

QUESTMARK PARTNERS

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QuestMark Partners Closes on \$300M Third Venture Capital Fund

Baltimore, MD -- QuestMark Partners, a leading expansion stage venture capital firm, has closed on \$300 million for QuestMark III. Returning investors from QuestMark's first two funds and several new investors participated. The Fund was oversubscribed, yet adhered to its \$300 million cap.

“QuestMark was fortunate to have the continued strong support from our Limited Partners as we launched QuestMark III. Some of the new investors actually came through introductions from our existing LPs. Their commitments have resulted in a minimal fund marketing effort and allowed us to maintain our focus on investing and assisting our portfolio companies,” relayed Founder and Managing General Partner Ben Schapiro.

The third fund follows a 2003 vintage fund of \$233 million and an inaugural \$222 million fund raised in 1999. QuestMark's Limited Partners include domestic and foreign foundations, university endowments, eleemosynary organizations, financial institutions, and high net worth individuals.

QuestMark invests nationally in market-leading, revenue-stage companies across a range of industries, with emphasis on information technology and healthcare. QuestMark targets an initial investment of \$10 million, with a range of \$5-15 million and the capacity to invest higher amounts. QuestMark has led most of the 34 portfolio company investments completed to date, and has taken an active role in assisting the companies manage rapid growth and success. Examples include Align Technology, Inc. (Nasdaq: ALGN), Aspect Medical Systems, Inc. (Nasdaq: ASPM), DataSage, Inc. (acquired by Vignette Corporation), eHealth, Inc. (Nasdaq: EHTH), GeneOhm Sciences, Inc. (acquired by Becton, Dickinson and Company), MessageOne, Inc., SpeechWorks, Inc. (Nasdaq: SPWX, acquired by Nuance Communications, Inc.), and Vurv Technology, Inc.

The QuestMark team encompasses deep experience in investment banking, management consulting, and operations. The investment professionals for QuestMark Partners III include Ben Schapiro, Tim Krongard, Tom Hitchner, Michael Leidesdorff and Mike Ward as well as partners at The Invus Group in New York, who make a significant contribution to the investment process.

“We are proud of the track record we've established as active, helpful, value-generating investors said General Partner Tim Krongard. We are excited about continuing our expansion-stage strategy in QuestMark Partners III and continued success.”

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