

David Griest

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For David Griest | Thursday, June 14, 2007

- **Two VCs Go Hollywood With Investment In IndieVest**
- **PreferredTime, Enuclia Shut Down After Failed Fund-Raisings**

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The Daily Wrap

Wall Street got a little greener yesterday as clean technology companies from across the country gathered in New York to talk about the opportunity they - and the cleantech sector - hold for willing investors.

Presenting companies at the SJF Ventures' Cleantech Companies in Mainstream Markets: Third Annual CEO Panel on Innovative Strategies event ran the gamut from online ride-sharing services and organic grocers to solar financiers and carbon offset project developers.

For some, like groSolar Inc., a solar technology distributor and installer, and NativeEnergy LLC, a carbon-offset project developer, it was a chance to meet with potential investors.

GroSolar is looking for approximately \$7.5 million in Series B funding to expand its business nationally, Chief Executive Jeffrey Wolfe told the room full of investors and industry experts. The company helps individuals and businesses deploy solar power by offering financing plans and providing a one-stop shop for hardware and installation services.

Meanwhile, NativeEnergy is currently raising a new round to build on its success as the carbon-offset project financier for uber-green companies like Ben & Jerry's Homemade Holdings Inc. and Jeff Skoll's Participant Productions film production company -- producer of socially conscious cinema like Vice President Al Gore's documentary "An Inconvenient Truth" - according to Chief Executive Tom Boucher. The company collects money from individuals and businesses to offset the carbon emissions they produce by investing in clean-energy projects on Native American reservations.

At the other end of the spectrum, information technology recycling services firm Intechra Holding Corp., which recently closed a \$30 million Series C round of financing, is looking to consolidate its position as a leader in the IT asset disposition market. The company is poised to close on acquisitions which will add logistics capabilities to its array of technology recycling and re-purposing facilities, according to Chief Executive Chip Slack.

Recently financed Small Potatoes Urban Delivery Inc. is also on the acquisition path. The Vancouver company, which provides online grocery shopping for home delivery of fresh produce and organic foods, has

raised \$2.8 million from undisclosed angel investors to expand its online organic food delivery service beyond the Pacific Northwest. The company has targets in both Northern and Southern California for its latest expansion drive, according to Chief Executive David Van Seters.



Deals & Dollars

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Portable systems | Sunnyvale, Calif.

Aventail Investors To Exit After 11 Years And \$110M

Eleven years after first taking in venture capital, Aventail Corp., a provider of remote access appliances for large enterprises, has a greed to sell to SonicWall Inc. for \$25 million in cash. »»»

<http://www.sonicwall.com>
<http://www.aventail.com>

Chennai, India

NEA Invests In Indian Outsourcing Co. ISGN Tech

As part of its plan to expand its portfolio of Indian companies, New Enterprise Associates has led a \$25 million investment round for ISGN Technologies Ltd., a provider of software and outsourcing services for the mortgage industry. »»»

<http://www.isgn.com>

Wireless networking equipment | Acton, Mass.

Tatara Raises \$8M In Series D, Loses CEO

On the hunt for a new chief executive, Tatara Systems Inc., a venture-backed provider of mobile software platforms for workers on-the-go, has raised an additional \$8 million in Series D financing. »»»

<http://www.tatarasystems.com>

Palo Alto, Calif.

Lithography Tech Co. Luminescent Scores \$9M

Luminescent Technologies Inc., a provider of lithography-enhancement products to the semiconductor industry, has raised \$9 million in new funding. »»»

<http://www.luminescent.com>

Norfolk, Va.

Centric CRM Nabs Funding From Intel Capital

Centric CRM Inc., a developer of open-source customer relationship management technology, has received an undisclosed amount of Series A financing from Intel Capital, the venture capital arm of Intel Corp. »»»

<http://www.CentricCRM.com>

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