

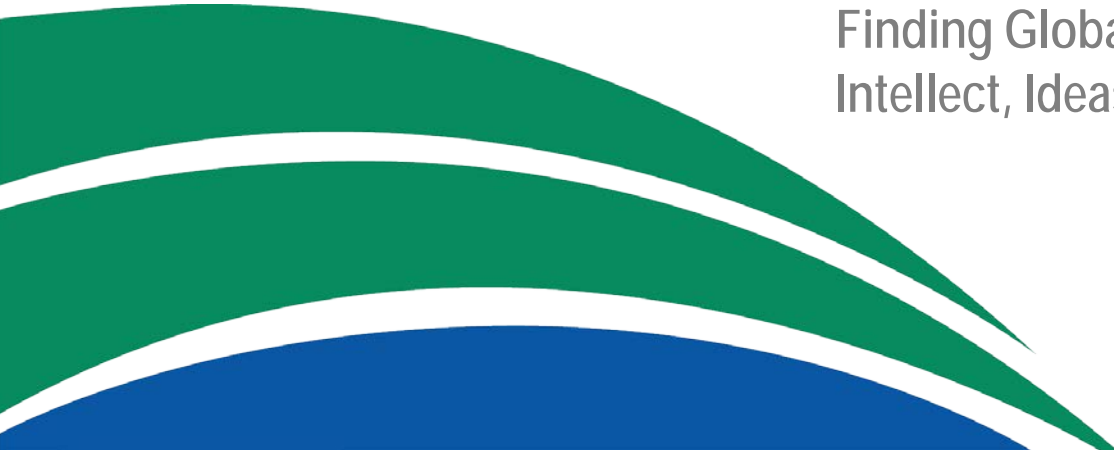


# ***THE SABLE ACCELERATOR***<sup>TM</sup>

SOUTH AFRICAN BUSINESS LINK TO EXPERTS

## **Connecting Innovators To Global Collaborators**

Finding Global Markets for South Africa's  
Intellect, Ideas and New Venture Ingenuity



