



As a Managing Director of General Catalyst Partners, David invests in both new and existing technology businesses. Areas of special interest include: consumer services; security/defense; and travel. David and General Catalyst co-founded Upromise and David is also a board member of CCP Games; Eons.com; and ViTrue. He formerly served on the boards of: BBN Technologies, acquired by Raytheon Company (NYSE:RTN) in October 2009 and Rue La La, acquired by GSI Commerce (NASDAQ: GSIC) in November 2009.

Prior to co-founding General Catalyst Partners, David Fialkow co-founded and operated numerous businesses focused on building applied technology-based platforms and tools for the travel, information services, financial services, specialty retail, and payment processing industries. These businesses include: National Leisure Group, one of the largest leisure travel technology and distribution companies in the U.S.; Alliance Development Group (sold to MyPoints.com), a company that creates enhancement and loyalty programs; Retail Growth ATM Systems (sold to PNC Bank), a national ATM and interactive network provider; and Starboard Cruise Services (sold to LVMH Moët Hennessy Louis Vuitton, Inc.), the operator of more than 300 duty-free retail stores on 100 cruise ships and owner of the Miami and Ft. Lauderdale Airport duty-free stores.

David is a former associate of Thomas H. Lee Company and U.S. Venture Partners. He is a member of the MIT Leadership Center Advisory Council and serves on several non-profit boards, including: Crohn's and Colitis Foundation of America, New England Chapter; Facing History and Ourselves; The Steppingstone Foundation; The Pan-Mass Challenge; and The Boys and Girls Club of Boston. He is a graduate of Colgate University and Boston College Law School.



Christopher B. Galvin, Harrison Street, Co-Founder & Chairman

Christopher Galvin is Chairman and Co-Founder of Harrison Street Capital, LLC; Chairman of NAVTEQ, a \$4 billion market cap company and leading supplier of global digital mapping databases; and former chairman and CEO of Motorola Inc.

Mr. Galvin is a member of the Bechtel Corporation's Board of Counselors, the Executive Committee of Northwestern University's Board of Trustees; the American Enterprise Institute Board, the Legion D'honneur, Business Council (US), the American Society of Corporate Executives, an Advisor to the City of Tianjin, China and to Hong Kong, an Advisor to the Searle Family Trusts and the Board of the Chicago Council of Global Affairs. Mr. Galvin is a former chairman of the US-China Business Council; a director of the Rand Corporation and a member of the US Department of Defense Science Board.

Mr. Galvin has also co-founded The Galvin Projects in 2004, a virtual global think tank; Harrison Street Real Estate Capital LLC in 2005, a private equity firm established to invest in the specialty real estate categories of medical office buildings, parking, storage, student housing and senior housing in the U.S.; and Gore Creek Asset Management LLC in 2005, a large capital investment company, utilizing and managing global investment managers. Activities in early stage high technology ventures and the formation of a privately held multi-business conglomerate will be added in the 2007-2008 timeframe.

After serving the company for over 36 years, Mr. Galvin retired from Motorola as chairman and CEO in 2004. In his later years at Motorola, Mr. Galvin successfully lead the \$27 billion revenue company through a grueling global restructuring process that reduced its breakeven cost by +25 percentage points over 2.5 years while at the same time investing heavily in new product development including the completion of the innovative design of Motorola's RAZR cellular phone, (a 4-year development program). During Mr. Galvin's tenure as an executive of Motorola and serving in the Office of the CEO, Motorola inspired or enabled the cable modem, the Nextel service, GPS Navigation plus Telematics and was China's largest foreign investor.



David J. Grain, Founder and CEO, Grain Communications Group, Inc.,

David J. Grain is the founder, and CEO of Grain Communications Group, Inc., ("GCGI"). Prior to forming GCGI, Mr. Grain served as President of Global Signal Inc. (formerly NYSE listed GSL) from its emergence from bankruptcy through its operational turnaround. Global Signal was one of the largest independent wireless communications tower companies in North America with a leading presence in the southeastern U.S. Under Mr. Grain's leadership, Global Signal grew its portfolio from approximately 2,000 towers to over 11,000 communication sites in all 50 states, Canada and the U.K. through numerous acquisitions including the \$1.202 billion agreement with the Sprint Corporation for the exclusive right to lease and/or operate more than 6,600 wireless communication towers and related assets. In January of 2007 Global Signal was acquired by Crown Castle International (NYSE - CCI) for \$5.7 billion. Mr. Grain is also a member of BENS (Business Executive for National Security).

Prior to joining Global Signal, Mr. Grain served as Senior Vice President of AT&T Broadband's New England Region, the third-largest cable cluster in the United States with revenues of over \$1.5 billion, serving over 2 million cable subscribers and employing a workforce of more than 5,000. Prior to leading this operation, Mr. Grain spent more than a decade in the financial services industry, most recently at Morgan Stanley in New York where he focused primarily on telecommunications, media and technology companies.

Mr. Grain earned a Bachelor of Arts degree in English from the College of the Holy Cross in 1984 and a Masters of Business Administration from the Amos Tuck School of Business at Dartmouth College in 1989 with a concentration on Finance and Business Strategy.