



Venture Capital Funding Quarterly

Telecom • Wireless Mobile • Communications

3rd Quarter, 2010 – United States

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Summary

Telecommunications, Wireless, Mobile and Communications technology startups raised \$381 million during Q3 2010, an increase of 16% from the previous quarter. 53 companies received funding, a decrease of 5% quarter over quarter. The current quarter indicated a meaningful increase in total funding amounts.

Two of the four sectors posted increased quarterly funding results - Wireless and Mobile, with the Telecom and Communications sectors tallying decreased funding amounts, dropping by 42% and 88% respectively.

Funding Activity

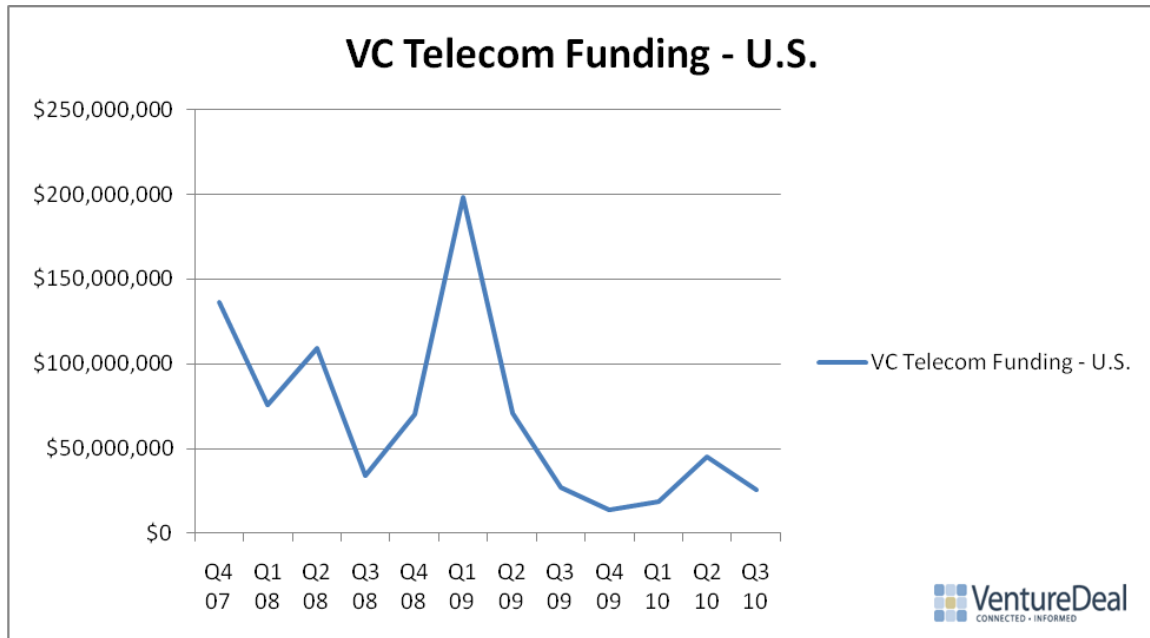
Telecom

The Telecom sector reversed its previous quarterly increase in funding, with a 42% decrease in funding amounts for a total of \$26 million in funding during the quarter. The number of companies funded decreased from 8 in the previous quarter to 7 in the current quarter. The funding was spread relatively evenly among the companies.

The largest funding event during the quarter was for [Beaumaris Networks](#), which received just shy of \$9 million in an unpublished round. Beaumaris provides video technologies to the cable, telecommunications and wireless industries.

Boulder, Colorado-based [nVoq](#) raised \$1.4 million from undisclosed investors. nVoq has created a suite of applications for call centers to increase the productivity of their telephone agents. Among the applications is an agent speech-to-text program that allows agents to speak their call notes, e-mails and chats instead of typing them.

Chart 1 - Telecom - See Next Page

Chart 1 - Telecom


Wireless

15 Wireless technology companies raised \$134 million during the quarter, an increase of 23% in dollar volume and an increase of 25% in the number of companies receiving funding versus the previous quarter. This represents a significant improvement from the previous quarter's funding drop.