# What is SABLE?

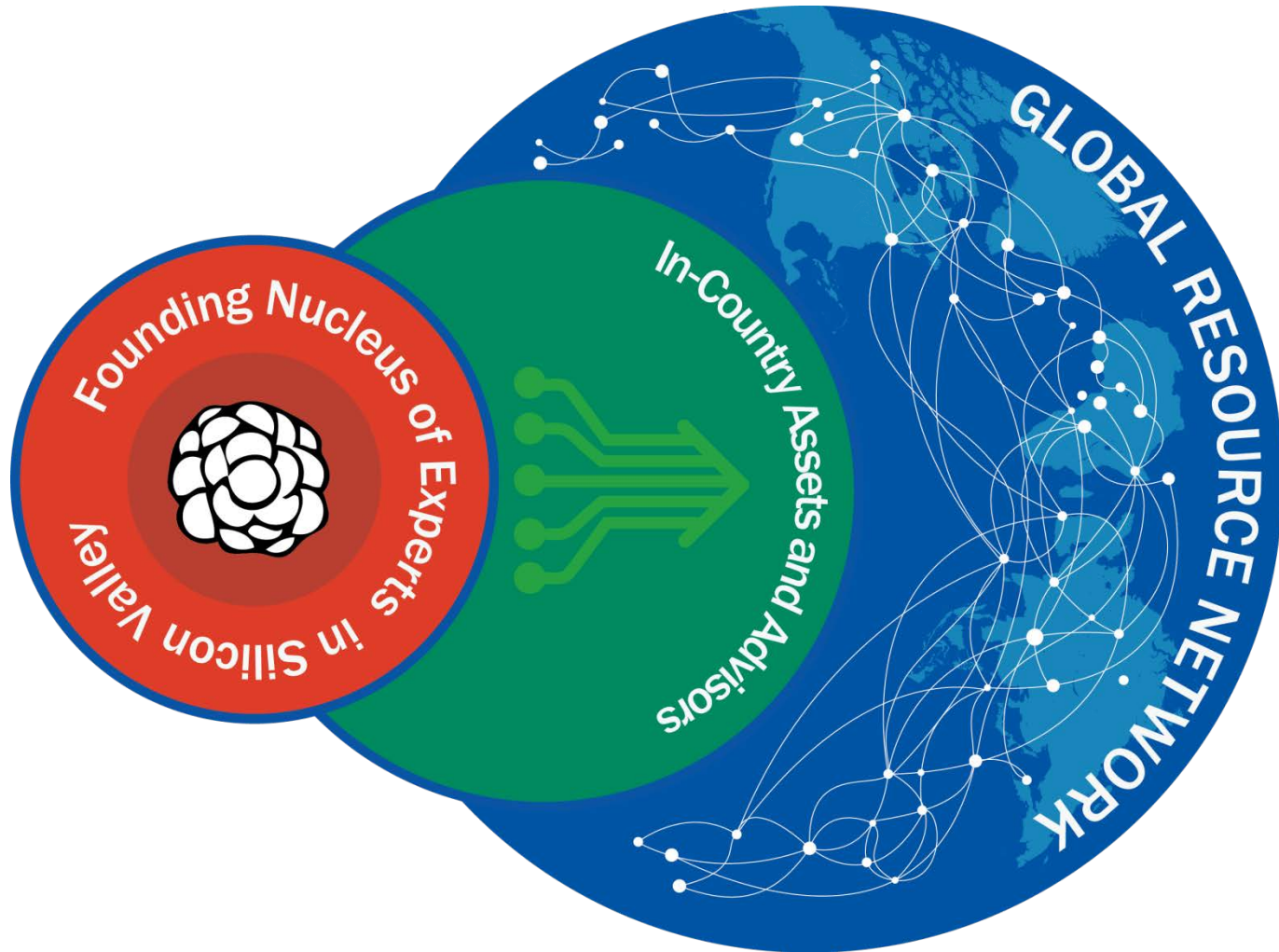
## **Connect to a Wealth of Wisdom.**

A trusted knowledge network of well-placed and highly connected Global South Africans providing mentoring and consulting services to South African companies, entrepreneurs and institutions seeking to fund or commercialize innovation, as well as enter, grow, and partner in worldwide markets.

# SABLE is Silicon Valley Centered

- Silicon Valley is ranked top of 25 startup ecosystems in the world (Startup Genome)
- Ahead of New York City, London, Toronto and Tel Aviv
- Rate of startups is 3X greater than nearest rival
- 22 percent more companies in “scale stage”
- More likely to raise more money from a bigger capital pool
- Greatest concentration of global talent and knowledge
- Highest incidence of mentorship in Silicon Valley

# How is It Structured?





# Founding Team of Experts

- Business Modeling
- Finance
- Operations
- R&D

- Venture Funding
- Talent Sourcing
- Legal/tax/IP protection
- Accounting

- Marketing
- Distribution
- Sales
- Business Development





# SABLE Assets and Advisors



- Geo-based
- Industry-specific
- Life stage focused
- Diverse domain expertise
- Public and private sector access
- Investment, mergers and acquisitions
- Compliance, governance and regulatory requirements





# Global Resource Network



Online membership group and community of highly qualified and experienced Global South Africans providing inspiration, guidance and assistance to their nation's entrepreneurs and innovators. Uses cloud-based platform to aggregate and host LinkedIn profiles, areas of knowledge and expertise, live engagement and networking, interactive chat rooms, as well as monetization of time and services relative to:

- New venture funding or financing
- Donations or contributions
- Connections/introductions
- Referrals/recommendations
- Insights/guidance/contacts
- Coaching and mentoring
- Speaking or lecturing
- Board membership



