

Venture Capital Funding Quarterly

Telecom • Wireless Mobile • Communications

4th Quarter, 2011 – United States

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Summary

Telecommunications, Wireless, Mobile and Communications technology startups raised \$326 million during 4Q 2011, a decrease of 64% vs. the previous quarter. 71 companies received funding, a decrease of 11% quarter over quarter.

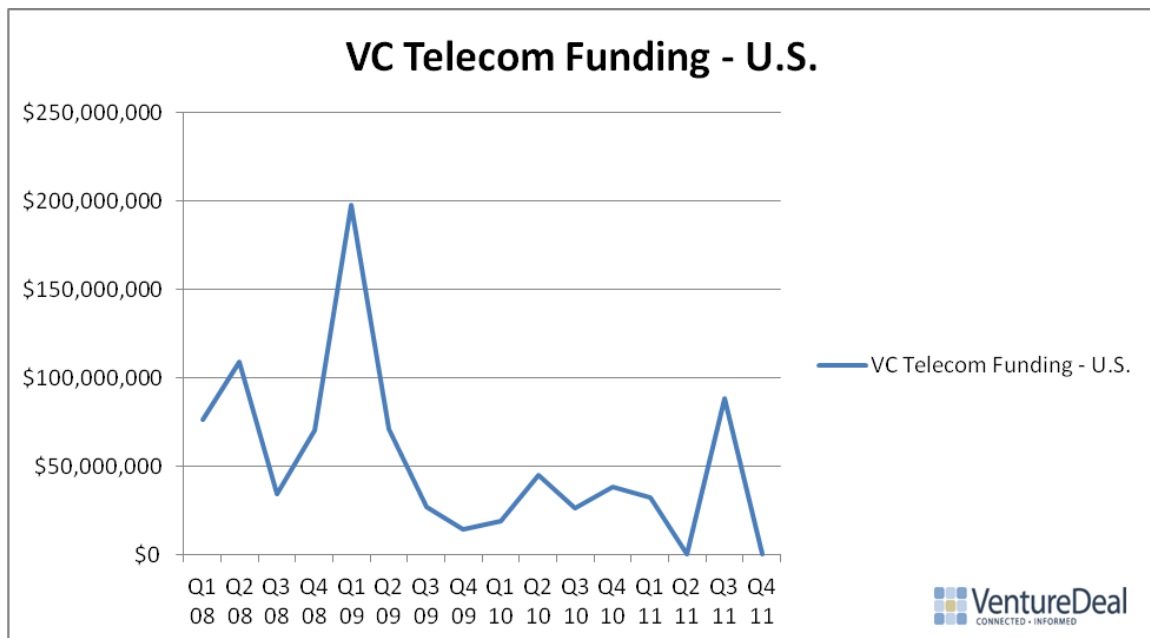
All four sectors posted decreased quarterly funding results - with Telecom & Wireless activity dropping off a cliff. The Mobile sector showed the only increase during the quarter - in the number of companies funded.

Funding Activity

Telecom

The Telecom sector reversed its previous quarterly growth of funding, with one company receiving \$100,000, a tremendous drop in activity back to Q2 2011 levels.

Chart 1 - Telecom Funding



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[Ringobon](#) raised \$100,000 in an unpublished round from the CIT GAP Fund. The company has created a "CRM friendly Virtual PBX that helps smaller companies improve the quality of their customer interactions." The system collects, manages and presents in real-time relevant information about the person calling.

