



# CEO SUMMIT 2016

February 23-25, 2016  
San Jose, CA



[www.iqt.org](http://www.iqt.org)

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## Welcome

On behalf of all of us at In-Q-Tel, welcome to our 14th annual CEO Summit. Each year, this event brings together significant players in IQT's strategic investment process, and enables Washington and Silicon Valley to engage in an open dialogue on topics relevant to our National Security interests.

As the IQT portfolio continues to grow, we are pleased to showcase a variety of new and veteran portfolio companies at this year's Summit. The presentations from portfolio company leadership and their technology demonstrations represent the wide range of IQT's engagements. Diverse areas as analytics, infrastructure and security, cyber, and the hard sciences are all represented at this year's Summit. We are also excited to welcome an array of featured speakers to provide insights on the intersection of technology and national security, as well as disruptive technologies on the horizon.

We thank you for joining us and hope that you enjoy the speakers, technology demonstrations, and networking opportunities throughout the event. If you are new to the IQT experience, we encourage you to seek out IQT staff with any questions. IQT staff members can be identified by their red name badges.

Please let us know if we can do anything to help improve your CEO Summit experience.

**Christopher Darby**

President and CEO, IQT



## Mission

In-Q-Tel (IQT) is the independent, strategic investor for the Central Intelligence Agency and the broader U.S. Intelligence Community. Founded in 1999, IQT is the trusted partner that connects government, startups, and the Venture Capital community to accelerate innovation to further the IC mission.

IQT identifies technology solutions that provide mission-critical capabilities to the IC. We achieve this by identifying and adapting emerging and innovative technologies that are dual-use. This means that the technologies in which IQT invests have high mission impact and demonstrate commercial opportunity.

Our investments often leverage significant co-funding from VCs, which helps develop sustainable commercial companies that support IC needs over the long term. In fact, every \$1 invested by IQT leverages approximately \$15 of venture investment.

## Technology Focus Areas

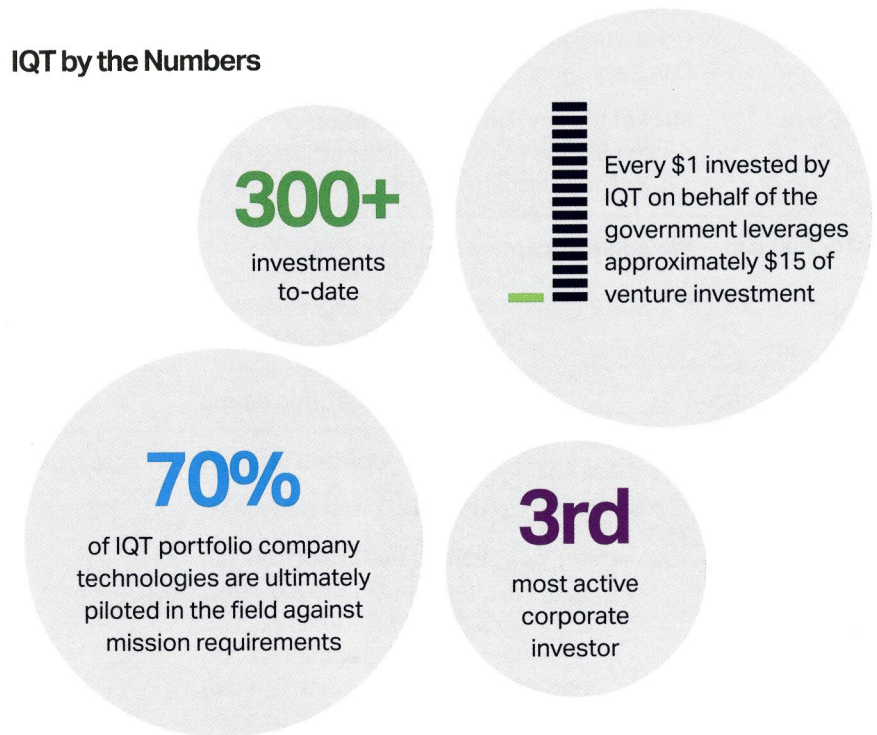
Today, IQT focuses its work in four technology areas:

- 
**Advanced Analytics** finds technologies that facilitate information discovery, detect trends and patterns, uncover relationships, and contextualize global events.
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**Field Deployable Technologies** explores hands-on tools such as sensors, robotics, power sources, and more.
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**Infrastructure & Security** addresses cybersecurity threats and the increased demand for computing resources.
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**Mobility** identifies technologies that access data securely across commercial networks, secure endpoint devices, rapidly deploy mobile networks, and enable collaboration.

