



Team

Commence Technology Partners has a team of over fourteen partners in the U.S. and Asia, all with significant senior executive level experience in Asia. Our partners have impressive track records and experience across most technology segments. They are seasoned executives who have managed pan-Asian operations, financed start-ups, built management teams and completed stock listings throughout Asia. Our partners' experience includes serving in senior management roles and consulting to early stage and well established companies such as Compaq, AMD, Veritas, Texas Instruments, Cadence, Allied-Signal, Qualcomm, EDS, PowerFile, FMC, Visual Numerics (VNI), Lockheed and Kodak.



Anthony Golamco

Managing Partner & Founder

Upon receipt of his MBA from Harvard in 1968, Anthony was one of the original team to set up the Asian Institute of Management, a graduate school of business, where he was Dean of External Affairs and where he held The PLDT Professorial Chair. In 1971 he joined Carter Semiconductor in Hong Kong and expanded its manufacturing operations to the Philippines, India, and Malaysia. He then joined Coltronic, an electronic calculator manufacturing subsidiary of Cable & Wireless, London, where he was in charge of worldwide marketing. In 1974, as Managing Partner, he established the Hong Kong operations of The SGV Group which was, at the time, the largest Asian auditing and consulting firm. He left The SGV Group in 1980 to develop his own firm, Commence which provides strategic planning and roll-out services to multinational companies in establishing their Asian operations.

Anthony brings to Commence more than 30 years of experience in doing business in Asia. He has extensive contacts throughout Asia and is an Angel Investor.



Philip Leung

Managing Partner

Philip Leung is a technology executive with 28 years of experience in Internet technology, personal computer, data storage and semiconductors. He is an active angel investor in technology companies, in Silicon Valley and Asia. He serves on the boards of several technology companies.

Philip served for four years in senior executive positions in Compaq Computer, including VP & Managing Director of East Asia, Deputy Managing Director of China, and board member of China, Hong Kong, Taiwan and Korea. Under his leadership Compaq was the best-selling computer brand in Greater China. Other positions he held include: President for the US\$600 million Asia-Pacific business of Quantum Corp.; CEO of Vtech Computer; CEO of Chinese Books Cyberstore; CEO of ITVentures; and Country Manager for Advanced Micro Devices (AMD) Taiwan, where he grew the business there from US\$5 million to US\$200 million.

Philip is VP on the Board of Governors of the American Chamber of Commerce in Hong Kong, and past Chairman of its I.T. Committee. He is President of the Harvard Business School Association in Hong Kong. He served as Advisor in the HKSAR Legislature's I.T. functional constituency. Philip is Adjunct Professor at City University of Hong Kong, and teaches regularly in other universities.

Entire contents © 2005 Commence Technology Partners. All rights reserved. Reproduction of this publication in any form without prior written permission is forbidden. The information contained herein has been obtained from sources believed to be reliable. Commence Technology Partners disclaims all warranties as to the accuracy, completeness or adequacy of such information. Commence Technology Partners shall have no liability for errors, omissions or inadequacies in the information contained herein or for interpretations thereof. The opinions expressed herein are subject to change without notice.



Philip holds an MBA from Harvard Business School, and a Bachelor's degree in Electrical Engineering from University of Hong Kong. He lived and worked in the US, mostly in Silicon Valley, for 13 years before returning to Asia in 1987.



Naresh Batra
Advisor

Naresh Batra has over 30 years of high technology (Semiconductors, Communications & Networking) industry experience in Design & Development, Marketing, P&L management. He also has extensive experience in Start-Up companies during which time he was a Board member and consultant to Display Research Lab. From 1998-2000 Naresh served as Interim Chief Executive Officer of UptimeOne Inc. Prior to UptimeOne, Naresh was President and CEO of XaQti Corp. San Jose CA, a Gigabit Networking Chip company that he co-founded. XaQti was acquired by Vitesse Semiconductor Corp. in July 1999. Before XaQti, he was Vice President and General Manager, Multimedia Group at Sierra Semiconductor (now PMC Sierra). Prior to Sierra, he was Vice President and General Manager at Brooktree Corp. (now Conexant), San Diego for over five years. He was part of the team which took Brooktree public. Before joining Brooktree, he spent 11 years at Texas Instruments, Dallas (1977-1988), in various Executive positions. From 1985-1988, Mr. Batra directed the Worldwide Linear Strategy at Texas Instruments under Tom Engibous, who is now the Chairman, President & CEO of Texas Instruments. Naresh's career started at A.B. Dick Co. (now a division of GEC) in 1973, where he spent four years as Project Manager designing advanced office information products.