Wireless

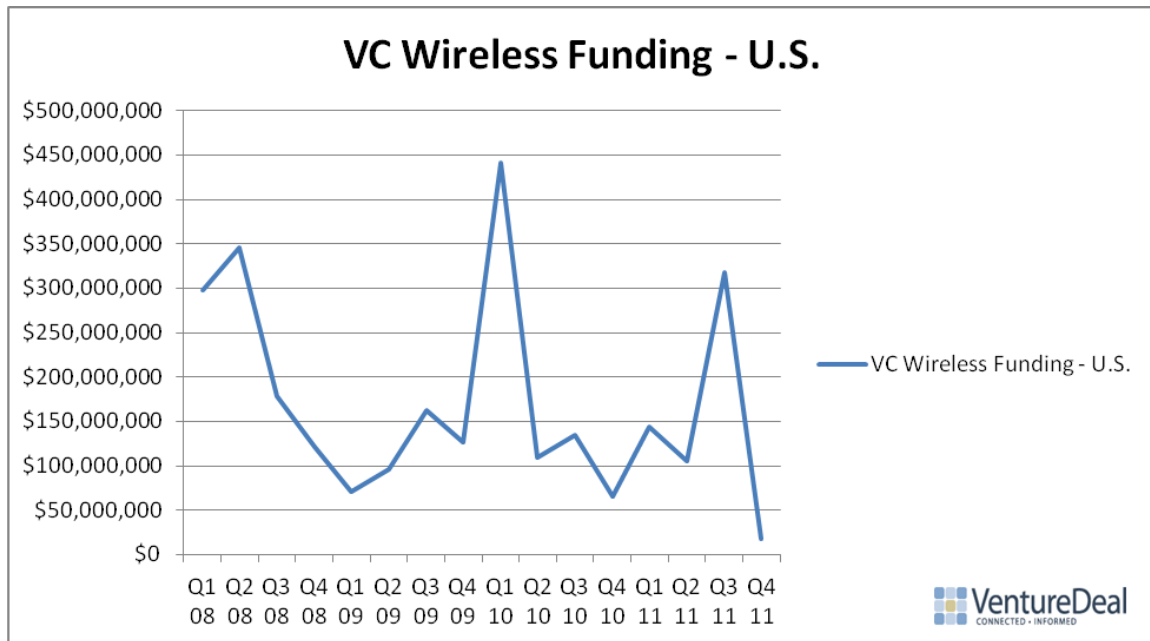
9 Wireless technology companies raised \$18 million during the quarter, a decrease of 94% in dollar volume and a decrease of 36% in the number of companies receiving funding versus the previous quarter. Financing rounds were evenly distributed in the range of \$2 million - \$3 million.

The largest funding round for a wireless company was \$3 million for [Ruckus Wireless](#), which is a wireless equipment supplier that is focused on next-generation home networking solutions. The investment was made in connection with an undisclosed acquisition or business combination, according to the SEC filing.

[Proximetry](#) landed \$1.8 million in venture capital equity and debt financing for its wireless performance management solutions for highly distributed multi-protocol wireless networks. The company was still seeking \$744,000 in additional financing as of October 28, 2011.

Lindon, Utah-based [GeoStrut](#) garnered \$2.3 million in an unpublished round. The company has created a different approach to manufacturing carbon fiber wireless antenna towers that it says lowers logistical costs and increases performance.

Chart 2 - Wireless Funding - See Next Page



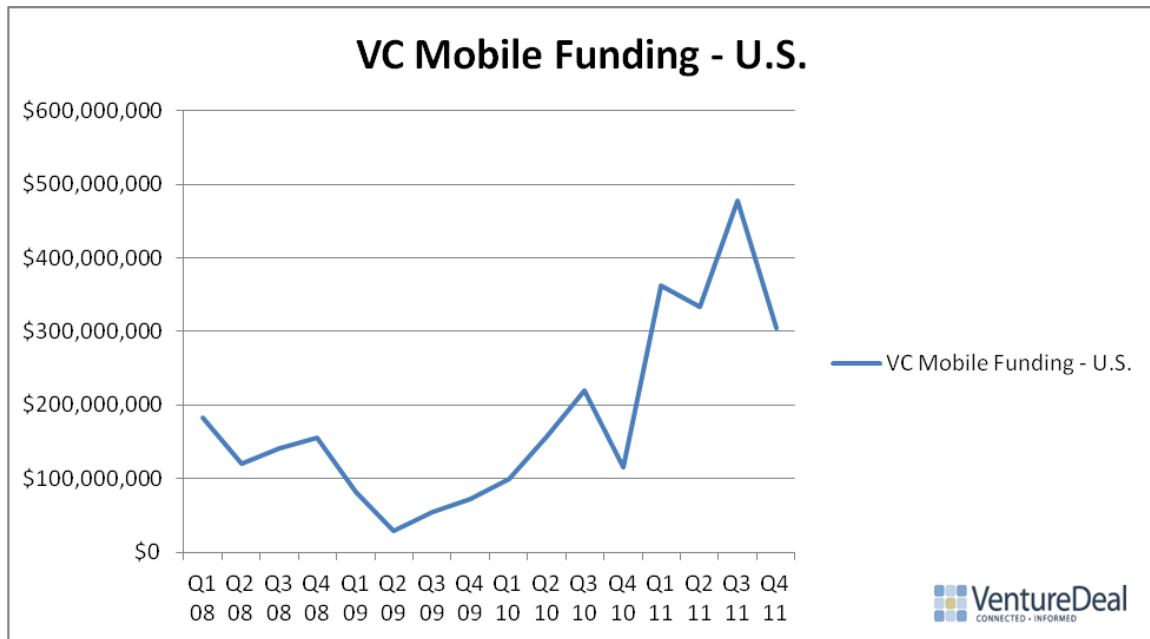
Mobile

The Mobile sector reversed its previous quarterly increase, with 59 companies securing \$305 million in new funding, representing a 36% decrease in funding amounts versus the previous quarter. The number of companies funded increased by 11%.