# Value Proposition

- Cultural affinity and trust of **SABLE** members
- Tightly integrated and readily accessible resource
- Commercializing South Africa's talent and technology
- Improving the country's global competitiveness
- Mobilizing Global South Africans to contribute and give back
- Advancing South Africa's brand agenda and influence





# Other Global Models



**THE SABLE  
ACCELERATOR™**  
SOUTH AFRICAN BUSINESS LINK TO EXPERTS



[www.tie.org](http://www.tie.org)

**OnCorps**

Peer collaboration to accelerate technology adoption

[www.oncorps.org](http://www.oncorps.org)



[www.SVforum.org](http://www.SVforum.org)

**Technology Strategy Board**  
Driving Innovation

[www.innovateuk.org](http://www.innovateuk.org)



[www.mjglobal.org](http://www.mjglobal.org)



[www.ycombinator.com](http://www.ycombinator.com)



[www.gust.com](http://www.gust.com)



[www.keanewzealand.com](http://www.keanewzealand.com)



[www.globalscot.com](http://www.globalscot.com)



[www.advance.org](http://www.advance.org)



[www.thec100.com](http://www.thec100.com)



[www.itlg.org](http://www.itlg.org)

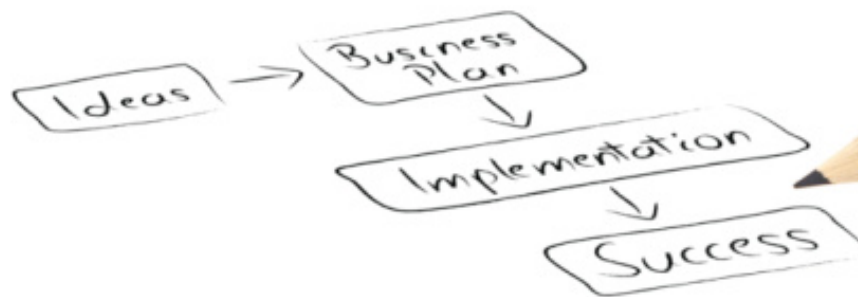


# Portfolio of Services

- Capital investment and early stage funding
- Business planning, modeling and needs assessment
- Consulting across all functional areas
- Market entry support – fully integrated program
- Partnering and distribution development
- IP licensing and technology commercialization
- Advisory board roles, mentoring and coaching
- Introductions, linkages, alignments and referrals

# Business Model

- Fees for services
- Commissions
- Revenue share arrangements
- Options or equity trade-outs
- Performance-based compensation



# Founders & Managing Partners



## **Donovan Neale-May, Managing Partner**

Neale-May, 60, is the founder and executive director of the Chief Marketing Officer (CMO) Council ([www.cmocouncil.org](http://www.cmocouncil.org)), a global affinity network of more than 6,000 senior marketing and branding executives, who collectively control more than \$300 billion in annual marketing spend. Neale-May is also the founder and executive director of the Business Performance Innovation (BPI) Network ([www.bpinetwork.org](http://www.bpinetwork.org)) and president of GlobalFluency, a multi-level, multi-channel marketing company with 70 offices in 40 countries. Previously, Neale-May managed marketing and PR agency offices in London, New York, Los Angeles, San Francisco and Silicon Valley representing hundreds of clients across all industry sectors. A graduate of Rhodes University in South Africa, he serves on this institution's board of governors.



## **Werner Mansfeld, Managing Partner**

Mansfeld, 49, is President of NetLine Corporation, the tech industry's premier B2B lead generation provider with the most comprehensive lifecycle customer acquisition platform, integrating e-mail, internet, social media, and mobile. Mansfeld draws from over 15 years of executive management, financial, sales, strategy, and operations experience. He is also founder of a specialty foods company, bringing a well known traditional South African desert into mainstream American grocery stores through national distributors, online markets and regional buyers. Previously, Mansfeld held senior positions in operations, finance and new product development at Hardware Street in Reno, and at International Game Technology where he managed new products and business alliances. Mansfeld holds an MBA from Golden Gate University in San Francisco and a B.Com degree in accounting from the University of Cape Town, South Africa.



