



CROSSLINK CAPITAL

Why Crosslink? Portfolio Team Directions

Focus • Stage Independent • Crossover Expertise • Active Involvement • Entrepreneur Friendly • Powerful Partner • Results • Contact Us

## Active Involvement

Crosslink's value reaches beyond a check that doesn't bounce. When we invest, we commit the full resources of our organization. We partner closely with our entrepreneurs, treating each company as if it's the only one in our portfolio. We're active investors - most often taking a board seat and leading the round in which we invest.

Careful not to overextend or overcommit, we invest in no more than eight concurrent board seats.



*"I've worked with Crosslink on a number of deals. What's unique is their level of involvement and commitment. They're entrepreneur friendly. They're straightforward. They roll up their sleeves and bring a fresh perspective to the table. We literally consider them an extension of our executive team."*

**Joe Costello**  
Chairman & CEO, think3  
Chairman, Barcelona Design




91%  
LEAD INVESTOR



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*"Crosslink's investment in and commitment to Virage Logic runs deep...from Board involvement and executive recruiting to opening sales doors for us. They're a different kind of VC firm."*

**Adam Kabanian**  
PRESIDENT  
Virage Logic

### Focused

Our successful investment strategy concentrates on two specific high growth areas: software and semiconductors.

### Experienced

Over the past twelve years, Crosslink has made over 70 investments and now manages nearly a billion dollars.

### Committed

Our unique Crossover Strategy means we stand with our portfolio companies, from early stage to beyond the IPO.

*"We needed a partner who could help us build a business to withstand the ups and downs of the technology market. What sold us on Crosslink is their experience - they've seen enough to help us avoid the pitfalls and meet the challenges that lie ahead."*

**Shirish Hardikar**  
President & CEO  
NewScale

GIRVIN has consulted with Crosslink Capital over the past decade. The initial effort focused on defining a new direction for personality, visual branding and web presence. The consulting is on-going and continues with the creation and addition of new content as Crosslink evolves.

Their representation services are innovative as a venture investment firm, continuously focusing on start-up enterprises. GIRVIN is deeply engaged in the nature of their internal growth and management as ongoing counselors and guides to future growth and success for their constituent teams.