



## **Kodiak and Dragonvest invest in Beijing startup**

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Kodiak Venture Partners has been working closely with Dragonvest Venture Partners, a China- and Boston-based venture firm, to help Kodiak portfolio companies establish a foothold in the potentially lucrative, though also challenging, Chinese market.

But while Kodiak's relationships in China has been positive -- portfolio companies Egenera Inc. of Marlborough, sentitO Networks Inc. of Acton and Vette Corp. of Manchester N.H. have all been making strides there -- the firm had not put tremendous focus on investing directly in Chinese companies.

"We're not looking to become a major direct investor in companies in China," said Dave Furneaux, founder and general partner of Kodiak. "But there are exceptions."

The company's first exception came last week when it, along with Dragonvest, put \$1.2 million into the Beijing-based Wireless China Inc., a maker of a short message service (SMS)-based Internet platform for carriers. The company was founded in 2006, but already has a customer in China Mobile and will be using its new funds to roll out the service in three new provinces -- GuangDong, ZheJiang and Shanghai.

Wireless China met the firm's two most important criteria for making an "exception" and investing directly in a Chinese company, said Furneaux. First, the company has a technology that is scalable across geographic regions. Second, and possibly more importantly, the company has a relationship with a Kodiak portfolio company -- with the possibility of a partnership.

Wang Jiwei, chief scientist of Airwide Solutions Inc., a Kodiak portfolio company located in Burlington and London, England also happens to be chief technical adviser to Wireless China.

According to Furneaux, while there are no hard and fast plans settled yet, when it comes time for China Wireless to set up shop in the United States, it would most likely be in New England.