

David Skok

David Skok joined Matrix Partners as a general partner in May 2001. David founded his first company in 1977 at age 22, and went on to start three additional companies and perform one turn around. Three of these companies went public. He joined Matrix from SilverStream Software, which he founded in June 1996. Prior to its July 2002 acquisition by Novell, SilverStream was a public company that had reached a revenue run rate in excess of \$100 million. As an investor, David has been instrumental to the growth of multiple successful software companies including ApplQ, CloudSwitch, Diligent Technologies, JBoss, Netezza and Tabblo, all of which have had successful exits. He is focused on cloud computing, Open Source, Software as a Service (SaaS) and utility computing products for the data center. He serves on the boards of CloudBees, CloudSwitch, Digium, Enservio, GrabCAD, HubSpot, OpenSpan and VideoIQ. David writes a blog for entrepreneurs and startups on topics such as viral marketing, SaaS metrics, building a sales and marketing machine, techniques for lowering cost of customer acquisition, etc. The blog can be found here: www.forentrepreneurs.com.