## **Kurt Pakendorf, Managing Partner**

Pakendorf has over 20 years of multinational legal and business experience in operations, regulatory affairs, M&A, software and services across a broad range of industry sectors. Most recently he was CEO of MobileWave Group plc, a London based AIM listed mobile technology and services company. Prior to that, Pakendorf was the Vice President & General Counsel at Havok, an Intel Capital owned and separately operated company. Previously, he was the Assistant General Counsel of i2 Technologies, Inc. (NASDAQ: ITWO), a public supply chain software and services company based in Dallas, Texas. Pakendorf has served with the United Nations as a Legal Officer for the United Nations Interim Administration Mission in Kosovo, worked in London and Brussels for the international law firm SNR Denton, and practiced as an attorney in South Africa. He holds a law degree from the Nelson Mandela Metropolitan University and is an admitted attorney of the High Court of the Republic of South Africa.

# Founders & Managing Partners



## **Dr. Stephen Bell, Managing Partner**

Stephen Bell is currently Trustee (Fiduciary), Monitor and Advisor overseeing the execution of the anti-trust order arising from the \$68 billion Pfizer acquisition of Wyeth in 2009. In this capacity, he represents the U.S. Federal Trade Commission, the Canadian Bureau of Competition, the European Commission, the South African Competition Commission and the Ministry of Commerce in China. Bell earned his bachelor's degree from Rhodes University before pursuing a graduate degree in clinical science and immunology from the University of Cape Town Medical School. Bell then received a Swiss National Research Foundation award to undertake allergy studies at the University of Bern. Subsequently, he received a PhD in medicine from the University of New South Wales in Australia. Additionally, he holds a MBA (Beta Gamma Sigma honor inductee) from the Kennesaw State University Michael J. Coles College of Business in Georgia.



## **David Kitley, Associate Partner of SABLE Accelerator**

David Kitley, 29, has spent his working career split between Investment Banking and Consulting, with stints in London, Johannesburg and San Francisco. Most recently he represents Letsema Consulting, a boutique Management Consulting company that specializes across Energy, Mining and Transport sectors in South Africa and Africa. He holds a Masters in Energy and Development, and a Business Science Finance degree from the University of Cape Town.

# Core Consulting Group



- **Selwyn Goldberg**, Partner at Wilson Sonsini Goodrich & Rosati



- **Mark Pretorius**, Venture Capitalist at Premanco Ventures



KAISER PERMANENTE

- **John Burger**, Director of IT at Kaiser Permanente



- **Ralph Nefdt**, Office Managing Partner at Grant Thornton LLP



- **Ian McGregor**, Former EVP and GM of McCann Erickson



- **Randhir S. Judge**, CEO of Judge For Yourself Insurance and Financial Services, Inc.



- **Eric Smit**, Chief Financial Officer of eGain



- **Mark Gibbon**, General Partner, Nomad Ventures



- **Marc Balkin**, Managing Partner of Hasso Plattner Ventures Africa

- **Stephen J.D. Bell**, B.Sc Medicine Honors, Phd, MBA, Federal Trade Commission Trustee



# Advisors



- **Garreth Bloor**, Councilman at the City of Cape Town
- **Mike Blum**, President of Materials Technology Associates, Inc.



