



Sage Growth Partners, LLC

Veneeth Iyengar

**Vice President, Strategic Ventures
and Business Development Ventures**



VEENEETH IYENGAR

Principal

VEENEETH IYENGAR, VICE PRESIDENT, STRATEGIC VENTURES AND BUSINESS DEVELOPMENT VENTURES AT SAGE GROWTH PARTNERS

has over ten years of experience in identifying industry sectors and specific companies for investments, establishing private and public partnerships, representing the interests of those companies, and communicating with entrepreneurs in emerging markets and the United States.

Iyengar's career began in Southeast Asia, where he worked for two publicly listed companies as Director of Business Development and Corporate Development. He also advised a leading Asian investment firm on acquisitions relating to the IT space.

His expertise lies in conducting due diligence, financial modeling, and performing industry research to identify opportunities in the telecom/media/technology industry along with identifying growth industries in frontier/emerging markets for development and investment.

Iyengar has also worked with national and provincial governments and agencies, NGOs and universities to utilize multi-sectoral teams to help develop economic plans for job generation and investment growth.

He is one of only 101 to have been awarded the prestigious Franklin William Award by the Director of the US Peace Corps. The award honors outstanding returned volunteers who exemplify the best of those who have made large impacts abroad and in the US.

REPRESENTATIVE ACCOMPLISHMENTS

As the Head of Mergers and Acquisitions, sourced and structured a \$16 million in equity line of credit from global multi-billion dollar fund and evaluated over \$50 million in acquisitions (prepared term sheets, financial analysis, investment memos)

Led a team that led to divestment of business process outsourcing (BPO) business unit for \$22 million to PCCW Teleservices in China

Developed financial scenarios to evaluate infrastructure projects in Vietnam in the IT/outsourcing space

As a business development director, successfully negotiated with the Malaysian government on a large multi-million dollar incentive package to help reduce the costs of operations in Malaysia (training subsidy, rent subsidy, employee subsidy)

Performed project analysis and evaluated potential investment/acquisition opportunities with cumulative transaction value in excess of \$150 million in the Philippines for C-level management in Denver

Successfully sourced and led the acquisition of a Philippine BPO company (FinSource) in the financial services industry (1 of 2 acquisitions completed by TeleTech in 2004/2005) – worked on all aspects of the deal (from sourcing to interviewing management to developing various financial models)

Panelist at 2015 Duke University mHealth Symposium

Deal Leader in attracting Protenus into the SGP Venture Management Program – Protenus is a high growth Healthcare IT security company – SGP serves on the Board of Advisors

Developed unique partnership model with The Independent Practice Association of America to market and sell valued added services to over 677 IPAs across the country

Established a non-equity joint venture to market and integrate the services of leading US/Philippines Healthcare BPO firm into services of SGP

Structured and developed innovation partnership deal with the Thomas Jefferson School of Population Health

Led deal to acquire into HealthTech Consulting to create Long-Term Care/Post Acute Practice

Operating Leader for Lifedox

AWARDS AND AFFILIATIONS

Member, Young Professionals in Foreign Policy (MD)

Franklin Williams Award, Peace Corps (101 awarded since 1999)

2012 Invitee, Clinton Global Initiative,

Think Tank Chair, 2012 G8 Young Leader Summit

Finalist in numerous business plan Competitions (Garage, Hummer Winblad, Burton Morgan Competition, World Bank Development Marketplace) 2001-present

BACKGROUND

As a Peace Corps Volunteer in the Philippines, developed Provincial Investment Roadmap leading to 6,000 new information technology enabled service (ITes) jobs and a \$120 million economic impact and sourced and raised in excess of PhP (Philippine peso) 200,000 in funding for innovation development program from provincial government for inaugural business plan competition and business plan workshops

In 2011, Veneeth Iyengar earned a Masters of Science in Finance from the Johns Hopkins University as a recipient of the William H. Thompson Scholarship and received a Bachelor of Science in Economics from Purdue University in 2001.