

## **FINC 915 – Venture Lab**

### **Spring 2008 Participating VC firms**

#### **ARCH Venture Partners**

8725 W. Higgins Road, Suite 290  
Chicago, Illinois 60631  
[www.archventure.com](http://www.archventure.com)

ARCH Venture Partners is a premier provider of seed and early-stage venture capital for technology firms, with a special expertise in co-founding and building technology firms from scratch. ARCH has partnered with entrepreneurs, academic institutions, and national research laboratories nationwide to build more than 120 successful companies, many of them from the concept stage. ARCH invests primarily in companies co-founded with leading scientists and entrepreneurs, concentrating on bringing to market innovations in life sciences, physical sciences, and information technology. ARCH currently manages seven funds totaling nearly \$1.5 billion and has invested in the earliest venture capital rounds for more than 120 companies. ARCH investors include major corporations, pension funds, endowment funds, financial institutions, and private investors. The partnership is led by six managing directors and a team of venture partners, principals, associates, and technology specialists.

Ideal candidate: Someone with deep technical expertise in either life science or tech.

Nature of work: Student will get involved on the front line of looking at business plans and university technologies to evaluate spin-out potential.

#### **DFJ Portage**

One Northfield Plaza- Suite 530  
Northfield , Illinois 60093  
[www.portageventures.com](http://www.portageventures.com)

DFJ Portage seeks to back the industry leader(s) in companies in information technology, telecommunications, business/IT services, nanotechnology and life science. DFJ Portage is flexible in investment approach and can invest anywhere from \$500,000 to over \$20 million in seed and early stage companies located in the Midwest region. They are generally the first institutional money in and will back established entrepreneurs in going concerns as well as seed new companies or university/corporate spinouts. Once involved, they leverage the breadth of resources they have from DFJ's global network to create dominant market leaders. This includes assistance in fundraising,

recruiting, strategic negotiations, back office support, public relations, real estate, customer introductions and eventually sale or IPO.

Ideal candidate: Not specified

Nature of work: Variety of tasks to get a feel for the business. Assist in due diligence on in-house deals as well as internal projects regarding the fund's operations.

### **First Analysis**

One South Wacker Drive  
Suite 3900  
Chicago, Illinois 60606  
312-258-1400  
[www.firstanalysis.com](http://www.firstanalysis.com)

First Analysis is a leading private growth equity investor. First Analysis has invested over \$630 million across multiple highly diversified funds and created over \$1.47 billion in fund liquidations. They have over \$230 million in active portfolio investments and over \$50 million to invest in new portfolio companies.

First Analysis invests mainly in the United States with a focus on three sectors of expertise: outsourced services, information technology, and chemistry-enabled businesses. They invest for expansion and growth in small and mid-size companies with established business models, high internal growth rates, and large-market leadership potential.

Ideal Candidate: Not specified

Nature of Work: TBA

### **Hopewell Ventures**

20 North Wacker Drive, Suite 2200  
Chicago, Illinois 60606  
312.357.9600  
312.357.9620 Fax  
[www.hopewellventures.com](http://www.hopewellventures.com)

Hopewell Ventures provides equity capital and strategic expertise to high-growth businesses, primarily in the Midwest. The principals have more than 80 years of experience investing in and growing Midwestern companies. Hopewell's investment focus is aligned with the opportunities the Midwest provides: growth-oriented ventures at various stages of development across a broad range of industries.

Ideal Candidate: Not specified

Nature of Work: Broad mix of analysis, due diligence and marketing.

## **I2A**

i<sup>2</sup>A Fund

Aon Center

200 E. Randolph Street, Suite 2200

Chicago, IL 60601

[www.i2afund.com](http://www.i2afund.com)

The Illinois Innovation Accelerator Fund (i<sup>2</sup>A) is an innovative \$10 million for-profit early-stage investment fund created in direct response to the decrease in seed-stage investing that's occurred since the turn of the new millennium. The fund's goal is to provide the first external professional capital raised by companies, allowing them to grow and allowing the fund members to capitalize on high-growth opportunities. i<sup>2</sup>A invests in well-managed seed-stage companies in Illinois or companies willing to relocate to Illinois that have demonstrated a value proposition in a given market for their products or services. The fund looks to make investments ranging from \$250,000 to \$1 million in each company. i<sup>2</sup>A focuses primarily on companies that are in the following industry sectors: Technology-enabled products and services; New media and education products and services; and Consumer and retail products. i<sup>2</sup>A also will consider opportunistic investments in other sectors such as clean technology, life sciences and nanotechnology.

