



**Peter Hartigan**  
***Principal, Diamondhead Ventures***

Pete brings over 10 years of venture capital investment and operating experience to Diamondhead Ventures, where he joined as a Principal in October 2003, located in the heart of Silicon Valley, CA. Starting in 1993 with Battery Ventures, Pete worked in Battery's Boston-based office, where he helped fundraise Battery III, draft a detailed operating plan, and develop an industry-leading proactive associate program. During his first two years at Battery, Pete proactively contacted over 1500 "deal flow" companies in the software and communications market segments.

In 1995, Pete moved to the Bay Area and became 1of a 2-person team to help open up Battery's west coast office, where he worked until 1997. During his 4-year tenure at Battery, Pete sourced 5 deals in software and communications segments, including successful portfolio companies like Packet Engines, a leader in Gigabit Ethernet, which sold to Alcatel for over \$300M and returned over 20X to investors.

In 1999, Pete joined Softbank Venture Capital (now Mobius Venture Capital), where his duties as an Associate Partner, focused primarily on due diligence, deal negotiation/closing, and portfolio management. For Softbank, Pete became the IBM relationship manager, which included presenting to IBM's 35-person CIO Board. At Softbank he helped build out another associate program.

As an Operator, Pete has founded several companies. The latest, Xperius Inc., was the leading MSFT.NET, web-services based enterprise application for hiring and recruiting. Pete served as CFO and Secretary/Treasurer to the Board of Directors. He successfully managed a 7 month M/A process that culminated on a trade sale on 8/27/03 to Unicru, Inc, a company backed by Venrock, Greylock, August Capital, and Benchmark. Xperius had 250 customers in the US & UK, including companies like MSFT, Disney, Owens Corning, Eli Lilly, Nortel, Ryder, and Clorox.

Prior to Xperius, Pete co-founded QPackets, Inc., a networked storage semiconductor company with 30 people based in Milpitas and Hyderabad, India. Once again, he served as the head of finance and business development, handling relationships like IBM, Seagate, and Sun, along with being a Board Observer.

In the public management sector, Pete co-founded OnRamps, working with inner city Oakland high schools ([www.onramps.org](http://www.onramps.org)), and is on the Board of Directors of the Golden Key International Honour Society, a 1.4M+ person organization ([www.goldenkey.org](http://www.goldenkey.org)), which performed over 140,000 hours of service work last year. Pete has been a member of Golden Key since 1990 while attending Duke.

At Duke, he served as Chapter Treasurer, then President, growing the active membership from 3 to over 150 active members in less than 18 month. In 1992, Pete became the Society's Council Student Representative, where amongst other things he helped form new chapters at Dartmouth, UNC Chapel Hill, and Northwestern. During his tenure at Golden Key, Pete has won the \$10,000 Golden Key Scholar Award (1997), the Student Scholastic Showcase (1992), led Duke to a Most Improved Chapter (1991) & Key Chapter Award (1992), while also publishing in Concepts.

Pete has a Stanford MBA, where he was nominated by his classmates and awarded the Arbuckle Award for leadership. In addition, he was the co-chair for the Global Management Program, and earned both an academic certificate in Public & Global Management. His classroom areas of focus included finance, accounting, and economics. Pete graduated from Duke University as Phi Beta Kappa and *summa cum laude*, with a dual degree in psychology (with distinction) and philosophy (ethics). The *USA Today* elected Pete as One of the Top 20 students in the USA (1993) enabled by his Golden Key and other leadership positions.

Pete served as the President for Duke's Chapel Choir for 2 years, helping to lead the 120+ choir to a tour in Poland & the Czech Republic. He also sang in Duke's Modern Black Mass Choir, and in 1996 sang Beethoven's *Missa Solemnis* in San Francisco's Davies Symphony Hall with the San Francisco Choral Society.

Other interests – baseball, soccer, golf, painting, piano, movies, & Italy/Greece – current & their classic history. He is from Chicago, middle of 5 kids. Married & currently living in San Francisco.