

# **DAVE BARRETT**

**General Partner**

**Boston**

Dave is a general partner who brought over 20 years of experience as an operating executive & entrepreneur to Polaris in 2000.

He focuses on seed, early & expansion stage investment opportunities in technology. Dave is exceptionally experienced in next-generation internet software business models. He has particular background in SaaS, Cloud, Financial and Healthcare technologies.

## **Experience:**

A leader of publicly-held software and services leaders during their periods of highest growth, Dave consistently built teams which achieved dominant market share and extraordinary value.

Prior to joining Polaris, he served as chief operating officer of Calico Commerce, a leading sell-side e-business infrastructure provider. During his leadership, the company evolved from venture-backed startup to one of the top-performing IPOs of 1999 with market value in excess of \$3.5B. As senior vice president of worldwide operations for Pure Atria, he helped lead that company's \$1B merger with Rational Software. As an executive with Lotus Development Corporation/IBM over 11 years, he played a key role in that company's rapid growth and eventual \$3.5B acquisition by IBM, the then-largest transaction in software industry history. As vice president & general manager of field sales and services, his organization served as an industry model and helped to establish Lotus Notes as a market-defining standard. As general manager of worldwide federal systems, his was the fastest-growing division in the company.

## **Boards:**

Dave represents Polaris on the boards of Automattic (WordPress), Biff Labs, Confluence, Egnyte, CatchFree, Imprivata, MarkMonitor and Phytel.

He previously served on the boards of LogMeIn (NASDAQ: LOGM), Archivas (acquired by Hitachi Data Systems; NYSE: HIT), 170 Systems (acquired by Kofax; LSE:KFX.L), Centra Software (NASDAQ: CTRA) and VKernel (acquired by Quest Software).

In addition, he also serves on the Microsoft Venture Capital Advisory Board, the Software & Information Industry Association (SIIA) Private Equity Board, and the Dana-Farber Cancer Institute Board of Trustees.

Dave is both an Always-On Venture Capital 100 and Venture Capital 50 recipient, recognizing investment returns performance over the last five years. He is also a Massachusetts Technology Leadership Council Investor of the Year finalist, helps lead the @dogpatchlabs community, is a TechStars and SmartCamp mentor, as well as an advisor to NYC Investment Fund's FinTech Innovation Lab.

## **Education:**

Dave holds a B.S. from The University of Rhode Island

## **Dave's Blog:**

[davebarrett4.wordpress.com](http://davebarrett4.wordpress.com)

## **Dave on Twitter:**

[twitter.com/davebarrett4](https://twitter.com/davebarrett4)