

## Speaker Biographies



**Lynn A. Bersch**

***Associate General Counsel, Global Employment Law  
KLA-Tencor Corporation***

Lynn A. Bersch serves as Associate General Counsel, Global Employment Law for KLA-Tencor Corporation, a leading provider of process control and yield management solutions for the semiconductor, LED, and other related nanoelectronics industries. She is responsible for managing employment-related legal matters for KLA-Tencor across 17 countries. Prior to joining KLA-Tencor, Lynn represented corporate clients as an employment law litigator and counselor for 19 years. She was a partner in the San Francisco offices of Bronson, Bronson & McKinnon; Crosby, Heafey, Roach & May; and Reed Smith. She was recognized as one of the Top Lawyers in the Bay Area, is a graduate of the 1997 class of Leadership California, and currently serves as a Board member for the California Employment Law Council. She is a graduate of Northwestern University School of Law and has degrees in Accounting and Economics from the University of Montana.



**Gerald Brady**  
***Managing Director***  
***Silicon Valley Bank Venture Capital Group***

SVB Network is focused on building the bank's relationships with Fortune 500 CIOs, CTOs, CISOs, CMOs and other C-level executives. SVB Network brings senior executives together to connect with the bank's clients, who are the entrepreneurs at the forefront of technology innovation, spanning every industry sector, as well as the venture capital investors backing these companies. Through a variety of events and programs, executives, entrepreneurs and investors can compare notes on sectors, share insights on technologies and trends, including SVB's own strategic insights, connect with their peers and together explore ways to collaborate more efficiently.

Prior to joining SVB, Brady served as the director of investor relations for Siemens AG, where he was responsible for all aspects of investor communications in North America. Before that, Brady was an acquisition director in the Strategic Planning Group at Siemens Corporation, and served as a managing director of Siemens Acceleration USA, which is the early stage venture capital arm of Siemens.

Brady has also worked at 3i in London and Palo Alto, where he was a director, investing in a number of technology businesses, including ActiveCard (ACTI), Bitfone (acquired by HP), Raw Communications (acquired by Thomson Financial) and Winery Exchange. Prior to his work in finance, Brady worked in the Internet and media industry, was part of the UK launch team for ZDNet in 1995, a sales manager for Yahoo! UK when it launched in 1996 and an executive at Ziff-Davis and EMAP Plc.

Brady holds an honors degree from Kingston University, an MBA from Cranfield University and he is a Fellow of the Royal Society of Arts. Brady served as chairman of the NVCA's Corporate Venture Group from 2006-2007.



**Danielle Carbone**  
***Global Chair Capital Markets Practice***  
***Reed Smith LLP***

Danielle is a partner in the Corporate & Transactional Advisory Group. Danielle has more than 25 years of experience representing companies and underwriters in financing transactions, including initial public offerings, SEC-registered equity offerings, investment grade debt offerings, tender offers, private placements and venture capital financings. She advises public companies on their ongoing SEC reporting requirements, disclosure issues, Sarbanes-Oxley compliance and corporate governance matters. She works with companies in a variety of industries and has extensive experience with companies in the healthcare sector.



**Paul Herrerias**  
***Managing Director –San Francisco***  
***Stanton Chase International***

Paul Herrerias runs the San Francisco and Silicon Valley offices of Stanton Chase International, a global retained executive search firm. Paul has over thirty years of executive search and leadership consulting service in the Bay Area, preceded by a career with Big-Four CPA firms. He builds businesses by building executive teams, and has conducted hundreds of executive search assignments in the professional and financial services, consumer products, retail healthcare, technology, and food/beverage industries. Recently, his work has focused on portfolio companies for Private Equity firms, and included executive assessment services.

Prior to becoming a managing director of Stanton Chase in 2006, Paul co-founded three executive search and leadership consulting firms, worked on KPMG Peat Marwick's Executive Search team and Deloitte's audit department, where he obtained his CPA license.

He lectures and consults with CEOs, business owners, and University students on recruiting, leadership development, and succession planning. Paul served as State Board member for the California Society of CPAs, a 30,000-member professional association, and as the San Francisco Chapter President. He is a Chapter Director for the COO Forum, and Founder of the CEO Club of Marin.

Within Stanton Chase Paul is the global leader of Stanton Chase's CFO/Financial Executive Specialization, and has led the Financial Services industry and Professional Services industry teams for North America. He earned a Master's degree in Human Resources and Organization Development (MHROD) and a Bachelor degree in Business Administration, both from the University of San Francisco.