## Strategic Investment Process



## IQT by the Numbers



## Tuesday, February 23

<b>12:00-7:00 p.m.</b>	<b>Tech Expo</b>	Imperial Ballroom
<b>3:00-5:00 p.m.</b>	<b>Intro to IQT (Optional)</b>	Regency Ballroom
<b>3:00 p.m.</b>	<b>IQT 101</b> Christopher Darby, President and CEO, IQT	
<b>3:25 p.m.</b>	<b>Venture Capital 101</b> Steve Bowsher, Managing General Partner and EVP, IQT	
<b>3:55 p.m.</b>	<b>Market Survey: Dynamic Network Defense</b> Julian Mann, Principal, Investments, IQT Justin Wilder, Member of the Technical Staff, IQT	
<b>4:20 p.m.</b>	<b>Market Survey: Deep Learning</b> Sriram Chandrasekar, Vice President, Lab41 Charlie Greenbacker, Member of the Technical Staff, IQT Dan Gwak, Principal, Investments, IQT	
<b>4:45 p.m.</b>	<b>Market Survey: Data Visualization</b> Andrea Brennen, Visualization Specialist, IQT T.J. Rylander, Managing Partner, Investments, IQT	
<b>5:15-7:00 p.m.</b>	<b>Welcome Reception and Tech Expo</b>	Imperial Ballroom

## Wednesday, February 24

<b>6:30 a.m.</b>	<b>Breakfast</b>	Market Street Foyer
<b>8:15 a.m.</b>	<b>General Session</b> Steve Bowsher, Managing General Partner and EVP, IQT Christopher Darby, President and CEO, IQT Fireside Chat: Christopher Darby and CIA Executive James B. Comey, Director, FBI	Regency Ballroom
<b>10:20 a.m.</b>	<b>Coffee Break</b>	
<b>10:35 a.m.</b>	<b>General Session</b> <b>IQT Portfolio Capabilities</b> James Crawford, CEO, Orbital Insight Phil Harris, CEO, Geofeedia Ion Stoica, CEO, Databricks Michael Ellenbogen, CEO, Evolv Technology Hugh Njemanze, CEO, ThreatStream Brendan Richardson, CEO, PsiKick John Andrews, CEO, Celect Carol Politi, CEO, TRX Systems Dave Riker, CEO, BlueLine Grid Stuart McClure, CEO, Cylance	Regency Ballroom
<b>12:00 p.m.</b>	<b>Lunch and Tech Expo</b>	Imperial Ballroom
<b>2:30 p.m.</b>	<b>General Session</b> Mark Verstegen, Founder and President, EXOS <b>IQT Portfolio Capabilities</b> Dale Quayle, CEO, Interset Eric Almgren, CEO, Keyssa Daniela Perdomo, CEO, goTenna Robert Thomas, CEO, CloudPassage Manish Lachwani, CEO, HeadSpin Dr. J. Craig Venter, J. Craig Venter Institute	Regency Ballroom
<b>5:00-7:00 p.m.</b>	<b>Reception and Tech Expo</b>	Imperial Ballroom

## Thursday, February 25

**7:00 a.m. Breakfast** Market Street Foyer

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**8:45 a.m. General Session** Regency Ballroom

Robert O. Work, Deputy Secretary of Defense

Robert Cardillo, Director, NGA

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**10:20 a.m. Coffee Break**

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**10:40 a.m. General Session** Regency Ballroom