Naresh holds MSEE and MBA degrees. He is a member of the IEEE and also a registered professional engineer from the State of Illinois. From 1996-1998, he was Chairman, Scientific Advisory Committee of IMSC, USC Los Angeles. He is a Partner in Sand Hill Angels, LLC and a limited partner in Satwik Ventures LLC



Con Conway
Partner

Con is Chairman of I. Tel Holdings Ltd, an investment holding company for I. Tel telecommunication executive recruitment companies throughout Asia Pacific. Prior to this, he was a Director at Hong Kong Telecom for 11 years, and Director of New World Telephone. He was previously chief executive of U.S. computer companies including NCR, Sperry, UNIVAC, Data General and Honeywell Information Systems.

Con is a well known figure in the IT industry in Asia. He is a Council Member of the Hong Kong Management Association and Chairman of the Hong Kong Management Association and Chairman of its IT Committee. He also sits on a number of government, tertiary institute and vocational/community service boards.

Con is a Fellow of the Hong Kong Institute of Directors, the Institute of Management, British Computer Society, and the Hong Kong Institute of Engineers. He is also Vice President of the Olympic Committee of Hong Kong.

Con graduated from the Harold's cross National/Technical College, Dublin, U.K.



David Kiang
Partner

Prior to becoming the CEO of First Sino Bank, a joint venture commercial bank in Shanghai, David was Managing Director of Rothschild & Sons, responsible for the Group's investment banking activities in Greater China and other Asian countries. His key focus is on merger and acquisition, "back-door" listing, IPOs, private equity and privatization advisory services.

Before that, David was Chief Operating Officer of Ka Wah Bank, in-charge of the 37 retail and wholesale branches. He also held the position of Chief Executive of Ka Wah International Merchant Finance Co.

Other positions he has held during his 25-year banking career include Executive Advisor to President at Bangkok Bank, where he was responsible for the management of core banking activities and strategic development of new businesses, focusing on capital market and merchant banking capabilities. He was also a Managing Director at Standard Chartered Bank and a Senior VP and General Manager at First Interstate Bank.

David holds an MBA Degree from Harvard, and an Master of Science from M.I.T.



Kevin Amazon
Advisor

Mr. Amazon's 25 years experience in high-technology includes executive and senior-level assignments in sales, marketing, business development and general management. Kevin has been the Managing Director and co-founder of Python Marketing a 13 year old, international strategic marketing consulting company focusing on the telecommunications, networking and enterprise software markets. In this capacity, Kevin has developed compelling strategies that have allowed clients to expand into new markets, reach their customers more effectively, enhance productivity and provide a substantial return on investment. Kevin has worked with many high-technology companies and government agencies including Lucent Technologies, China Unicom, Lenovo, China's Ministry of Information Industry, NTT DoCoMo, KIDDI, China's State Agency of Radio, Film and Television, Hitachi, Verity, Hewlett-Packard, Microsoft, MicroAge, China Mobile and China Telecom as well as several system integrators and resellers in China and Japan.

During a sabbatical from Python Marketing, Kevin was the President and CEO of Omnitrix Technologies, a core technology provider of Enterprise-based messaging, collaborative computing and performance measurement applications and tools for the emerging Asian wireless market.

Prior to Python Marketing and Omnitrix Technologies, Kevin held numerous senior and executive level sales and marketing positions with high-technology companies in the San Francisco Bay Area including Novell, The Wollongong Group, Memorex and Hughes Network Systems.

Kevin received his Bachelor of Science Degree in Computer Science and completed post graduate business education at California State University. He has been doing business in China for the last 10 years, has lived there for two years and is conversational in Chinese Mandarin and French.



Joseph Lung
Advisor

Joseph is the managing director of Advanced Technology.com Company Ltd. (ATC). ATC is in the following activities: Supporting hi-tech startups with IT system design, financial planning, funding, CEO training, networking with strategic partners and e-business development, rejuvenating existing companies/factories with new e-commerce processes, new appropriate technology, and well known technologist for new market positioning. Before ATC, Mr. Lung was the Managing Director of Dataquest Hong Kong, a leading global hi-tech market research company. Before Dataquest, Mr. Lung was the Managing Director of Teradyne SE Asia, the world's number one Semiconductor Test Equipment supplier. Joseph is active in valuation of hi-tech business and lecturing on current business trends and developments.

Joseph holds a B.S.E.E. from California State University at Fresno, an M.S.E.E. from Stanford University, and an M.B.A. from Harvard University.



Robert P. Piccus
Partner

Bob Piccus has over 40 years of general management and consulting experience in Asia Pacific, Europe and the US. He spent the last 32 years in Asia Pacific, focusing on area management, market-entry strategies and strategic alliance development. He moved to San Francisco at the end of 1999 where he heads up Commence's representative office.

Bob began his career with ITT in 1959. After six years in Europe in marketing and product planning at Bell Telephone and ITT Europe headquarters followed by three years in New York as worldwide Director of Telecommunications Market Planning, he was posted to Hong Kong in 1968 as ITT's Vice President and General Manager, Asia Pacific. In 1974, he was appointed ITT's Director of China Trade. Bob initiated the Shanghai Bell telecommunications and semi-conductor joint venture in Shanghai, now known as Shanghai Alcatel and Shanghai Belling. Signed in 1984, these were among China's earliest and largest advanced technology joint ventures in the telecommunications and integrated circuit sectors. They are among the most successful and profitable foreign ventures in China today.