**Faisal Jeddy**  
*CPA, Partner*  
**BDO**

## **EXPERIENCE**

Faisal has 23 years of experience in public accounting and is part of BDO's Bay Area Audit Practice. He focuses on audit services for companies in high-tech, internet-based, professional services, software and related areas. He leads client-service teams from early stage start-ups all the way to large multi-national public companies. Faisal is client-focused and has deep expertise in revenue recognition, consolidation, multi-currency and equity instruments amongst a range of complex accounting areas.

Faisal joined BDO in 2001 from PricewaterhouseCoopers where he had spent eight (8) years auditing a wide variety of clients. In BDO, Faisal became an Audit Partner in 2007 serving companies in the Bay Area as well as providing subject matter expertise to teams all along the West Coast. In the interim, Faisal left BDO to become a Partner in SOAProjects and led the Technical Accounting Advisory service line, where he helped dozens of companies solving complex accounting problems as well as helped in transaction advisory, notably helping companies go public in the United States and elsewhere in the world.

Based in BDO's San Jose office, Faisal is currently working with clients all over the San Francisco Bay Area.

## **PROFESSIONAL QUALIFICATIONS**

Faisal is a Certified Public Accountant licensed in California, a member of American Institute of Certified Public Accountants and a member of the California Society of Certified Public Accountants. He graduated from University of the Punjab in Lahore.



**John Marlow**

***General Counsel and Senior Vice President of  
Corporate Development  
Ring Central***

John Marlow serves as General Counsel and Senior Vice President of Corporate Development at RingCentral, where he oversees business and legal affairs. Before joining RingCentral, Marlow was the Founding and Managing Partner of Entrepreneurs Law Group (ELG), a boutique law firm based in San Francisco that specializes in corporate, securities, tax, and intellectual property matters. Before founding ELG, Marlow was a Partner in the San Francisco office of Reed Smith, a full-service, international law firm.

Marlow received his law degree from Boalt Hall School of Law at the University of California, Berkeley and earned his bachelor's degree, summa cum laude, from Colgate University.



**Chris McCabe**

***Head of Technology, Media & Telecommunications Investment Banking  
Cowen and Company***

Chris McCabe is Head of Technology, Media and Telecommunications Investment Banking. Mr. McCabe joined the firm in 2011 from Piper Jaffray where he was a Managing Director and Global Co-Head of both the Clean Technology and Renewables and Industrials Groups. Mr. McCabe led the Clean Tech practice from 2008 until he left the company, organizing and branding the group and helping to turn the practice into the top equity underwriter in the sector over the past three years. Mr. McCabe's responsibilities included coverage of Solar, Energy Efficiency, Industrial Biotech, Industrial Technology and Industrial Growth. He joined Piper Jaffray in 2002 as Head of Semiconductor Banking and was Head of Technology from 2005 to 2008.

Before that, Mr. McCabe was Head of Semiconductor Banking at Robertson Stephens, where he had a broad range of deal experience in IPOs, follow-ons, convertible debt and M&A transactions. Previously, Mr. McCabe was Head of West Coast Technology Banking at Bank of Boston.

He is a graduate of the University of Massachusetts and holds a MBA in International Management from the University of South Carolina.



**Donald C. Reinke**  
***Office Managing Partner***  
***Reed Smith LLP***

Don is currently the co-chair of Reed Smith's Global Venture Capital and Technology practice and the former chair of Reed Smith's U.S. Securities & Capital Markets practice. He also serves as the Office Managing Partner of the firm's Silicon Valley office in Palo Alto. Don is also an adjunct professor at the University of San Francisco teaching venture capital and finance at USF's School of Management's International & Executive Programs. Don works in public and private financings of technology, healthcare and other emerging growth companies along with his extensive experience in middle market mergers and acquisitions, representing issuers as well as private equity and venture capital funds. Prior to Reed Smith, Don chaired the corporate department of one of California's largest law firms, Crosby Heafey, which he joined after bringing the law firm he co-founded and managed, Bay Venture Counsel, to Crosby. Don has also previously been selected as a Northern California "Super Lawyer" by *Law & Politics* and the publishers of *San Francisco Magazine*.

Don has spoken on a variety of corporate transactional matters, covering topics such as the public offering process, private equity finance, venture capital, mergers and acquisitions, and corporate governance and compliance for the State Bar of California, Practising Law Institute, CLE International, Legalworks, Deal Flow Media, ExecSense and Lorman, as well as speaking as a guest lecturer at numerous universities including USF, Cal State East Bay, U.C. Berkeley, Haas School of Business and Boalt Hall School of Law, and Golden Gate School of Law.