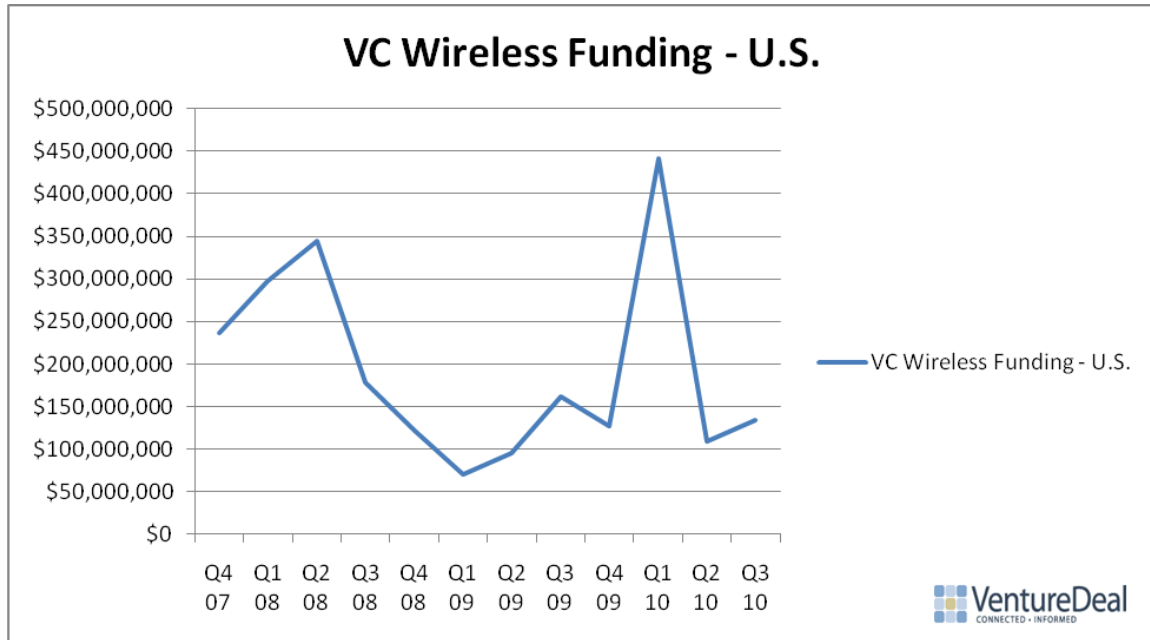
Three companies raised financing rounds in excess of \$20 million: [Jab Wireless](#), [Tower Cloud](#) and [AirCell](#). Jab Wireless secured \$32.4 million from undisclosed investors. The company provides high-speed broadband and VoIP services to residential and business users in the western US.

Tower Cloud raised \$25.5 million from undisclosed investors and provides backhaul services to wireless carriers who want to upgrade their networks to 3G and 4G capabilities.

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AirCell raised \$25 million from Ripplewood Holdings (no website) and [Blumenstein Thorne Information Partners](#). The company sells what it calls "the first affordable, North America wide airborne broadband solution."

Chart 2 - Wireless



Mobile

The Mobile sector continued its previous quarterly improvement, with 30 companies securing \$219 million in new funding, representing a 40% increase in funding amounts versus the previous quarter. The number of companies funded decreased by 6% versus the previous quarter.

Houston, Texas-based [C\\$ cMoney](#) raised \$100 million which accounted for 46% of the entire sector funding during the quarter. The company has developed what it calls "a new and innovative way to send money and pay for goods and services using a cell phone and the text messaging system."

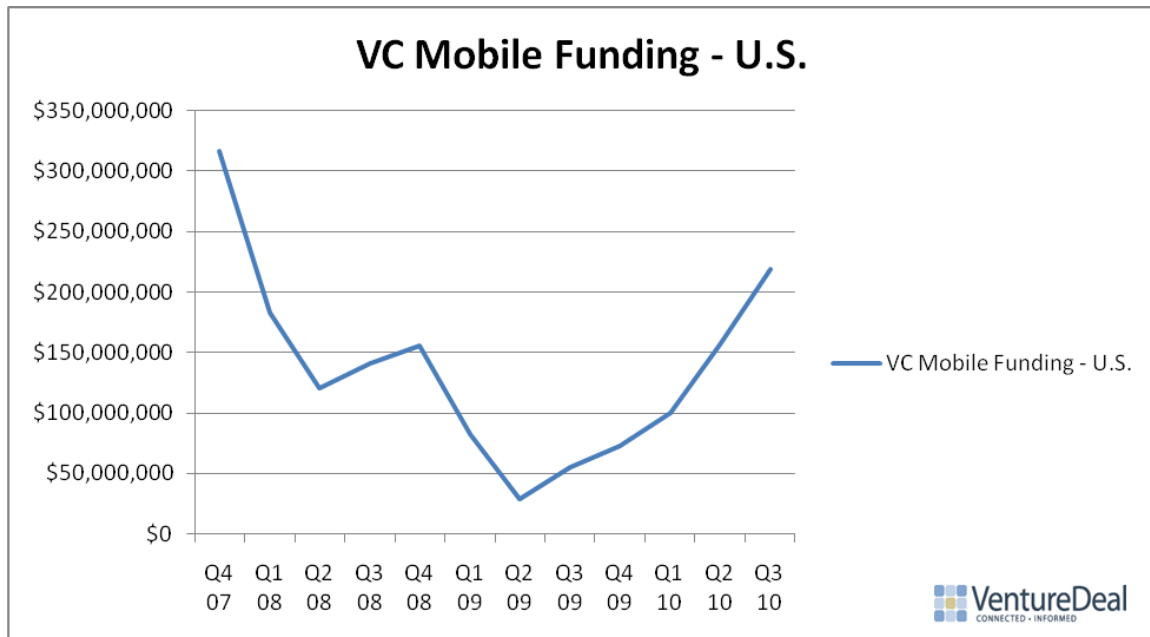
[Shopkick](#) garnered \$15 million in its second round of institutional venture capital investment. The company's investors include top-tier