Bob left ITT in 1977 to establish Continental Can's regional headquarters in Hong Kong, where over the next six years he established major packaging joint ventures in Hong Kong, Korea, China, Taiwan and Indonesia.

Since 1983, he has concentrated on strategic consulting, first with The MAC Group and since 1992 as a partner in XRG. He has advised major multinational companies on their Asia Pacific activities and the critical issues in establishing viable positions in this dynamic, rapidly changing area. His particular areas of expertise are market entry strategy, joint venture development and strategic alliances.

Bob is the author of Strategic Alliances with Japan - Cross Border Options for Asia Pacific, published by the Economist Intelligence Unit. Bob holds degrees in chemical engineering and economics from the Massachusetts Institute of Technology and an MBA from Harvard Business School. He also completed studies in advanced financial management at Stanford Business School. He has been a frequent speaker at international conferences and a visiting lecturer at the Chinese University of Hong Kong and Jiaotong University in Shanghai China.



Chee Lung Tham
Partner

Chee-Lung Tham has over 20 years experience in sales, market-research, human resources and general management with US Multinationals and Asian start-up companies. Chee-Lung has worked extensively in the US, Latin America, Europe and Asia, on market-entry as well as market-defence strategies, new market launches and frontline sales and distributor management.

Over a 12-year period as Regional Director, Chee-Lung helped grow the Gore business in the Far East region ten-fold with teams in eight locations. He has been intimately involved in the development of a regional apparel retail chain, start up of an environmental control equipment manufacture in the PRC, and the introduction of new technologies to the region in the fields of apparel, electronics manufacture, surgical implants and industrial production. Chee-Lung then served as CEO of Magically Asia Limited – a leading communication and collaboration service provider to telecommunication companies and enterprises, as well as director of PCCW Schoolteam Limited; which provides a community platform to schools in Hong Kong.

Committed to contributing towards the community, he has served as Vice President on the Executive Committee of the American Chamber of Commerce, and is currently on the Board of Governors and Chair of the Community Relations Committee. He is a Past President of the Harvard Business School Alumni Association of Hong Kong and is a Director of the Association. He is on the Executive Committee of the AHKEA – American Hong Kong Electronics Association and chairs the HR Working Group. He has served on the Lucent Global Science Scholar selection panel for the last five years.

Educated in Malaysia and the US, Chee-Lung has a First-Class Honours undergraduate degree in Agricultural Science from the University of Malaya and an MBA from the Harvard Business School.



Carl Tong
Advisor

Carl is CEO of Nasdaq-listed Creative Master, the world's largest collectible replica manufacturer which also produces game controllers and e-entertainment content. Carl's expertise is in business development and marketing. For the Lai Sun Group, he was involved in acquiring Crocodile Garments and in the take-over of ATV, one of HK's main television stations. He increased ATV's licensing of programs five-fold and its market penetration from seven to 20 countries.

Carl was an Automotive Engineer with Howells of UK, an Institutional Banker with Citibank, and a Chartered Accountant with Citibank. He was an elected member of the District Board, and in 1985/86 was the youngest member of HK's Legislative Council.



Don Vong
Advisor

Don's area of practice revolves around the internet, electronic commerce and internet related telecommunication. He has advised various entities ranging from Start-Ups to established corporations in matters relating to the internet and telecommunications. He has assisted in the structuring of various technology and communication businesses in Greater China. In addition to legal advice, he provides advice as to the commercial, technical and marketing fields, including web designing for an effective online business and fund raising and structuring. Carl gives seminars and contributes articles on areas of electronic commerce and intellectual property issues relating to the Internet.

Don graduated with a Bachelor of Laws (LLb) degree from the University of London and is admitted as a Solicitor in Hong Kong, England and Wales and currently practices at Stephenson Harwood & Lo, an international law firm.



Carson Wen
Advisor

Carson Wen is a partner of Siao, Wen and Leung, which has one of Hong Kong's most active corporate law practices. He has advised Internet start-ups gaming, online stock trading, entertainment, eCoupons, ASPs as well as B2B and B2C e-commerce. His firm also advises many of the leading corporate Groups in Hong Kong on their Internet acquisitions and was Hong Kong counsel in the NASDAQ listing of Chinadotcom. Carson has particular experience and insight in the structuring of Internet deals in China. Carson has been named variously in Who's Who of the Law, Asia Pacific Legal 500 and China Top 200 as a leading adviser on Chinese law.

On the community service front, he is a Deputy to the National People's Congress of China, member of the Selection Committee of the First Government of the HKSAR, and sits on a number of government boards and tribunals.

Carson obtained his MA from Oxford University and BA from Columbia University.