Ideal candidate: Not specified

Nature of work: Student will be exposed to and work on all facets of the fund including the following:

- Deal Screening: Reviewing referrals and submissions and helping fund team determine which companies to meet with
  - Deal Review: Participate in meetings with companies and analyze which companies to move to due diligence stage
  - Due Diligence: Assist in conducting due diligence of prospective investments (market research, industry analysis)
  - Deal Structuring: Receive exposure to investment structuring process
  - Portfolio Company Monitoring & Assistance: Help I2A with portfolio company projects as they arise
- In addition, the student and fund will determine a sector (i.e. mobile applications, social networking, on-demand applications etc) to analyze in in-depth and report on. Report will consist of the activity and opportunities in the sector, the leading types of concepts/companies emerging, and other venture firms/investors active in the space. Fund will be able to utilize this report going forward to help it target companies to invest in and for due diligence purposes as they come across deals in this sector.

## **MK Capital**

1033 Skokie Blvd  
Suite 430  
Northbrook, IL 60062  
[www.mkcapital.com](http://www.mkcapital.com)

MK Capital is a \$150 million venture capital fund with headquarters in Chicago. MK Capital invests in companies at all stages of the funding lifecycle with a strong sector focus on new media, software, and outsourced services. The MK Capital team aligns closely with entrepreneurs as a funding partner, a reliable mentor, and a valuable resource to build successful businesses. By focusing only on a few sectors, MK offers extensive industry experience and a broad network of relevant contacts. By employing a lead, active style, they assist management teams in developing corporate strategy, generating business development opportunities, and raising additional capital.

Ideal candidate: Not specified.

Nature of work: TBA.

## **OCA**

Chicago Board of Trade Building  
OCA Ventures  
141 W. Jackson Blvd, 39th Floor  
Chicago, IL 60604  
[www.ocaventures.com](http://www.ocaventures.com)

OCA Ventures is a venture capital firm focused on investments in companies with dramatic growth potential, primarily in technology, financial services, for-profit education and technology-enabled services businesses. OCA Ventures manages three funds and has invested in 25 companies since it began investing in 1999. OCA Ventures partners with proven entrepreneurs to build market-leading companies. OCA Ventures complements management teams with a wide range of strategic, human and financial resources.

Ideal candidate: OCA has a preference for a candidate who has buy-side or equity research experience. Individuals should be highly motivated, independent and possess outstanding interpersonal, writing and analysis skills. Additionally, the candidate should have a history of superior academic and work-related achievement. A technical/engineering degree, and/or experience in a start-up are pluses.

Nature of work: Responsibilities will include assisting directors and general partners with identifying and screening new investment opportunities, performing quantitative and qualitative analysis on companies and markets, and supporting portfolio companies. Candidates will be required to build financial models, perform competitive analysis, and interact with entrepreneurs and management teams.

## **Seneca Health Partners**

2201 Waukegan Road, Suite 245  
Bannockburn, Illinois 60015  
[www.senecapartners.com](http://www.senecapartners.com)

Seneca Health Partners is a venture capital fund focused on providing growth capital to companies in the healthcare industry that are located in Middle America. Drawing upon the healthcare operating and investment experience of its principals allows Seneca Health Partners to ensure it is a strong partner to its portfolio companies.

To support this effort, Seneca Health Partners:

- invests in service, product, device and technology companies serving the healthcare industry
- invests in companies led by exceptional management teams that exploit key healthcare market and technology trends
- leverages its strategic investor base to assist portfolio companies as they attract market interest and access customers or partners

Ideal Candidate: Not specified

Nature of work: Evaluate new investment opportunities – review business plans/executive summaries and make initial recommendations to the team; pursue due diligence on opportunities that fit Seneca’s basic investment criteria. Evaluate the merits and return potential of follow-on investment opportunities in existing Seneca portfolio companies. We will likely have one follow-on investment in the Spring. Participate in weekly meetings/conference calls to review deal flow. Tentative – participate in the development of new marketing materials and collateral for the Fund.