- **Claire Busetti**, Member of the Investment Committee at Ariya Capital



- **Ewan Copeland**, Vice Chairman, Global Corporate Bank Citigroup – Hong Kong



- **Pieter de Villiers**, CEO of Clickatell



- **Manie Eagar**, CEO of Ideaon



- **Malcolm Elvey**, Principal Partner at the Elvey Group



- **Nils Flaatten**, CEO of WESGRO – The Investment & Trade Promotion Agency of the Western Cape



- **Simon Flax**, Senior Director of Finance and Strategy, DreamWorks Animation

# Advisors



- **Anthony Galloway**, Founder and Chairman of the LEAP Science and Math Schools, South Africa
- **Quentin George**, Chief Innovation Officer, IPG Mediabrands
- **Eylan Harris**, Management Consultant - Retail and Consumer at PwC Consulting
- **Anton Honikman**, Managing Director, Ada Investments
- **Angel Jones**, Founder, Homecoming Revolution
- **Karen L. Kearney**, Managing Director of Global Business Services at Stanford University
- **Jeffrey Klein**, Deputy Chief Investment Officer of Weyerhaeuser
- **Vinny Lingham**, Co-founder and CEO at gyft; Founder and Board Member at Yola
- **Raymond A. Low**, Chief Financial Officer, AXT

# Advisors



- **Desmond Low-Kum**, Director of Operational Risk Management and Compliance at Stanford Management Company



- **Grant MacQuilkan**, Principal of ICCG Capital and the Integrated Corporate Consulting Group, Inc.

AEA Investors

- **Vincent Mai**, Former Chairman and CEO of AEA Investors LP



- **Nomaxabiso Majokweni**, CEO, Business Unity South Africa



- **Ludwick Marishane**, Founder, Headboy Industries



- **Jose Marsal**, Regional Director of cTrack Americas, DigiCore International Holdings



- **David J.P. Meachin**, Chairman and Chief Executive Officer at Cross Border Enterprises, L.L.C.



UBM Aviation

- **Peter von Moltke**, President, UBM Aviation

# Advisors



- **Kheepe Moremi**, Head of Strategic Marketing at Eskom



- **Craig Mullette**, Founder and President of Branison Group



- **Robin Parker**, Managing Director of BizCommunity.com



- **Steuart Pennington**, Founder and Editor of SAGoodNews.com



- **Wayne Reuvers**, Chairman & Chief Strategy Officer of Live Technology



- **Simon Roy**, Former McKinsey Consultant and Interim CEO



- **Lawrence Seeff**, Angel Investor and Entrepreneur



- **Mike Spicer**, Former CEO of Business Leadership South Africa



- **Rory Stear**, Executive Chairman of Flambard Holdings



- **Pieter Theron**, Practice Leader in M&A Advisory Services at PwC

# Advisors



- **Shaun Tomson**, Associate, Walter Wilhelm and Associates



- **Cedric Tyler**, Founder & CEO at BusinessGenetics & xBML Innovations



- **Roelof van Ark**, Past CEO of California High-Speed Rail Authority



- **Audrey Elizabeth Verhaeghe**, CEO of Research Institute for Innovation and Sustainability (RIIS)



- **John Wannenburg**, Principal at Wannenburg & Associates

- **Stewart Whyte**, Partner at Nomad Ventures



- **Bernard Wolfsdorf**, Managing Partner at Wolfsdorf Immigration Law-Group

# Faculty



- **Prof. Niek du Preez**, Stellenbosch University and InduTech



- **Prof. Steve Burgess**, Professor of Marketing and Director of the Nelson Mandela Metropolitan University's School of Business



- **Dr. Peter Clayton**, Deputy Vice Chancellor for Research & Development at Rhodes University



- **Dr. Piet Barnard**, Director: Research, Contracts & Intellectual Property Services at the University of Cape Town



- **Dr. Margaret Cullen**, Senior Lecturer -- Entrepreneurship, NMMU School of Business



- **Garth Saloner**, Philip H. Knight Professor and Dean of Stanford University's Graduate School of Business



- **Jonathan Berk**, Professor of Finance at Stanford University Graduate School of Business



- **George Foster**, Professor of Management at Stanford University Graduate School of Business



- **Trevor Hastie**, Professor, Department of Statistics at Stanford University



- **Dr. Liam Pedersen**, Research Scientist, Carnegie Mellon/NASA Ames Research Center, Silicon Valley



# Current Partners



# SA Innovator Sample





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