

TODD C. ORTBERG

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**Expert in venture capital finance, private equity, and mergers and acquisitions.
Experienced university teacher and Venture Center advisor and board member.**

- Professor in Entrepreneurial Finance/Venture Capital
- Venture capitalist in 20+ technology companies, closing 100+ equity, debt, and convertible financing deals to guide and support companies from startup to IPO/sale exits.
- Adjunct university faculty, taught business strategy. Top teacher rating by students.
- University Venture Center Advisor and teacher, launching 200+ startups since 2006.
- Executive at portfolio company funded from startup to going public on NYSE with 358% gain. Post IPO, designed financings and led all mergers, acquisitions, and divestitures.
- CEO of venture backed startup that was successfully sold to Dell.

PROFESSIONAL AND TEACHING EXPERIENCE

Professor of Practice- Iowa State University Ames, IA 2023-present

Owner- Fermata Limited Liability Company- Music and Theater Productions

- Owner, Performer, Composer and Producer of theater productions and musical tribute shows, as well as original music as T.C. Ortberg.

Stanza LLC Consulting Minneapolis, MN 2022-present

- Consultant to a Venture Capital/Private Equity Partnership program I originated at Calix, raising \$3B in financings for customer companies. Teach executives private capital financing.

Senior Vice President, Calix, Inc. San Jose, California 2009 - 2022

- Reporting to the CEO, led corporate strategic developments for this \$4B public company, a former venture portfolio investment where I joined the executive team.
- Took company public on the NYSE and grew market capitalization by 358% since IPO.
- Role included designing financial deal structures, deal execution, and integration for numerous corporate venture capital investments, mergers, acquisitions and divestitures.

Systems Engineering Manager, Rockwell-Collins	Cedar Rapids, IA	1987-1995
Design Engineer, Texas Instruments	Dallas, TX	1985-1987

EDUCATION

The University of Iowa, Tippie College of Business 1992

- Master's Degree, Business Administration

Iowa State University 1985

- Bachelor of Science, Engineering Science (now Aerospace Engineering)

ADDENDUM- VENTURE CAPITAL BOARD OF DIRECTOR ROLES

- Board member and/or observer roles on numerous companies, typically following a venture capital investment, including:
 - University of Minnesota Venture Center Advisory Board
 - Go2Call (VoIP technology)- acquired by Unica
 - Optical Solutions (Fiber Optics Access systems)- acquired by Calix, IPO as CALX
 - Flexlight Networks (Fiber Optics Access systems and chips)- acquired by Broadlight
 - Elity Systems (Data Intelligence software)- acquired by Unica
 - Infinera (Optical Transport systems)- IPO as INFN
 - Integral Access (IP networking systems)- acquired by BTI
 - Picolight (Optic devices)- sold to JDSU-
 - Bluesoft/Aeroscout (Wifi chips)- sold to Cisco
 - Alvarri- (Network virtualization software)- Sold to BakBone/DELL
 - Firetide (WiFi mesh systems)- acquired by UNICOM
 - Force10 Networks (Network switches)- acquired by DELL
 - Aeponyx- (Silicon photonics devices)