

AJIT DEORA

Venture Director



Ajit Deora focuses on investment opportunities in India, with interest areas that include semiconductor, datacenter and wireless infrastructure, mobile, consumer Internet and consumer Web services. He brings over 25 years of business, technology, entrepreneurship and investment leadership to Lightspeed.

Ajit was previously CEO of enKoo, an SSL VPN company for the small-medium business market. enKoo was acquired by Sonic Wall and today is the unit volume leader in SSL VPN. At enKoo, he was honored with the prestigious Person of the Year Award by Service Provider Weekly.

In 2000, prior to enKoo, he founded Beachhead Capital, a leading angel investor venture capital fund. As Managing Partner of Beachhead, Ajit made investments in semiconductor, networking, storage and enterprise software startups, with exits that include Cavium Networks (CAVM), AcmePacket (APKT), Avici Systems (AVCI), Cendura (acquired by Computer Associates), Nishan (acquired by McData), Lara (acquired by Cypress) and Sandburst (acquired by Broadcom).

Prior to Beachhead, he co-founded Chip Engines, a network semiconductor company acquired by Alliance Semiconductor, and Sand Microelectronics, which was acquired by Phoenix Technologies and later spun off via IPO under the name inSilicon. inSilicon was later acquired by Synopsys and now drives a significant portion of Synopsys' IP revenue. He also founded Silicon Platforms, which was acquired by S3.

Ajit has also held senior engineering and management positions at Western Digital and Intel. At Intel, he was part of the team that designed the very first x86 Motherboard PC.

He is a charter member of The Indus Entrepreneurs Group (TiE), where he is actively involved in mentoring entrepreneurs. He holds a BSEE from the Indian Institute of Technology, Madras, and a MSCS from University of Kansas, Lawrence.

Selected Investments:

- TutorVista

Lightspeed Venture Partners is a leading global venture capital firm with over \$2 billion of committed capital under management. Lightspeed's investment professionals and advisors are located in Silicon Valley, China, India and Israel. Over the past two decades, the Lightspeed team has backed more than 150 companies, many of which have become leaders in their respective markets, including Blue Nile, Brocade, Calista, Ciena, DoubleClick, eHealth, Galileo Technology, Growth Networks, Informatica, Kiva Software, LightLogic, Maker Communications, Metasolv, Openwave, Quantum Effect Devices, Riverbed, Sirocco, Virsa Systems and Waveset.