

Flashline | Partners, LP

Charles Stack

Presentation to the
Ohio Venture Association
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· Flashline Partners is a seed and early stage venture capital fund specializing in Lake Erie Region Information Technology firms

Enabling Agile Startups

Flashline Partners Highlights

1. Team

Outstanding investment record

Complementary operational experience

2. Three tiered investment strategy and process

3. Above market potential

- Underserved market: company size and geography
- Unique opportunity for seed stage investing

The Team



Teri Hembree



Lynn-Ann Gries



David Inglis



Charles Stack

Venture Investment Expertise

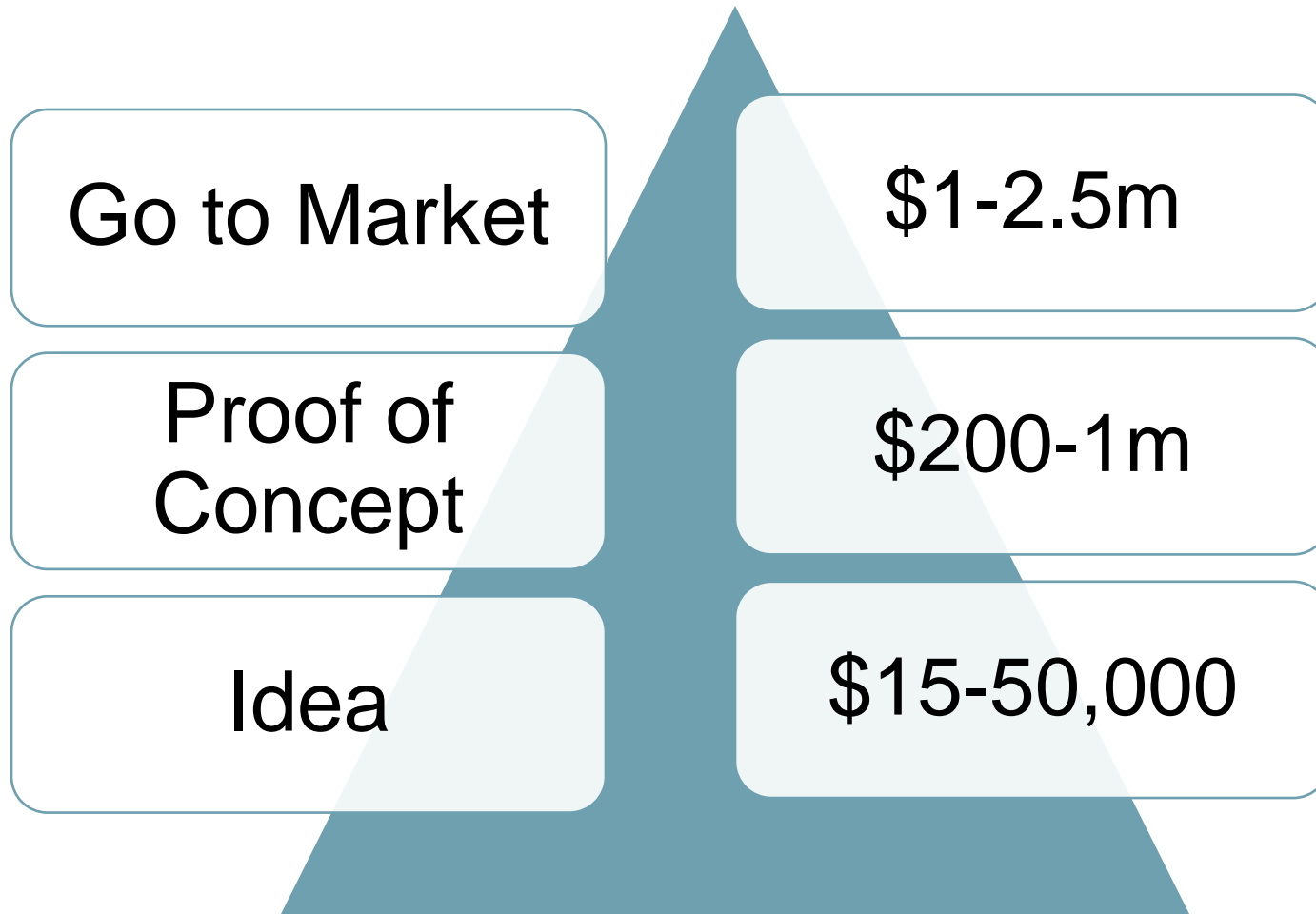
- 4 successful startups with ROI up to 1,200%
- Evaluated > 600 business plans
- Mentored /coached > 150 executives
- M&A and financing > \$4 Billion



