

# PRESS RELEASE

For Immediate Release

**Contact:**

New Enterprise Associates

Tracy Howe

410-244-0115; thowe@nea.com

- or -

Ann Revell-Pechar

678-205-1477; ann@revellpechar.com

## **New Enterprise Associates Names Kittu Kolluri General Partner**

*Proven Portfolio Partner to Expand Entrepreneurs' Opportunities*

Menlo Park, California – January 17, 2006 – New Enterprise Associates (NEA) today announced that Krishna “Kittu” Kolluri has joined the firm as General Partner. Mr. Kolluri will focus primarily on information technology investments while working closely with entrepreneurs to identify emerging companies of unprecedented talent and potential. He will be based in NEA’s Menlo Park, California office.

“The partners at NEA are thrilled to have Kittu join our organization,” said Scott Sandell, NEA General Partner. “Having backed Kittu as an entrepreneur on more than one occasion, we have seen him apply his considerable talents with great success in a variety of circumstances. Kittu is one of those rare entrepreneurs who combines technical insight, marketing savvy, extraordinary interpersonal skills, and great business judgment. His depth of experience and passion for creating better businesses will make him a great partner for entrepreneurs.”

Mr. Kolluri previously served as Executive Vice President and General Manager of Juniper Networks’ Security Products Group. He joined Juniper Networks through the company’s acquisition of NetScreen Technologies in April 2004 for approximately \$4 billion. Prior to this, Mr. Kolluri was General Manager of Secure Access Products at NetScreen, a position he assumed following NetScreen’s acquisition of Neoteris in November 2003 for approximately \$300 million.

- more -

“NEA was the logical choice for me when deciding to join the ranks of venture capitalists,” said Kittu Kolluri. “I value my experience with NEA as an entrepreneur and CEO and have tremendous respect for Dick, Scott, Mark, Forest and the rest of the NEA team. NEA possesses the characteristics that make it an exceptional firm – the right culture, alignment of interest with LPs, and an intimate awareness of the value of people and their investment in them.”

NEA’s relationship with Mr. Kolluri dates back to his days at Silicon Graphics where he held a number of engineering and management positions before co-founding Healtheon, an NEA portfolio company. While at Healtheon, Mr. Kolluri worked closely with Dick Kramlich, NEA Co-Founder and General Partner. Subsequent to Healtheon’s merger with WebMD for \$5.5 billion, Mr. Kolluri accepted the position of President and CEO of Neoteris in 2001, another NEA-backed company. Mr. Kolluri holds an MS in Operations Research from SUNY Buffalo and a B. Tech from Indian Institute of Technology, Madras, India. He was awarded the Distinguished Alumnus Award by IIT Madras in 2005.

#### About NEA

New Enterprise Associates (NEA) is a leading venture capital firm focused on helping entrepreneurs create and build major new enterprises that use technology to improve the way we live, work and play. Since its founding in 1978, the firm has followed the same basic principles: support their entrepreneurs, provide an excellent return to their limited partners and practice their profession with high standards and respect. Practicing classic venture capital for over 25 years, NEA focuses on early stage investments, playing an active role in assisting management to build companies of lasting value. With \$6 billion under management, NEA's experienced management team has invested in over 500 companies, of which more than 150 have gone public and more than 200 have been acquired. NEA has offices in Reston, Virginia, Menlo Park, California and Baltimore, Maryland. For additional information, visit [www.nea.com](http://www.nea.com).