Palo Alto, California-based [Waze](#) received \$30 million for its technology that provides free turn-by-turn navigation based on live conditions of the road. The company is backed by top-tier investor Kleiner Perkins Caufield & Byers and others.

[Enterproid](#) garnered \$11 million from a trio of corporate investors for its first round of funding. The company has developed technology that combines cloud-based management with device-level technology to improve enterprise security and control. Enterproid said it would use the financing to continue its engineering efforts, expand distribution and pursue a series of global partnerships.

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Chart 3 - Mobile Funding


Communications

The Communications sector raised \$2.4 million between 2 companies during the quarter, representing an 82% decline in amounts funded and a 50% decrease in the number of companies funded versus the previous quarter.

San Mateo, California-based [Tello](#) secured \$1.4 million in an unpublished round from Bullpen Capital and True Ventures. The company has created technologies that provide instant communication and collaboration across networks, applications and devices. Tello subsequently added an additional \$1.3 million dollars in funding in February, 2012.

Chart 4 – Communications Funding - See Next Page

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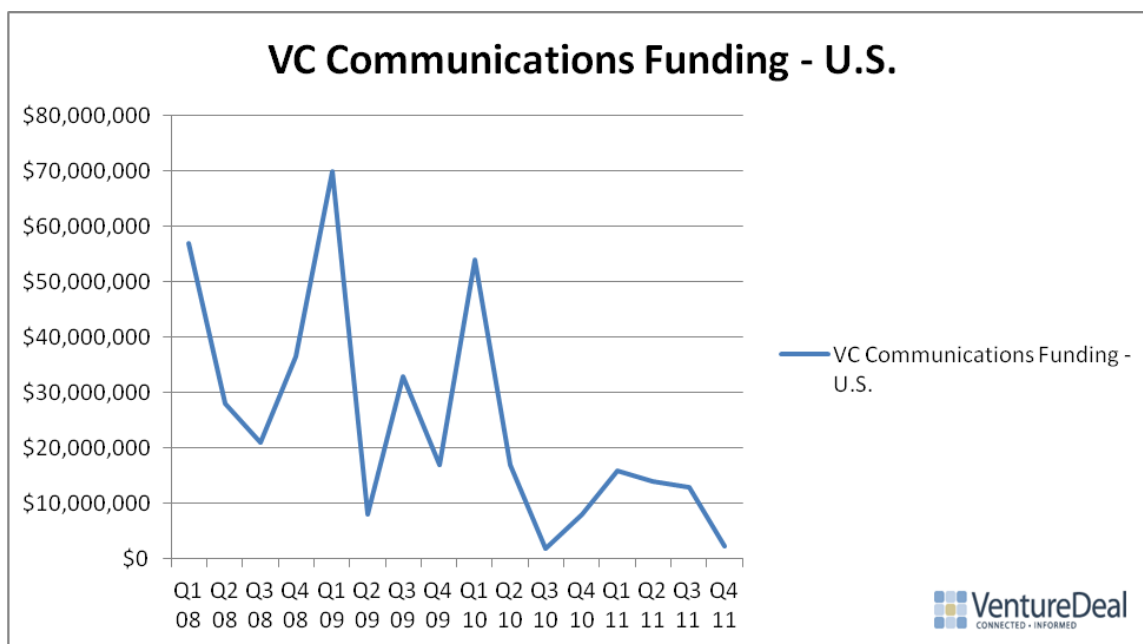


Table 1

Venture Funding Activity – 4th Quarter 2011

Industry	Total Disclosed Funding	% Change Vs. Prior Quarter	Number of Companies Funded	% Change vs. Prior Quarter
Telecom	\$100,000	--	1	- 89%
Wireless	\$18 million	- 94%	9	- 36%
Mobile	\$305 million	- 36%	59	+ 11%
Communications	\$2.4 million	- 82%	2	- 50%
Total	\$326 million	- 64%	71	- 11%

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Notes

This report was prepared by the staff of VentureDeal, LLC.

The information source used was the VentureDeal.com database. VentureDeal is a venture capital database that provides the latest information about venture-backed technology companies, venture capital firms and transactions in the United States.

The database obtains transaction and company information from a wide variety of reputable public and private sources. While this report is free of charge, users may view the individual transactions supporting the totals herein by subscribing to VentureDeal.

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