



Vinod Khosla
Founder, Khosla Ventures

An entrepreneur, investor, and tech visionary, Vinod Khosla is a pioneer of the venture capital industry and founder of Khosla Ventures. Mr. Khosla was a co-founder of Daisy systems and founding Chief Executive Officer of Sun Microsystems where he pioneered open systems and commercial RISC processors. During his tenure at Sun Microsystems, Vinod Khosla worked closely with board member John Doerr, of Kleiner Perkins Caufield & Byers (KPCB). After several years of closely working with the team, he switched sides and joined KPCB, where he continues to be a general partner of KPCB funds through KP X.

While at KPCB, he and other partners at the firm took over on the Intel's monopoly with Nexgen/AMD (the only microprocessor to have significant success against Intel, sold to AMD for 28% of AMD). Thereafter, Mr. Khosla helped incubate the idea and business plan for Juniper to successfully take on Cisco's dominance of the router market. In addition, while at KPCB, he was also involved in the formulation of the very early advertising based search strategy for Excite, and from there also helped to transform the moribund telecommunications business and its archaic SONET implementations with Cerent (sold to Cisco for \$7B), and many other ventures. During his years at KPCB, Mr. Khosla was a key team member in creating value, having fun, succeeding, and driving impact in partnerships with entrepreneurs and the partners at the firm.

In 2004, driven by the need for flexibility and a desire to be more experimental, to fund sometimes imprudent "science experiments", and to take on both "for profit" and for "social impact" ventures, he formed Khosla Ventures. Khosla Ventures focuses on both traditional venture capital technology investments and clean technology ventures.

Aside from spearheading Khosla Ventures, one of Mr. Khosla's greatest passions is being a mentor to entrepreneurs, assisting entrepreneurs and helping them build technology based businesses. In addition, Mr. Khosla is a charter member of TiE, a not-for-profit global network of entrepreneurs and professionals founded in 1992 that now has more than forty chapters in nine countries. He is also a Founding Board member of the Indian School of Business. His current passion is Social Entrepreneurship with a special emphasis on Microfinance as a poverty alleviation tool. He is a supporter of many microfinance organizations in India and Africa. Mr. Khosla is also passionate about alternative energy, petroleum independence, and a pragmatic approach the environment.

Vinod holds a Bachelor of Technology in Electrical Engineering from the Indian Institute of Technology in New Delhi, a Master's in Biomedical Engineering from Carnegie Mellon University and an MBA from the Stanford Graduate School of Business. He can be reached at vk@khoslaventures.com.