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Three Tiered Strategy



Investment Process

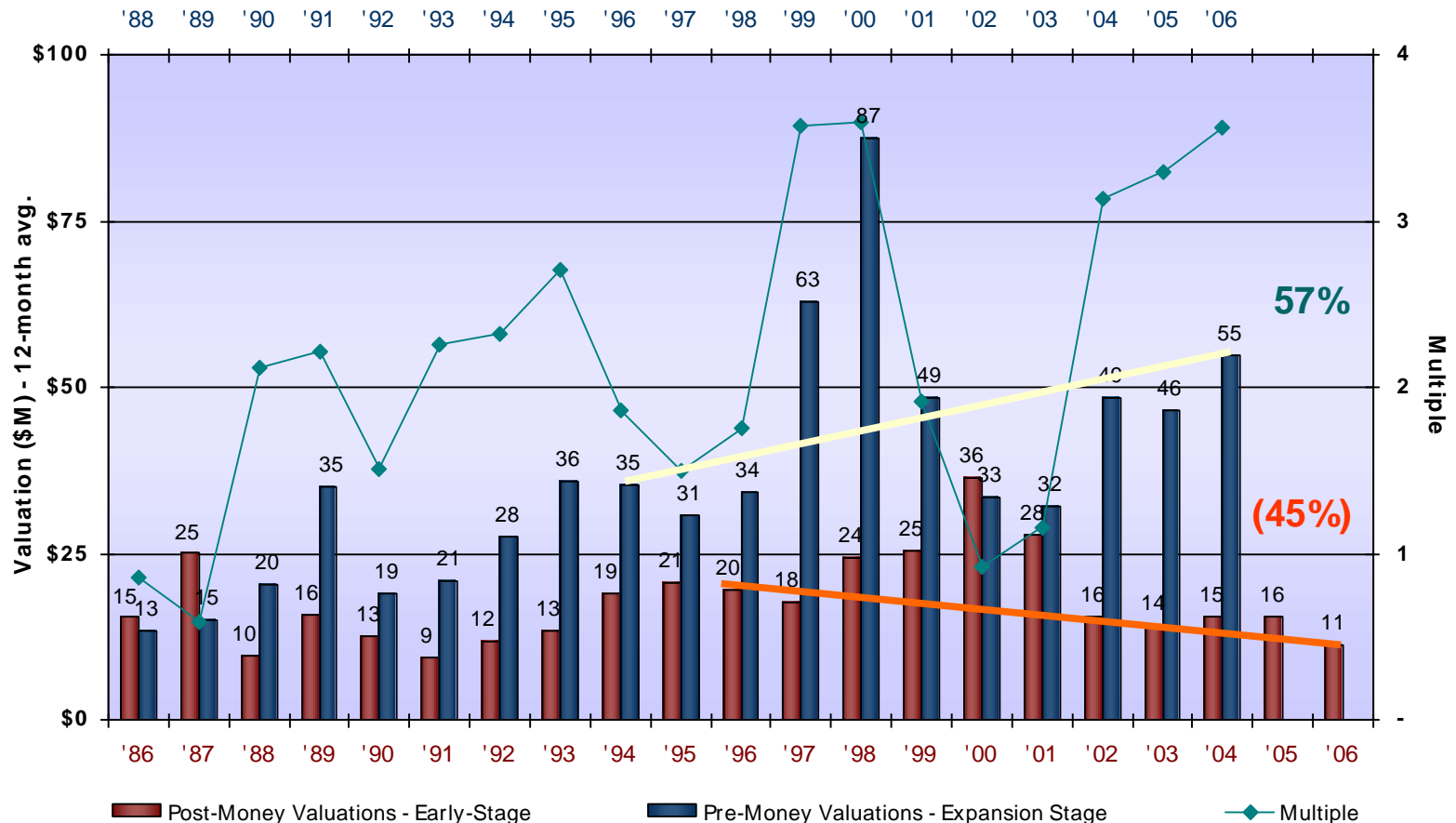
- Pre
 - Intrepid team + unmet billion dollar need
- Post
 - Team building
 - Strategic and tactical guidance
 - Executive assessment, training and mentoring
 - New talent
 - Disciplined budgeting/milestone process
 - Market driven feedback
 - Access to beta customers and later-stage financing
- Exit
 - Ever-changing competitive landscape
 - Access to partners and potential acquirers

Later Stage Valuations Increasing

Early Stage Valuations Decreasing

Company Valuations

Post-Money Early-Stage vs. Pre-Money Expansion Stage (2 yr shift)



Micro-Investing \$10-50,000

- New Opportunity
 - Internet opportunity, reach, and infrastructure
 - Rapid and high ROI
- Y Combinator, 2005 Cambridge, Mountain View
- Y Europe, 2007 Vienna
- SeedCamp, 2007 London
- HitForge, 2007 San Francisco
- QuickStart Charles River Ventures, 2006 Boston
- Innovation Works AlphaLab, 2008 Pittsburgh
- Summer@Highland Capital, 2007 Boston
- First Round Capital, 2007 Philadelphia
- LaunchBox, 2008 DC

Conclusion

- Timely opportunity for superior returns
- Experienced team
- \$50,000,000 Fund
 - \$250,000 Individuals
 - \$1,000,000 Institutions
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