



# Galante's Venture Capital & Private Equity Directory

## Quick Reference Guide

### Introduction

Galante's Venture Capital & Private Equity Directory on CD-ROM contains more than 1900 profiles of venture capital, buyout, mezzanine and other private equity firms. Also, includes names, dates and sizes of investment pools each private investment manager has raised during the past 10 years.

### Scope

- Includes U.S. and international firms.
- Includes names, date and sizes of investment pools each private equity manager has raised during the past 10 years.
- Year of Coverage: Current Directory.
- Online glossary contains brief definitions of some of the terminology associated with venture capital and private equity.

### Access

- Available at Jackson Library Workstation **3A**.
- Double-click the **Galante's** icon on the Desktop screen.

### Help

- Click on **Help** from the top menu bar on any page.
- For search assistance, ask a librarian at the Information Desk or email to [Jackson-infodesk@gsb.stanford.edu](mailto:Jackson-infodesk@gsb.stanford.edu)
- For technical problems, email to [rcc-action@gsb.stanford.edu](mailto:rcc-action@gsb.stanford.edu).

### Features

- Searchable by firm, geography, industry, investment climate, funding stage, and person's name.
- Links to Web sites and e-mail addresses of private equity firms.
- Browse all venture capital and private equity firms as if you were paging through the directory.
- Export contact information (key personnel, firm name, address, phone number and fax number) to CSV (comma-separated values) format.
- Use Save Search to save your searches for use at a later time.
- Use the Bookmarks option to mark firms for future retrieval.

### Searching Galante's Venture Capital & Private Equity Directory

Begin by selecting a search type from the four options below:

**Search by Firm** – allows you to find a specific firm by typing in just part of its name.

1. Click the **Search by Firm** button.
2. Enter **all or part of the name of the firm** that you are looking for.
3. Click **Search**.

### **Search by Investment Criteria** - find firms by over a dozen specific criteria

1. Click the **Search by Investment Criteria** button.
2. Enter or select the desired criteria in all four areas (**Firm, Background, Investments, Geography & Industry**).
3. Click **Search**.

### **Search by a Person's Name** – allows you to retrieve specific individuals in the database, using all or part of their names.

1. Click the **Search by Person's Name** button.
2. Enter any or part of the name of the person that you are looking for.
3. Click **Find**.

### **Browse All Firms** – retrieves all venture capital and private equity firms listed in the print directory.

1. Click the **Browse All Firms** button on the search screen.

### **Search Results**

1. The search results screen contains the number of firms that match the search criteria.
2. Firms are organized with "books" representing each letter of the alphabet. If the book is closed, click on the book or letter you are interested in to see a list of firms.
3. Click on each firm's name to see its profile.
4. Use the Expand/Collapse buttons to open or shut all books simultaneously.
5. Use the Previous/Next Firm buttons to move between firm profiles.

### **Searching Tips:**

1. Search terms are not case-sensitive.
2. For an Investment Criteria Search use AND, OR to refine your search.
3. For additional help, click on **HELP** from the top menu bar on any page.
4. When searching by investment criteria, the more criteria you use and the more specific you are, the smaller the set of venture capital and private equity firms retrieved, and the fewer criteria you use and the broader the larger the resulting set.
5. If you cannot find the person whose name you are entering try omitting part of the name.

### **Sample Searches**

*A medical device entrepreneur in Northern California needs \$2 million in working capital to rollout the marketing of a new product, which has already been developed and tested.*

1. Click the **Investment Criteria** button.
2. Click the **Investments** tab, enter 2 under the **Acceptable Investment size**; select **Equity** under **Type of Capital**, then select **Second-Stage** under **Funding Stage Preference**.
3. Click the **Geography & Industry** tab, select **California** and **United States** in the **Geographic Preference** box.
4. Under **Industry Preference**, select **Medical Devices**.
5. Click **Search**.

*Find information about Oaktree Capital Management, one of the 500 largest U.S.-backed venture capital and private equity firms.*

1. Click the **Search by Firm Name** button.
2. Enter **Oaktree** in the Firm Name search box.
3. Click **Search**.

*Develop a prospect list of investment firms that will provide second stage funding in both the computer hardware and software industries. Limit search to firms that have a minimum of \$40 million in capital and are actively seeking new projects.*

1. Click the **Search by Investment Criteria** button.
2. Click the **Investment** tab, and enter **Equity** under **Type of Capital** and **Second-Stage** under **Funding Stage Preference**.
3. Click the **Background** tab, enter **40** under **Capital Under Management**, then select **Will Consider New Projects** under **Activity Level**.
4. Click the **Geography & Industry** tab, select **United States** under **Geographic Preference**.
5. Click the **Industry Preference** tab, highlight **Computer Hardware** and **Computer Software**.
6. Select the **AND** radio button to find only those firms that invest in both these industries.
7. Click **Search**.

## **Print/Download**

### **To Print:**

#### **Quick List or Rankings**

- From the list of search results. Click **Reports** and Select either **Quick List** (brief overview of the firms) or **Rankings** (report of the firms by Capital Under Mgmt) to print.
- Click the **Printer** icon on the toolbar.

#### **Single Profile of One Firm**

- Highlight the firm's name in the Library window.
- Click the **Printer** icon on the toolbar.

### **To Export Person's Names:**

- Select **Tools, Export Persons**.
- Select one firm or all firms and contacts.
- Select highest ranking contact or all contacts at firm.
- Click **OK**.
- Name the file and save it.

## **Documentation**

- The latest print edition of *Galante's Directory* is available on Reference in the Venture Capital Alphabetical Subject Section.