

About IQT

In-Q-Tel is the strategic investment firm that works to **identify, adapt, and deliver** innovative **technology solutions** to support the missions of the Central Intelligence Agency and the broader U.S. Intelligence Community (IC). Launched by the CIA in 1999 as a private, independent, not-for-profit organization, IQT's mission is to identify and partner with companies developing cutting-edge technologies that serve the national security interests of the United States. Working from an evolving strategic blueprint defining the Intelligence Community's critical technology needs, IQT engages with entrepreneurs, growth companies, researchers, and venture capitalists to deliver technologies that provide superior capabilities for the CIA and the broader IC.

To date, IQT has reviewed **more than 6,300** business proposals, invested **in more than 100** companies, and delivered more than **140** technology solutions to the U.S. Intelligence Community.

Approach

To optimize value for our client – the U.S. Intelligence Community – IQT engages with a range of companies from startups to established companies, as well as universities and research labs at a strategic level. We structure attractive win-win relationships through product development funding, equity investments, intellectual property arrangements and commercial and government business development guidance. All proceeds from investments made by IQT, a not-for-profit corporation, are reinvested into IQT operations, technologies, and programs to benefit the CIA, and the broader U.S. Intelligence Community as per IQT's charter agreement with the CIA.

Focus

We back great entrepreneurial teams with innovative technologies that have the potential to address high growth commercial markets. Commercial success for our partners is critical to achieving our ultimate goal of reducing the total cost of technology ownership to the Intelligence Community. But we are not looking for government-specific solutions. We focus on identifying commercial analogs to the IC's own enterprise problems where the needs of the market and the IC meet.

IQT concentrates on five broad commercial technology areas:

Technology Priorities

- Application Software and Analytics
- Bio, Nano, and Chemical Technologies
- Communications and Infrastructure
- Digital Identity and Security
- Embedded Systems and Power



Application Software and Analytics

- @Last Software (now Google SketchUp)
- Attensity
- Basis Technology
- BBN Technologies
- CallMiner
- Destineer Studios
- Endeca
- Forterra Systems
- FortiusOne
- FMS Advance Systems Group
- IDELIX
- iMove
- Inxight Software
- Keyhole (now Google Earth)
- Kofax
- Language Weaver
- MetaCarta
- MetricStream (formerly Zaplet)
- MotionDSP
- NovoDynamics
- PlateScan
- PiXlogic
- Quantum4D
- Spotfire (now TIBCO)
- Stratify
- Tacit
- TerraGo Technologies
- Thetus
- Traction Software
- Visual Sciences

Bio, Nano, and Chemical Technologies

- Cambrios
- Fluidigm
- Microchip Biotechnologies Inc. (MBI)
- Nanosys
- OpGen
- Polychromix
- QD Vision
- Sionex
- Seahawk Biosystems

Communications and Infrastructure

- Agent Logic
- Asankya
- Bay Microsystems
- Cassatt Corporation
- COPAN Systems
- CopperEye
- Infobionics
- StreamBase

Digital Identity and Security

- A4Vision
- 3VR Security
- ArcSight
- CoreStreet
- Decru
- Initiate Systems
- Network Chemistry (now Palgo)
- SRD (now IBM Entity Analytics)

Embedded Systems and Power

- AdaptivEnergy (formerly PAR Technologies)
- Dust Networks
- Electro Energy Inc.
- Ember Corporation
- Etherstack
- GATR Technologies
- Infinite Power Solutions (IPS)
- Nextreme Thermal Solutions
- Paratek
- Pixim
- Qynergy
- Rhevision Technology Inc.
- Rosum
- SkyBuilt Power
- SofLinx
- Tendril
- TenXsys
- WiSpry

IQT Management:

Christopher Darby
President and CEO

Stephen Bowsher
Managing Partner and
Executive Vice President

Patrick Ciganer
Executive Vice President,
IC Support and External Affairs

Troy M. Pearsall
Executive Vice President,
IQT Technology Practices

Matthew Strottman
Executive Vice President and
Chief Financial Officer