**Seth Rubin**

*Managing Director of US Equity Capital Markets and former Head of the Healthcare Capital Equity Markets team Stifel Financial Corp.*

Seth joined Stifel in April 2005 to head the Equity Capital Markets business. Previously, he was Head of Wells Fargo Private Capital Group (2003-2005). Prior to that he was at Deutsche Bank Alex Brown Private Capital Group (2000-2003), Deutsche Bank / Bankers Trust Mezzanine Capital and High Yield Group (1996-2000) and SPP Capital Partners (1994-1996).

Seth earned his B.B.A. at the University of Michigan.



**Annemarie Tierney**

***Vice President – Head of Strategy and New Markets  
Nasdaq Private Market***

**Annemarie Tierney** joined Nasdaq Private Market in March 2015 as Vice President – Head of Strategy and New Markets/Counselor to New Markets. From 2010 to March 2015, Ms. Tierney worked for SecondMarket Holdings, Inc. as General Counsel and Corporate Secretary, with responsibility for the firm’s legal and broker dealer compliance functions. From 2008 to 2010, Ms. Tierney served as General Counsel and Corporate Secretary to NYFIX, Inc., a NASDAQ listed public company, with responsibility for a wide range of corporate and legal issues. From 2002 to 2008, Ms. Tierney was Assistant General Counsel in the Office of the General Counsel of NYSE Euronext, where she had primary responsibility for NYSE Euronext’s SEC and AMF reporting function. Ms. Tierney also acted as counsel to the NYSE Global Listings Group, with particular responsibility for corporate governance and quantitative listing standards. From 1996 to 2002, Ms. Tierney was a Senior Associate in the corporate finance group at Skadden, Arps, Slate, Meagher & Flom LLP, London and New York. From 1990 to 1996, Ms. Tierney served as Special Counsel in the Office of International Corporate Finance in the Division of Corporation Finance at the U.S. Securities and Exchange Commission, with responsibility for a wide range of rulemaking and interpretative issues.

In 2016, Ms. Tierney was appointed as a member of the SEC’s Advisory Committee on Small and Emerging Companies. She is a frequent speaker on a range of legal issues impacting private companies and, in 2014, presented testimony to the Capital Markets Subcommittee of the U.S. House of Representatives Financial Services Committee on the importance of facilitating private company secondary liquidity.

Ms. Tierney earned her JD at the Columbus School of Law at the Catholic University of America, and her BS (Finance) and BA (International Relations) at the University of Delaware.



**David Weild**  
*Chairman & Chief Executive Officer*  
*Weild & Co*

David Weild is Founder, Chairman and CEO of Weild & Co. He is a noted expert on capital markets and capital formation who has spoken before the U.S. Congress at the House Subcommittee on Capital Markets and Government Sponsored Enterprises, the SEC, the G-20 and in front of the 34-member nations of the Organization of Economic Co-operation and Development (OECD). He is regarded by many as the ‘Father of the JOBS Act’ for studies that he co-authored that were the first to identify and characterize the long-term structural decline in the IPO and listed company markets. From 2000 to 2003, Mr. Weild served as Vice Chairman of The NASDAQ Stock Market in charge of the Corporate Client Division with line responsibility for NASDAQ’s 4,000 listed companies. He created NASDAQ’s Market Intelligence Desk<sup>SM</sup>, Corporate Services Network<sup>SM</sup> and dual listings strategy which ultimately resulted in listing Charles Schwab and Hewlett Packard. While at NASDAQ, Mr. Weild had the privilege of working with such luminaries as Howard Schultz (Starbucks), Tom Stemberg (Staples), Craig Barrett (Intel), Michael Dell (Dell Computer), Steve Jobs (Apple, Pixar, NeXT Computer) and others. He also had the privilege of working with NASDAQ senior management, the SEC, the U.S. Treasury and the U.S. Congress to reopen the U.S. stock markets in the aftermath of 9/11, and had the honor of leading his team to work with NASDAQ listed companies to implement share repurchase programs as a safety net to help investor confidence when markets reopened.

Mr. Weild also headed equity capital markets and corporate finance at a top-ten underwriter of IPOs and follow-on equity offerings. During the course of his career, he has participated in managing more than 1,000 public equity offering transactions.

Mr. Weild holds an MBA from the Stern School of Business and a B.A. degree from Wesleyan University. He has studied on exchange at The Sorbonne, Ecole des Haute Etudes Commerciales, and The Stockholm School of Economics. Mr. Weild is former Treasurer of The Bond Club of New York. He currently holds FINRA Series 7, 24, 63, 79 and 99 licenses.

[http://en.wikipedia.org/wiki/David\\_Weild\\_IV](http://en.wikipedia.org/wiki/David_Weild_IV)