TODD C. ORTBERG

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ortberg@stanzallc.com

Expert in venture capital finance, private equity, and mergers and acquisitions. Experienced university teacher and Venture Center advisor and board member.

- o Professor in Entrepreneurial Finance/Venture Capital
- Venture capitalist in 20+ technology companies, closing 100+ equity, debt, and convertible financing deals to guide and support companies from startup to IPO/sale exits.
- Adjunct university faculty, taught business strategy. Top teacher rating by students.
- o University Venture Center Advisor and teacher, launching 200+ startups since 2006.
- Executive at portfolio company funded from startup to going public on NYSE with 358% gain. Post IPO, designed financings and led all mergers, acquisitions, and divestures.
- CEO of venture backed startup that was successfully sold to Dell.

PROFESSIONAL AND TEACHING EXPERIENCE

Professor of Practice- Iowa State University Ames, IA

2023-present

Owner- Fermata Limited Liability Company- Music and Theater Productions

• Owner, Performer, Composer and Producer of theater productions and musical tribute shows, as well as original music as T.C. Ortberg.

Stanza LLC Consulting Minneapolis, MN 2022-present

Consultant to a Venture Capital/Private Equity Partnership program I originated at Calix,
 raising \$3B in financings for customer companies. Teach executives private capital financing.

Senior Vice President, Calix, Inc.

San Jose, California 2009 - 2022

- Reporting to the CEO, led corporate strategic developments for this \$4B public company,
 a former venture portfolio investment where I joined the executive team.
- o Took company public on the NYSE and grew market capitalization by 358% since IPO.
- Role included designing financial deal structures, deal execution, and integration for numerous corporate venture capital investments, mergers, acquisitions and divestitures.

 Created and led private capital financing partnership program, steering \$3B in private capital investments to date directly into the customer base.

CEO, Venture Investor, Chairman, Alvarri, Inc.

Minneapolis, MN

2008-2013

- o CEO and investor in University of Minnesota based software technology startup.
- o Leveraged University of Minnesota faculty and students to build technology and team.
- o BakBone (now DELL) acquired the company quickly and still use the technology today.

CEO-in-Residence, University of MN Venture Center Minneapolis, MN. 2008-2009 **Advisory Board Member, University of MN Venture Center** 2008- present

- Consulted and taught at the University of MN Venture Center, set up to leverage
 University technology. Worked with entrepreneurs and faculty on startup creation and portfolio management, launching 200+ startup companies since 2006, raising \$1.8B.
- o Remain as member of the Venture Center Advisory Board.

Venture Capitalist, Coral Ventures, and President. Minnesota VC Association

Minneapolis, MN 2001-2008 Minneapolis, MN 2006

- o Partner in technology focused venture capital firm with \$280M under management.
- o Concurrently served as President of MN Venture Capital Association.
- o Invested in 20+ companies in technology, with personal IRR of 32%. Details in Addendum.

Vice President, General Manager, ADC

1995-2001

Ran \$100M Cable Access Division, a 250-person team creating cable access systems.

Adjunct Faculty, Upper Iowa University.

1993-1995

- In academic-industry partnership with Rockwell Collins position, designed and taught Business Strategy courses in the undergraduate business program.
- Coursework focused on using Michael Porter's Value Chain analysis and other similar methods for creating sound strategic plans with valuation enhancement.
- Awarded the highest rated teacher by the students of the program.
- o Worked in satellite campus setting, teaching a diverse set of student ages and life stages.

EDUCATION

The University of Iowa, Tippie College of Business Master's Degree, Business Administration Iowa State University Bachelor of Science, Engineering Science (now Aerospace Engineering)

ADDENDUM- VENTURE CAPITAL BOARD OF DIRECTOR ROLES

- Board member and/or observer roles on numerous companies, typically following a venture capital investment, including:
 - University of Minnesota Venture Center Advisory Board
 - Go2Call (VoIP technology)- acquired by Unica
 - Optical Solutions (Fiber Optics Access systems)- acquired by Calix, IPO as CALX
 - Flexlight Networks (Fiber Optics Access systems and chips)- acquired by Broadlight
 - ➤ Elity Systems (Data Intelligence software)- acquired by Unica
 - Infinera (Optical Transport systems)- IPO as INFN
 - Integral Access (IP networking systems)- acquired by BTI
 - Picolight (Optic devices)- sold to JDSU-
 - Bluesoft/Aeroscout (Wifi chips)- sold to Cisco
 - Alvarri- (Network virtualization software)- Sold to BakBone/DELL
 - Firetide (WiFi mesh systems)- acquired by UNICOM
 - Force10 Networks (Network switches)- acquired by DELL
 - Aeponyx- (Silicon photonics devices)