

**WE'RE TENAYA CAPITAL**, a leading venture capital firm that invests in early growth venture-backed technology companies. Our firm is managed by a cohesive group of partners that have worked together for over a decade. We are an equal partnership, and we work as a team to evaluate investments and support our portfolio companies



*We back high-growth technology companies that have commercialized a product and are seeking expansion capital. Below is just a small sampling of our work:*

ENTERPRISE APPLICATIONS	CONSUMER APPLICATIONS	ENTERPRISE INFRASTRUCTURE	COMMUNICATIONS INFRASTRUCTURE	ELECTRONICS

## At a Glance

**OUR FOCUS:** Technology

**INVESTMENT STAGE:** Series B or later

**INITIAL INVESTMENT SIZE:** \$5 – 10 million

**OUR TYPICAL ROLE:** Lead Investor

**OUR OFFICES:** Portola Valley, CA and Wellesley, MA

**MANAGEMENT TEAM SIZE:** Six

**FOUNDED IN:** 1995 (became independent in 2009)



**WE BELIEVE IN COLLABORATION**, both with our entrepreneurial management teams and co-investors. Our dynamic, dedicated and close-knit team plays an active role in the management of our portfolio companies, combining our strengths with those of our partners to deliver superior business results. Why should you choose Tenaya?

#### **PARTNERSHIP**

We believe in long-term partnerships. By working closely with entrepreneurs and co-investors to attract great talent, enhance operations and maximize value, Tenaya has built a strong reputation in the venture capital ecosystem as a preferred partner.

#### **EXPERIENCE**

Our wide range of experience across the technology landscape gives us a unique perspective into adding value as strategic advisors, board members and advocates for our companies.

#### **ACTIVE MANAGEMENT**

We assist our portfolio companies by serving on the board as a director or an observer. Our goal is to build long-term partnerships with our entrepreneurs and co-investors, and we seek to demonstrate consistent, rational decision-making with respect to operational issues and exit strategies.

#### **COHESIVE TEAM**

Our investment team has worked together for over ten years. During this time, we have built a cohesive, stable team and a culture based on integrity, respect, judgment, tenacity and commitment.



*A proven partnership with the experience to execute and commitment to grow exceptional companies*

## **Our Management Team**

**TOM BANAHAN**  
Managing Director  
Portola Valley, CA

**BEN BOYER**  
Managing Director  
Portola Valley, CA

**STEWART GOLLMER**  
Managing Director  
Portola Valley, CA

**BRIAN MELTON**  
Managing Director  
Portola Valley, CA

**BRIAN PAUL**  
Managing Director  
Wellesley, MA

**DAVE MARKLAND**  
CFO & Administrative Partner  
Portola Valley, CA

## **Our Offices**

**SAN FRANCISCO BAY AREA**  
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**BOSTON AREA**  
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Wellesley, MA 02482  
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