Introduction: Raising Venture Capital Aspects of Technological Change

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INTRODUCTION

RAISING VENTURE CAPITAL ASPECTS OF TECHNOLOGICAL CHANGE

James McIlroy*

My name is Jim McIlroy, and I am pleased to be presiding over our first session this morning. As you know, the topic of this session is raising venture capital. Given that technological change is often driven by start-up companies, the ability of a company to generate venture capital is critical to both its productivity and to its competitive edge.

This morning, we have two highly qualified speakers to discuss this important topic with us. On my right we have James Bartlett, a Managing Director of Primus Venture Partners, Inc., which is located here in Cleveland. On my left, we have Mr. Denzil Doyle, the president of Doyletech from Ottawa, Ontario. I would like to briefly introduce both of our speakers to you and then allow them both to speak. Then, we can get into the question and answer session.

For the last dozen years, James Bartlett has been Managing Director of Primus Venture Partners, which is a private equity investment firm based here in Cleveland. Before coming to Primus, he was President and CEO of Acme Cleveland Corporation. Prior to Acme Cleveland, he was extensively involved in a variety of privately owned companies and venture partnerships. Jim Bartlett has also worked with McKinsey & Company, and he is a graduate of Harvard’s M.B.A. program.

On the Canadian side, we also have a very gifted speaker in Mr. Denzil Doyle. In 1982, he founded Doyletech Corporation, a corporation that provides consulting services, specializing in the planning of new business ventures with an emphasis on high-technology firms. Prior to founding Doyletech Corporation, he established a successful sales office in Ottawa for Digital Equipment Corporation. Mr. Doyle also co-founded Capital Alliance Ventures, which is an Ottawa-based venture capital company. He has served

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on the National Research Counsel of Canada, and he has a degree in electrical engineering from Queens University.

Professor King is to be congratulated for arranging to have such gifted individuals speak to us bright and early this Saturday morning.