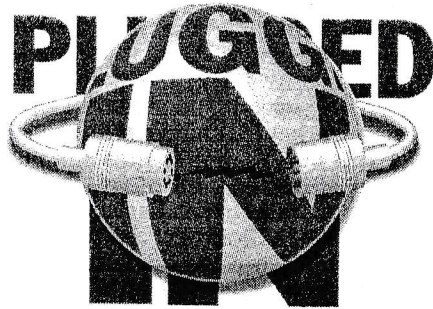


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Monday,
March 1,
1999

TECH MONDAY

Austin American-Statesman



New face at Austin Ventures



Lynne Skinner:
Becomes direc-
tor of develop-
ment in mid-
March.

Austin Ventures is the 400-pound gorilla among Austin venture capital companies. It's big, it's tough, it's very successful and it probably has bruised some feelings around town.

Now the venture firm wants to spiff up its image. Veteran marketing executive Lynne Skinner will join Austin Ventures in mid-March as director of development. Skinner currently is hunting for her successor as marketing director for PricewaterhouseCoopers' Technology Industry Group in Austin.

In her new job, Skinner will head up Austin Ventures' public relations, marketing and relationship management work with clients, investors and entrepreneurs around Texas. The 20-year-old venture company, which has seven general partners and 35 employees, now claims to be the largest in Texas with more than \$775 million under management.



FINANCIAL NEWS AND INFORMATION

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FOR RELEASE MONDAY, MARCH 1

Austin Ventures Announces Lynne Skinner as Director of Firm Development

(AUSTIN, TX; March 1, 1999): As part of an on-going initiative to leverage their resources and network to benefit their local portfolio companies and the entrepreneurial community, Austin Ventures today announced the addition of Lynne Skinner as Director of Firm Development. Skinner will spearhead the firm's public relations, marketing, and relationship-management activities.

Most recently the Marketing Director for PricewaterhouseCoopers' Technology Industry Group in Austin, Skinner has more than 17 years experience in the Austin business and technology communities.

"Lynne's solid track record in our business community, coupled with her relationship-based approach to servicing clients and the market, will bring both short- and long-term value to Austin Ventures as we continue to build this institution," said Jeff Garvey, Austin Ventures General Partner.

Prior to joining PricewaterhouseCoopers in 1996, Skinner served as Director of Business Development/National Marketing for the Greater Austin Chamber of Commerce, and as an account executive with BJW Marketing Communications, Austin's first technology marketing/communications firm.

Austin Ventures also recently announced the close of its sixth venture capital fund, Austin Ventures VI, with committed capital of \$320 million, along with a significant expansion of its investment organization.