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## **Momentum Venture Management Marks First Anniversary**

- Los Angeles Firm Provides Executive Leadership to Emerging Companies -

November 8, 2005 – Los Angeles, Calif. - Momentum Venture Management ([www.mvmpartners.com](http://www.mvmpartners.com)), a Los Angeles-based company that helps entrepreneurs transform their products and technology into viable, well-funded businesses, is celebrating its first anniversary. In its first year, the firm has worked with several companies, including nQueue, BlueLava Group and Academy123, to structure and grow their businesses, acquire important customers and partners, and secure angel, series A and series B institutional funding.

The company was co-founded by Andy Wilson and Matt Ridenour, who have significant backgrounds and track records as executives in early-stage companies and as principals in venture capitalist firms. Collectively, they have raised in excess of \$200M for early and growth companies. In their various experiences, they noted that many promising companies did not get funding because they had some gap in their plans or in their senior management team. They founded Momentum Venture Management to help entrepreneurs quickly fill these needs and get early business traction.

Ridenour notes "People believe raising money is hard. It is not. Building a compelling early stage company with a working technology, first customers, a credible management team and a well-articulated plan is hard. We help companies put these critical elements in place so that funding is a natural side effect of early momentum in their business."

"Essentially, we want to eliminate any reason that a company is not fundable," Wilson adds. "After an initial assessment phase, we typically step into a C-level position and help the company fill any missing gaps. In addition to our own expertise we have the capability to provide complementary resources such as accounting, systems support, legal counsel, etc. When we lead a fundraising effort, we work closely with angel and venture capitalists so that they can provide outside perspective as well as additional focus and resources. As these companies grow, we transition board-level advisory role that allows us to assist with ongoing strategy, business development and executive recruitment."

After a year, the approach seems to be paying off. Momentum Venture Management has helped Academy123 raise \$5 million in venture funding, BlueLava Group \$3 million, and nQueue in excess of \$3 million of financing (Series A and B). More importantly, Ridenour and Wilson have served in critical C-level and Board positions to help structure these companies and lock in critical early partners and customers. Finally, post-funding, they've help recruit and place numerous senior level executives into their portfolio client companies. The firm has recently taken on three additional portfolio clients: TherMark, Inc, a company that makes proprietary laser marking systems, FastSoft, a firm that provides software that accelerates TCP data transmission, and Global Cash Cards, which provides stored value card technology in the financial services market.

*ABOUT MOMENTUM VENTURE MANAGEMENT ([www.mvmpartners.com](http://www.mvmpartners.com))*

*Momentum Venture Management is a Los Angeles-based firm that helps early-stage companies achieve early business results and develop credibility in order to get funding and transform their ideas, technologies and products into sustainable, successful businesses. The company was formed by former Dartmouth and Harvard Business School classmates Matt Ridenour and Andy Wilson. For more information, please visit [www.mvmpartners.com](http://www.mvmpartners.com).*