



## VECTOR CAPITAL ANNOUNCES ACQUISITION OF IPVALUE

*Vector's Acquisition Aimed at Strengthening and Expanding IPVALUE's Position as a Leading Provider of Intellectual Property Commercialization Services*

San Francisco and Santa Clara, CA – July 7, 2014 – Vector Capital, a technology-focused private equity firm, today announced the acquisition of IPVALUE Management Inc. from existing venture investors and other shareholders. Financial terms of the transaction were not disclosed.

IPVALUE Management Inc., founded in 2001, is a leading provider of intellectual property (IP) transactional and advisory services for the world's premier technology companies, top R&D labs, and other developers and owners of marquee intellectual property. IPVALUE partners with these IP owners to generate revenue from under-monetized patents via licensing, as well as via patent sales or divestiture transactions when appropriate.

Rob Amen, a Managing Director at Vector Capital who will join IPVALUE's Board of Directors, commented, "For over a decade, IPVALUE has assisted the world's most innovative companies in realizing the value of their intellectual property. Technology pioneers such as Xerox, PARC, BT and NXP have all placed their trust in IPVALUE to represent their interests in a commercial and sensible manner. In a rapidly evolving and sometimes chaotic IP world, the team at IPVALUE has proven itself to be the most successful and well-regarded advisory firm in helping partners realize a *return on innovation*. We are proud to support IPVALUE in the next phase of its growth."

IPVALUE pursues licensing agreements through sound, data-driven discussions. A significant majority of negotiations initiated by IPVALUE with potential licensees result in mutually-agreed-upon licensing terms without the need for litigation. IPVALUE's multi-disciplinary professional staff includes attorneys, technologists, business specialists, and negotiators who bring experience from such leading technology companies as AT&T, Agere, IBM, Lucent, NEC, Silicon Graphics and Texas Instruments. To date, the IPVALUE team has closed over 150 IP monetization transactions, generating over \$1.25 billion in gross revenue for its partners.

IPVALUE's CEO Murali Dharan said, "Vector is the ideal partner to take IPVALUE to the next phase of growth. They understand the intellectual property marketplace, they have conviction about the growth opportunity in front of us, and they recognize and appreciate the professionalism and integrity with which IPVALUE serves blue-chip customers in this market. With Vector's financial backing and support, we will look to expand our market presence and bring our transparent approach to IP commercialization to many more global leaders in innovation."

Nick Lukens, a Vice President at Vector also commented, “We have pursued the IP commercialization sector as an investment theme for several years. After evaluating dozens of transactions and meeting with numerous management teams, we concluded that IPVALUE represents the ideal platform for pursuing strategic growth and market consolidation. We look forward to a successful partnership.”

### **About IPVALUE**

IPVALUE is the leading provider of intellectual property transactional and advisory services for the world’s premier technology companies, R&D labs and IP owners. IPVALUE works with these IP owners to generate licensing revenue from under-monetized patents and also conducts patent sales or divestiture transactions when appropriate. IPVALUE has served many leading global clients including BT, NXP Semiconductors, Palo Alto Research Center (PARC), Round Rock Research and Xerox. In total, these clients have trusted IPVALUE to manage commercialization of over 18,000 U.S. patents generating over a billion dollars of revenue. For more information, please visit [www.ipvalue.com](http://www.ipvalue.com).

### **About Vector Capital**

Vector Capital is a leading global private equity firm specializing in transformational investments in established technology businesses. Vector identifies and pursues these complex investments in both the private and public markets. Vector actively partners with management teams to devise and execute new financial and business strategies that materially improve the competitive standing of these businesses and enhance their value for employees, customers, and shareholders. Among Vector's notable investments are Cambium Networks, Certara, CollabNet, Corel, IPVALUE Management, LANDesk Software, Niku, Gerber Scientific, RAE Systems, Register.com, SafeNet, Technicolor, Teletrac, Tidel, WatchGuard Technologies, and WinZip.

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