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venture capital firms such as [Kleiner Perkins Caufield & Byers](#) and [Greylock Partners](#).

Santa Monica, California-based [GeoDelic](#) raised corporate investment from [Verizon Ventures](#) in order to launch a beta test for its new GeoGuides service. The service enables users to access dynamically created mobile directories to find local points of interest and local businesses.

Chart 3 - Mobile



Communications

The Communications sector again saw a large percentage decrease in funding volume, with this sector raising \$2 million during the quarter, a decrease of 88% versus the previous quarter. Only one company was funded, a 75% decrease in the number of companies funded vs. the previous quarter.

[Ubicom](#) secured \$2 million from the [Mayfield Fund](#) in an unpublished round. The company develops communications and software platforms for multimedia content delivery in the digital home. Ubicom is backed by a large syndicate of venture capital firms and strategic investors.

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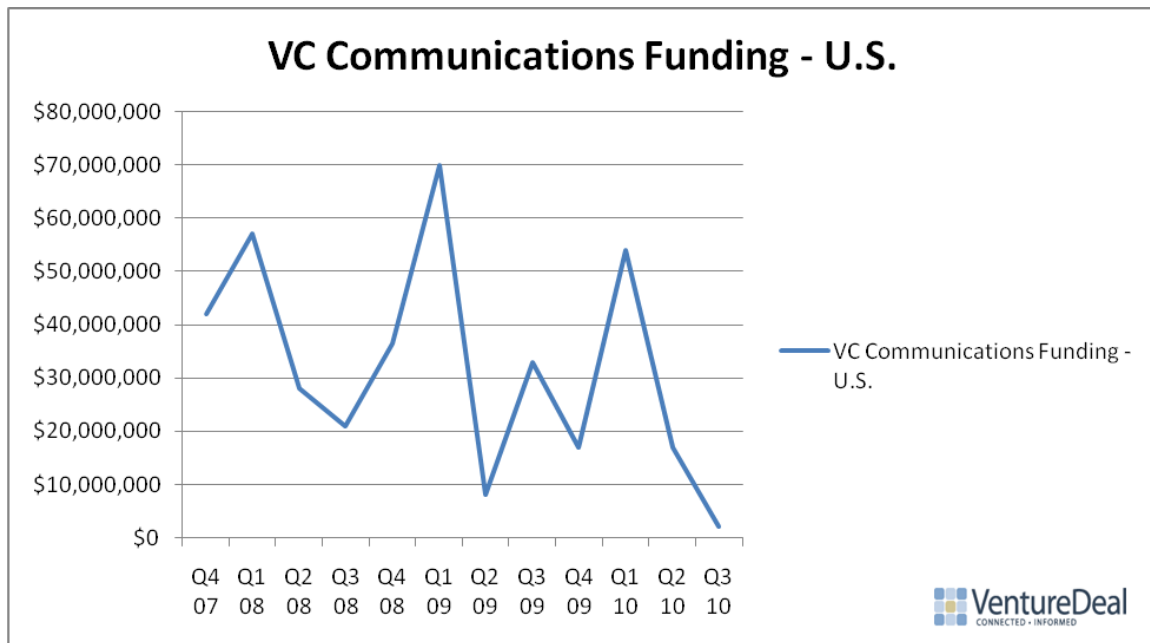
Chart 4 – Communications


Table 1

Venture Funding Activity – 3rd Quarter 2010

Industry	Total Disclosed Funding	% Change Vs. Prior Quarter	Number of Companies Funded	% Change vs. Prior Quarter
Telecom	\$26 million	- 42 %	7	- 13 %
Wireless	\$134 million	+ 23 %	15	+ 25 %
Mobile	\$219 million	+ 40 %	30	- 6 %
Communications	\$2 million	- 88 %	1	- 75 %
Total	\$381 million	+ 16 %	53	- 5 %

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Notes

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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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