**IQT Portfolio Capabilities**

Pat Butler, CEO, PATHAR

Naveen Rao, CEO, Nervana Systems

Peter Beck, CEO, Rocket Lab

Michael Monaghan, CEO, Beartooth Radio

Jesse Robbins, CEO, Orion Labs

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**11:30 a.m. Lunch and Tech Expo** Imperial Ballroom

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**1:00 p.m. General Session** Regency Ballroom

**IQT Portfolio Capabilities**

Russ Lebovitz, CEO, Skincential Sciences

Tal Sholklapper, CEO, Voltaiq

Dennis Groseclose, CEO, TransVoyant

Jason Andrews, CEO, Spaceflight Industries

Ben Charnota, CEO, BlackBag Technologies

Nick Elprin, CEO, Domino Data Lab

Daniel Nadler, CEO, Kensho

Sean Gorman, CEO, Timbr.io

Travis Oliphant, CEO, Continuum Analytics

Peter Li, CEO, Atlas Wearables

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**3:05 p.m. Afternoon Break**

**3:20 p.m. General Session** Regency Ballroom

**IQT Portfolio Capabilities**

Steve Kropper, VP of Development, Parallel Wireless

Ben Golub, CEO, Docker

Benjamin Hindman, Founder and Chief Architect, Mesosphere

Nazim Kareemi, CEO, Aquifi

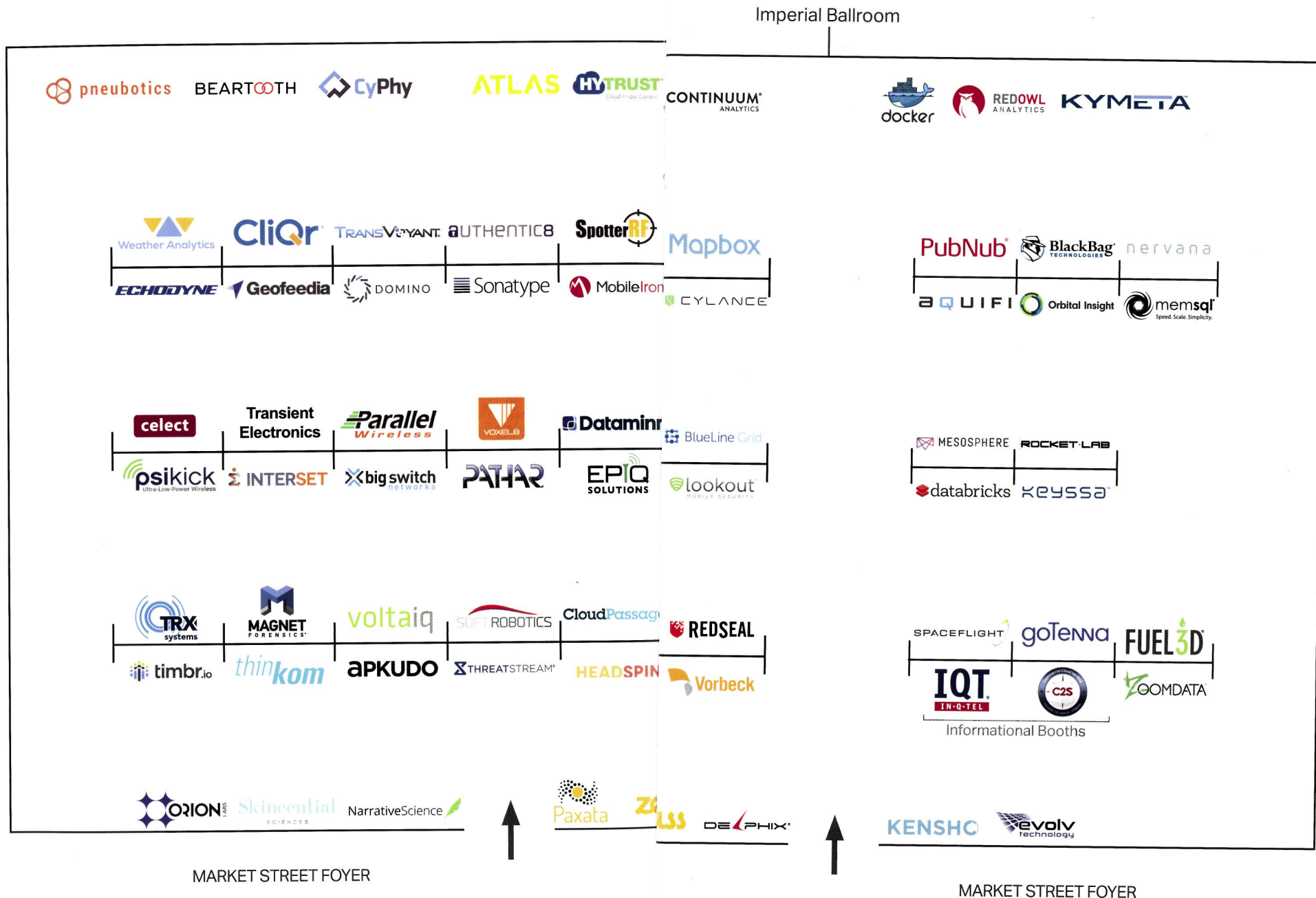
John Maeda, Design Partner, Kleiner Perkins Caufield & Byers

