ODNI). Prior to IARPA, Dr. Porter served as the Associate Administrator for the Aeronautics Research Mission Directorate at the National Aeronautics and Space Administration (NASA), and prior to that, she served as a program manager and senior scientist at the Defense Advanced Research Projects Agency (DARPA). Dr. Porter has a bachelor's degree in nuclear engineering from the Massachusetts Institute of Technology and a doctorate in applied physics from Stanford University. She received the Office of the Secretary of Defense Medal for Exceptional Public Service in 1995, the NASA Outstanding Leadership Medal in 2008, the National Intelligence Distinguished Service Medal in 2012, the Presidential Meritorious Rank Award in 2013, and the ODNI 10 Year Anniversary Leadership and Service Award in 2015.
Teresa Shea	Director, Cyber Reboot	NSA	Teresa Shea is Executive Vice President and Director of Cyber Reboot at In-Q-Tel, where she focuses on improving the state of cyber security. Ms. Shea joined IQT after her career with the National Security Agency, where she served in numerous key positions including as the director of signals intelligence. She is the recipient of several honors including the Department of Defense Medal for Distinguished Civilian Service, the National Intelligence Distinguished Service Medal, and two Presidential Distinguished Rank Awards. Teresa is a graduate of Georgia Institute of Technology (BSEE) and Johns Hopkins University (MSEE).
Will Radosevich	EVP, Technology Programs	Mobile System 7	As Executive Vice President of Technology Programs, Will Radosevich oversees In-Q-Tel's technology practice teams. The practice team missions are to identify and evaluate innovative technology solutions that will address the needs of the U.S. Intelligence Community. In this role, Radosevich directs the development of practice strategies and reference architectures

			which are used to identify technology trends, prioritize strategic investment areas, and effectively engage IQT's IC partner agencies. Prior to joining IQT, he was the COO at Mobile System 7, a venture-backed mobile security startup. He also founded Cornerstone Communication Solutions and managed Cigital's software security practice. Radosevich began his career with the Central Intelligence Agency, where he received multiple honors for technical achievement including a nomination for the CIA's Scientist of the Year. Radosevich received a B.S. in Electrical Engineering from Marquette University and is the author of several technical publications.
Mike Vickers	EVP	DoD	Dr. Michael G. Vickers is a former Special Forces Officer and Operations Officer in CIA's Clandestine Service. From 2011 to 2015, Vickers served as the Under Secretary of Defense for Intelligence, and from 2007 to 2011 served as Assistant Secretary of Defense for Special Operations, Low-Intensity Conflict and Interdependent Capabilities.
Bruce Adams	General Counsel	Arnold & Porter LLP	As Executive Vice President and General Counsel, Bruce Adams oversees In-Q-Tel's legal matters, including contract negotiations. His duties span a wide array of transactional work, with a primary focus on investment financing. Prior to joining In-Q-Tel, Mr. Adams worked as a partner at the law firm of Arnold and Porter, in Washington, D.C. His experience in transactional work includes a wide variety of technology and telecommunications acquisition and financing, including transactions involving radio and television broadcast, cellular telephone licenses and applications, cable television and satellites, and cable television franchise renewals and transfers on behalf of municipalities. Mr. Adams received his Juris Doctor from Boston University in Boston, Massachusetts, and received a Bachelor of Arts from Swarthmore College, in Swarthmore, Pennsylvania.

IN-Q-TEL BOARD OF TRUSTEES

Michael M. Crow	Chairman	ASU	Michael M. Crow became the sixteenth president of Arizona State University on July 1, 2002. He is guiding the transformation of ASU into one of the nation's leading public metropolitan research universities, an institution

			that combines the highest levels of academic excellence, inclusiveness to a broad demographic, and maximum societal impact—a model he designed known as the "New American University." Under his leadership ASU has established major interdisciplinary research initiatives such as the Biodesign Institute, Global Institute of Sustainability (GIOS), and more than a dozen new transdisciplinary schools, and witnessed an unprecedented academic infrastructure expansion, tripling of research expenditures, and attainment of record levels of diversity in the student body. Crow was previously professor of science and technology policy and executive vice provost of Columbia University, where he served as chief strategist of Columbia's research enterprise and technology transfer operations.
James L. Barksdale	Director	Netscape	Jim Barksdale is chairman of the board and president of Barksdale Management Corporation – a private company that manages his investments and philanthropic activities – and also serves as chairman of Spread Networks.
Peter Barris	Director	New Enterprise Associates (NEA)	Peter Barris has been Managing General Partner of New Enterprise Associates (NEA) since 1999, where during that time NEA's assets under management have grown from $1B to over $13B and operations have expanded to India and China.
Howard Cox	Director	Greylock Partners (Facebook, PayPal, LinkedIn, Instagram, Cloudera, Dropbox, Goldman Sachs, Groupon, Airbnb, Pandora, Palo Alto Networks, Digg, Zend, Constant Contact, Workday,)	Howard Cox is an Advisory Partner at Greylock, a national venture capital firm. Greylock, with committed capital of over $2 billion under management, has been an active investor in enterprise software, consumer internet and healthcare.
Chris Darby	Director	Intel	Chris Darby has served as President and CEO of In-Q-Tel since September 2006. Darby was previously Vice President and General Manager at Intel, where he oversaw the Middleware Products Division. At Intel, Darby had responsibility for the corporation's Infrastructure Software business, including open source and commercial products. He joined Intel in August 2005 with the acquisition of Sarvega, a venture-backed supplier of XML

