



# “WHEN DO YOU NEED A BOARD OR ADVISORY BOARD AND HOW TO ACQUIRE ONE”

(Or how the Entrepreneur can find the “special sauce”)

***Tuesday, June 13<sup>th</sup> 2006 • 5:30–8:00 pm  
Federal Reserve Bank of Philadelphia  
7th and Arch Streets, Philadelphia PA***

Come hear a most exciting discussion of Boards and Advisory Boards from extraordinary Entrepreneurs that have found the key to opening the Board “treasure chest”. The Board can play an extremely valuable role for the entrepreneur in building your business. Often, you are in search of a Mentor. Is the Board where you might find one? How can you find the expertise that you need? Can the board members connect you to organizations and resources beyond your reach? How important is the Board when you go to raise money?

We will discuss the cultivation of the board, how to address their compensation, and many more issues. Bring your questions to this expert panel.

## **Moderator:**

### **Irv Safra - CEO, Safra Associates, LLC**

Irv has over 35 years experience in the high tech industry, spanning strategic planning, marketing, product development and sales. At Safra Associates, Irv provides strategic business planning, board development and specialized marketing services. Previously, Irv was a co-founder of iCue Corp. where Irv lead the strategic planning and business development activities. Prior to starting iCue, Irv was a founder and president of the CARA Corporation - a national multi-million dollar healthcare data processing software development and service business.

Irv is a member of the EFGP Board, RFB&D National Board/Treasurer & Past Philadelphia Board Chairman, Advisory Board of ACI, Inc., Advisory Board of Sanchaar Corp., and a Port of Technology Mentor. Irv is also a guest lecturer on entrepreneurship at Wharton, LaSalle, PSU, Weidner University, Temple, and the Lehigh University Iacocca Institute Global Village. Irv graduated from Pennsylvania State University with a BS in Mathematics and an MS in Computer Science.

## **Panelists:**

### **Lucinda Duncalfe Holt - CEO, Commerce360**

Lucinda is CEO of Pre-Commerce, Inc. an Internet marketing company. She is an accomplished technology CEO who led a number of successful companies. In 2004, Lucinda co-founded and led TurnTide, an anti-spam technology company, which was acquired by Symantec for \$28 million in

## **Panelists:**

only six months. Prior to founding TurnTide, Lucinda was President & CEO of Destiny WebSolutions, a venture-backed Inc. 500 winner that provided Internet strategy and implementation consulting to large financial institutions. While growing Destiny from \$250,000 to \$25 million in revenue Lucinda received many honors. She was named America’s 17th Most Influential Consultant by Consulting Magazine, won the Eastern Technology Council’s Enterprise Award for CEO of the Year, and was an Ernst & Young Entrepreneur of the Year.

In addition to her CEO roles, Lucinda has been an Entrepreneur-In-Residence at First Round Capital and has held management positions at Infonautics, Automated Call Processing, SEI Investments, and American Express. She graduated cum laude from University of Pennsylvania and earned an MBA from the Wharton School in Entrepreneurial Management.

### **Walter W. Buckley III - Co-Founder, CEO, and Chairman of the Board – Internet Capital Group**

Walter is co-founder, chief executive officer and chairman of the board of Internet Capital Group. Prior to ICG, Walter was vice president of acquisitions for Safeguard Scientifics, Inc., where he led many of Safeguard’s investments through the mid-1990s, including Diamond Technology, ChromoVision and Video Server. He also was responsible for developing and executing Safeguard’s multimedia and Internet investment strategies.

Before Safeguard, Walter was president and co-founder of Centralized Management Systems, Inc.



## 2005–2006 EVENT CALENDAR

*Unless otherwise noted, meetings will be held at the Federal Reserve Bank, 7<sup>th</sup> and Arch Streets, Philadelphia. Networking from 5:30 to 6:30 PM. Program from 6:30 to 8:00 PM.*

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**July 11, 2006**  
Federal Reserve Bank

**Capital: Where To Find It; How To Get It**  
*Moderator: Joe Flynn, National Penn Bank*

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**August 8, 2006**  
Location TBA

**Networking Party**

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\$ – Fee for these meetings

### Panelists, cont':

a medical supply company, which he sold in 1987. Previously, he spent three years at CoreStates as a commercial loan officer in the bank's work-out area.

Walter was included in Business Week's 2000 "eBiz 25," an exclusive listing of the most influential people in electronic business, and the Greater Philadelphia Venture Group honored Walter with its "Entrepreneurial Excellence Award" in June 2000.

In addition to serving as Chairman of the Board for ICG, Walter sits on the boards of ICG Commerce, and Marketrion. He is also Chairman of the Starfinder Foundation, a non-profit organization and on the Board of Advisors at University of North Carolina's Business School. Walter graduated from the University of North Carolina at Chapel Hill with a B.A. in political science.

### Bill Loftus

#### President and CEO, Gestalt, LLC

William Loftus has 20 years experience in the creation, executive management and operations of advanced software solution providers, and is a nationally recognized author, technologist, and entrepreneur. In 2001 he co-founded Gestalt, LLC, a leading provider of collaborative technology for governments and Fortune 500 customers, and currently serves as President and CEO of the firm.

Prior to forming Gestalt, Mr. Loftus was the CEO of Breakaway Solutions, a publicly traded full-service provider of Internet solutions. He was appointed to this role following his successful service as Chief Development Officer (CDO) in charge of operations for the company's three service lines: Professional Services, Application Service Provision, and Strategy Services. In these roles he held responsibility for Breakaway Solutions' explosive growth, helping propel the company from 60 to more than 1,200 people and driving its expansion into Europe and Asia. Before joining Breakaway Solutions, Mr. Loftus founded and served as CEO of WPL Laboratories. Under his leadership WPL Laboratories grew to become an Inc. 500 company, and was acquired by Breakaway Solutions in 1999. Prior to founding WPL Laboratories, Mr. Loftus held the position of Manager of R&D at Unisys, where he held responsibility for DARPA-sponsored projects. Mr. Loftus has also provided consulting to numerous Fortune 500 and emerging companies, investment bankers, and venture capitalists.

Mr. Loftus has co-authored numerous papers, IEEE standard P1430, and a best selling textbook, "Java Software Solutions". His distinctions include a Special Achievement Award from DARPA, recognition by the City of Philadelphia as one of the 40 most accomplished individuals under 40 years old in 1999, IEEE National Engineering Manager of the Year in 2003, and E&Y Entrepreneur of the Year in 2004. Mr. Loftus currently serves on the Board of Directors for Gestalt and the Please Touch Museum, a children's museum in Philadelphia. His academic achievements include a BSCS and an MSCS from Villanova University.

# 2005-2006 SPONSORS

The Entrepreneurs' Forum of Greater Philadelphia, Inc. is sponsored by members of the corporate, professional and investment community.

The Forum serves as a focal point to help individuals and early stage companies develop, grow and prosper in the nine-county Philadelphia area. We do this by providing information, resources, counsel and services in addition to networking opportunities. For additional information about the Forum, or to be added to our mailing list, call 215-640-3339.

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