Steve Bowsher, Managing General Partner and EVP, IQT

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**5:00-6:30 p.m. Reception and Tech Expo** Imperial Ballroom

# TECH EXPO MAP



**APKUDO** Mobile device analysis innovation

**aQUIFI** 3D vision software solutions

**ATLAS** Motion recognition engine for wearable devices

**aUTHENTIC8** Secure, cloud-based browser connectivity

**BEARTOOTH** Decentralized mobile network

**big switch networks** Bare metal SDN fabric provider for cloud-scale deployments

**BlackBag TECHNOLOGIES** Digital forensics software and training solutions

**BlueLine Grid** Mobile command as a service

**celect** Big data prediction platform

**CliQr** Hybrid cloud management platform

**CloudPassage** On-demand, automated infrastructure security

**CONTINUUM ANALYTICS** High-performance, Python-based computing and data visualization

**CYLANCE** Endpoint protection through artificial intelligence

**CyPhy** Rugged and reliable aerial robotics

**databricks** Cloud-hosted big data analytics and processing platform

**Dataminr** Situational awareness and analysis at the speed of social media

**DELPHIX** Transforming the economics of data and application management

**docker** Open platform to build, ship, and run distributed applications

**DOMINO** Analytical hub for the enterprise

**ECHODYNE** Next-generation electronically scanning radar systems

**EPIQ SOLUTIONS** Software-defined radio platforms and applications

**evolv technology** Configurable flat panel millimeter-wave screening solution

**FUEL3D** Advanced and rapid 3D scanning technology

**Geofeedia** Location-based social media monitoring platform

**goTenna** Alternate network for off-grid smartphone communications

**HEADSPIN** Network-focused approach to improving mobile application performance

**HYTRUST** Secure virtualization and cloud infrastructure

**INTERSET** Inside threat detection using analytics, machine learning, and big data

**KENSHO** User friendly, real-time statistical computing and scalable analytics

**KEYSSA**™ Fast, simple, and secure contactless data transfer

**KYMETA** Antenna technology for broadband satellite communications

**lookout** MOBILE SECURITY Cloud-based mobile cybersecurity

**MAGNET** FORENSICS Data recovery of Internet communications

**Mapbox** Design and publish visual, data-rich maps

**memsql** Speed. Scale. Simplicity. Real-time and historical big data analytics database

**MESOSPHERE** Next-generation scale, efficiency, and automation in a physical or cloud-based data center

**MobileIron** Security and management for mobile apps, documents, and devices

**NarrativeScience** Automating the Art of Narrative Science Automated narrative generation platform

**nervana** Next-generation machine learning platform

**Orbital Insight** Satellite imagery processing and data science at scale

**ORION** LABS Wearable device and real-time voice communications platform


**Parallel Wireless** LTE radio access nodes and software stack for small cell deployment


**PATHEA** Channel-specific social media analytics platform


**Paxata** Adaptive Data Preparation™ platform built for scale




 **pneubotics** Mobile material handling solutions to automate tasks


 **psikick** Ultra-Low-Power Wireless Redefined ultra-low power wireless sensor solutions

 **PubNub** Build and scale real-time apps

 **REDOWL ANALYTICS** Human capital analytics in the digital era


 **REDSEAL** Continuous monitoring solutions for network security


 **ROCKET LAB** Launch provider for small satellites


 **Skinceutical SCIENCES** Novel materials for biological sample collection

 **SOFT ROBOTICS** Soft robotics actuators and systems


 **Sonatype** Software supply chain automation and security


 **SPACEFLIGHT** Small satellite launch, network, and imagery provider

 **SpotterRF** Micro surveillance radar technology


 **ThinKom** Intelligent wireless broadband solutions


 **THREATSTREAM** Leading enterprise-class threat intelligence platform

 **timbr.io** Accessible code-driven analysis platform

 **Transient Electronics** Dissolvable semiconductor technology

 **TRANSVANT** Live predictive intelligence platform

 **TRX systems** 3D indoor location and mapping solutions


 **voltaiq** SaaS platform for advanced battery analysis

 **Vorbeck** Breakthrough graphene-enabled products

 **VOXEL3D** Multi-material 3D printing of customized electronics

 **Weather Analytics** Precise global weather intelligence

 **ZEISS** Digital communication analytics

 **ZOOMDATA** Big data exploration, visualization, and analytics platform

# FEATURED SPEAKERS



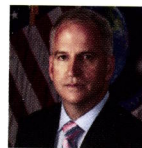
**Robert O. Work**  
**Deputy Secretary of Defense**

Robert O. Work was confirmed as the 32nd Deputy Secretary of Defense on April 30, 2014. Work most recently served as CEO of the Center for a New American Security (CNAS). From 2009 to 2013, Work served as the Undersecretary of the Navy. In 2008, Work served on President-elect Barack Obama's Department of Defense Transition Team as leader of the Department of the Navy issues team. In 2002, Work joined the Center for Strategic and Budgetary Assessments (CSBA), first as the Senior Fellow for Maritime Affairs, and later as the Vice President for Strategic Studies. Work was a distinguished graduate of the Naval Reserve Officers Training Course at the University of Illinois, and was commissioned a second lieutenant in the U.S. Marine Corps in August 1974. During his 27-year military career, he held a wide range of command, leadership, and management positions. Work earned a B.S. in Biology from the University of Illinois; an M.S. in Systems Management from the University of Southern California; an M.S. in Space System Operations from the Naval Postgraduate School; and a Master's in International Public Policy from the Johns Hopkins School of Advanced International Studies



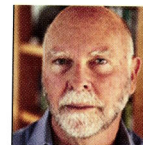
**James B. Comey**  
**Director, Federal Bureau of Investigation**

James B. Comey was sworn in as the seventh Director of the FBI on September 4, 2013. A Yonkers, New York native, Comey graduated from the College of William & Mary and the University of Chicago Law School. Following law school, Comey served as an assistant U.S. attorney for both the Southern District of New York and the Eastern District of Virginia. Comey returned to New York to become the U.S. attorney for the Southern District of New York. In 2003, he became the Deputy Attorney General at the Department of Justice (DOJ). Comey left DOJ in 2005 to serve as General Counsel and Senior Vice President at defense contractor Lockheed Martin. Five years later, he joined Bridgewater Associates, a Connecticut-based investment fund, as its General Counsel.



**Robert Cardillo**  
**Director, National Geospatial-Intelligence Agency**

Robert Cardillo became the sixth Director of the National Geospatial-Intelligence Agency on October 3, 2014. Prior to leading NGA, Cardillo served as the first Deputy Director of National Intelligence for Intelligence Integration. Cardillo began his career as an imagery analyst with the Defense Intelligence Agency in 1983. From 2002 to 2006, he led NGA's Analysis and Production as well as Source Operations and Management. His leadership assignments at NGA also included Congressional Affairs, Public Affairs, and Corporate Relations.