			networking and security products, where Darby served as President and CEO. He joined Intel in August 2005 with the acquisition of Sarvega, a venture-backed supplier of XML networking and security products, where Darby served as President and CEO.
Anita Jones	Director	UV	Professor Anita Jones is a University Professor Ermerita at the University of Virginia, having taught computer science in the School of Engineering and Applied Science
A.B. "Buzzy" Krongrad	Director	DLA Piper LLP, C.I.A.	A.B. "Buzzy" Krongard serves as an outside director on the Global Board of DLA Piper, as well as the Lead Director of Under Armour Inc. where he chairs the Audit Committee. Kongard retired from the Central Intelligence Agency on November 30, 2004 where he had served as Executive Director since March 2001.
Jami Misick	Director	Kissinger Associates	Jami Miscik is President and Vice Chairman of Kissinger Associates, Inc., the New York-based strategic international consulting firm that assesses and navigates emerging market geopolitical and macroeconomic risks for its clients. Miscik also had a distinguished 20-year career in intelligence, ultimately serving as the Central Intelligence Agency's Deputy Director for Intelligence from 2002 to 2005.
Mike Mullen	Director	Bush/Obama military advisor, Joint Chiefs of Staff chairman	Admiral Mike Mullen served as the 17th Chairman of the Joint Chiefs of Staff (2007) and was the principal military advisor to President George W. Bush and President Barack Obama.
M. Elisabeth Paté-Cornell	Director	Bush Foreign Intelligence Advisory Board	Dr. M. Elisabeth Paté-Cornell is a Professor of Engineering at Stanford University where her specialty is engineering risk analysis with application to complex systems. She is a member of the National Academy of Engineering, the French Academie des Technologies and previously served on the President's Foreign Intelligence Advisory Board from December 2001 to 2008.
Ted Schlein	Director	Kleiner Perkins (Google, Facebook, Verisign, AOL, Citrix, Cisco, Juniper Networks, Brio, Genentech, Macromedia, Netscape, Sun Microsystems (Oracle), WebMD, Amazon, Intuit, Visio, Electronic Arts,	Ted Schlein is a General Partner at Kleiner Perkins Caufield & Byers. Schlein joined the firm in 1996 with a focus on early-stage technology companies in the enterprise software and infrastructure markets, including ventures within the networking and consumer security arenas. Colin Powell, Director Al Gore, Director

		Symantec, Zynga, Groupon, Twitter, Zynga, Farmers Business Network, Uber, NVdrones, DocuSign, Palo Alto Health, Coursera, LifeLock, SoundCloud, LegalZoom, Solyndra, Friendster,)	
George J. Tenet	Director	C.I.A. Director, Allen & Company	George J. Tenet is currently Chairman of Allen & Company LLC, a privately-held investment bank based in New York. Previously, Tenet served as the 18th Director of Central Intelligence from 1997 until 2004.

*** END OF IN-Q-TEL WEBSITE CONTENT***

Due Diligence Commentary:

Sample conflicts of interest with the National Venture Capital Association, Accel Partners, James W. Breyer, Ted Schlein, Kleiner Perkins, Howard Cox, Greylock, among others.

Accel Partners, Greylock, Kleiner Perkins.

https://www.crunchbase.com/organization/accel-partners/investments

https://www.crunchbase.com/organization/greylock/investments

https://www.crunchbase.com/organization/kleiner-perkins-caufield-byers/investments

Click here for an Excel | PDF full downloads of the CrunchBase financing summaries for Accel Partners, Greylock and Kleiner Perkins.

https://www.fbcoverup.com/docs/library/2017-01-17-CrunchBase-Financings-for-Accel-Partners-Greylock-Kleiner-Perkins-accessed-Jan-17-2017.xls

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HISTORY   TEAM   FAQS

IQT's staff includes a unique mix of entrepreneurs, technologists, and investors. While our team represents a diverse array of backgrounds, its members share similar traits – deep knowledge of their chosen fields, strategic vision, and a dedication to IQT's core mission: delivering solutions that address the critical technology needs of the U.S. Intelligence Community.

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MANAGEMENT TEAM

CHRISTOPHER DARBY
PRESIDENT AND CEO
BIO

STEVE BOWSHER
MANAGING GENERAL PARTNER
BIO

MATTHEW STROTTMAN
CHIEF OPERATING OFFICER
BIO

LISBETH POULOS
CHIEF OF STAFF
BIO

BOB GLEICHAUF
EVP, GLOBAL TECHNOLOGY
BIO

DR. TARA O'TOOLE
DIRECTOR, B.NEXT
BIO

DR. LISA PORTER
DIRECTOR, LAB41 AND COSMIQ WORKS
BIO

TERESA SHEA
DIRECTOR, CYBER REBOOT
BIO

WILL RADOSEVICH
EVP, TECHNOLOGY PROGRAMS
BIO

MIKE VICKERS
EVP
BIO

BRUCE ADAMS
LEGAL AND GENERAL COUNSEL
BIO

BOARD OF TRUSTEES

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James L. Barksdale ⌄

Peter Barris ⌄

Howard Cox ⌄

Chris Darby ⌄

Anita K. Jones ⌄

A.B. "Buzzy" Krongard ⌄

Jami Miscik ⌄

Admiral Mike Mullen ⌄

Elisabeth Paté-Cornell ⌄

Ted Schlein ⌄

George Tenet ⌄