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COOPERATIONS

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Benchmark Background

Mission: Help Great Entrepreneurs Build Major Enterprises

Focus: eCommerce & Infrastructure

Notable
Successes: Ariba, Cacheflow, Critical Path, eBay,
Equinix, Juniper Kana, NorthPoint,
Turnstone

What Sets Us Apart?

Equal Partnership

Service Philosophy

What Do We Look For?

Vision

New But Potentially Very Large Market

Fundamental Advantage

Interesting Trends

Disaggregation

Wireless Infrastructure

Relieving Bottlenecks

How Do We Add Value?

Recruiting

Corporate Partnering

Perspective/ Strategic Advice

Case Study: Equinix

Backed 2 Founders of Palo Alto Internet Exchange

Changed Beneficiaries of Neutrality

Recruited Entire Management Team

Helped Find Corporate Partners: AOL, Bechtel, Dell, News Corp., Microsoft

Raised \$800 Million in the last 12 Months

Financial Market Status

Private Company Financing Market:

Service Providers: Still Robust But
More Discerning

Optical Equipment: White Hot

Public Company Financing Market:

I'll Defer to Chris

Conclusion

There's Never Been a Better Time to Start a
Service Provider