**J. Craig Venter, Ph.D.**  
**Founder and CEO, J. Craig Venter Institute**

J. Craig Venter, Ph.D., is regarded as one of the leading scientists of the 21st century for his numerous invaluable contributions to genomic research. In 2013, he co-founded Human Longevity, Inc. (HLI), the genomics-based, technology-driven company creating the world's largest and most comprehensive database of whole genome, phenotype, and clinical data designed to enable pharmaceutical companies, insurers, and healthcare providers to impact and improve health. HLI is developing and applying large-scale computing and machine learning to make novel discoveries to revolutionize the practice of medicine. In addition to HLI, Dr. Venter is also Founder, Chairman, and CEO of the J. Craig Venter Institute (JCVI), a not-for-profit, genomics-focused research organization with approximately 250 scientists and staff, and is Co-Founder, Executive Chairman, and Co-Chief Scientist of Synthetic Genomics Inc., a privately held company dedicated to commercializing genomic-driven solutions to address global needs such as new sources of energy, new food and nutritional products, and next-generation vaccines.



**John Maeda**

**Design Partner, Kleiner Perkins Caufield & Byers**

John Maeda is an American executive spearheading a new convergence across the design and technology industries. He currently advises dozens of technology businesses as a partner at Kleiner Perkins Caufield & Byers — a world-leading venture capital firm in Silicon Valley. An internationally recognized speaker and author, Maeda's books include *The Laws of Simplicity*, *Creative Code*, and *Redesigning Leadership*. Maeda holds degrees in Electrical Engineering and Computer Science from MIT, an M.B.A. from Arizona State University, and a Ph.D. from University of Tsukuba in Japan.



**Mark Verstegen**

**President and Founder, EXOS**

Mark Verstegen, Founder and President of EXOS (formerly Athletes' Performance and Core Performance) is recognized as one of the world's most innovative human performance experts. Verstegen pioneered the concept of integrated performance training and has brought that system to the world's top athletes, teams, and sports organizations; the United States military; and leading companies. Verstegen and EXOS consult on product and program inspiration, development, and testing, as well as consumer marketing. Verstegen serves as the director of performance for the NFL Players Association, where he focuses on player safety and welfare. Verstegen is the author of six books, including *Every Day Is Game Day* and *Core Performance*, which popularized integrated performance training.



**Eric Almgren, CEO, Keyssa**

As co-founder of Silicon Image, Eric Almgren helped establish the HDMI standard, which has shipped more than 4 billion units. He was also co-founder and CEO at Mixman Technologies, a company making it simple to create and perform digital music. Eric previously worked at LSI Logic in sales and marketing, supporting large ASIC customers. He began his career at Hewlett-Packard, where he designed high-speed signal circuits for microprocessors.



**Jason Andrews, CEO, Spaceflight Industries**

Jason Andrews is the CEO of Spaceflight Industries, a next-generation space company transforming how satellites are built, launched, and operated. Andrews co-founded Spaceflight's progenitor, Andrews Space, in 1999, recognizing the tremendous opportunity to be a catalyst in the commercialization, exploration, and development of space. Today, through its wholly-owned subsidiaries Spaceflight and BlackSky, the company offers a full spectrum of products and services, including affordable, high-performance commercial satellite components and spacecraft, rideshare launch services, a communications network for spacecraft, and satellite imaging as a service.



**John Andrews, CEO, Celect**

John Andrews has spent the last two decades helping retailers, distributors, and brands optimize their omni-channel strategies and operations. Prior to Celect, John was VP of Product Management and Strategy for Oracle Commerce, coming to Oracle via the acquisition of Endeca, where John was VP of Marketing and Product Management. John started his career within Deloitte Consulting's Strategy and Operations practice. John holds a B.A. in Economics and Computer Science from Boston College and received his master's degree from the Harvard Business School.