

## Robert C. Fleming

### Biography



Robert Fleming has been a successful venture capitalist and entrepreneur for over 25 years. Beginning as a venture capitalist in 1985, he has led successful investments in a cross-section of industry segments including Communications, Enterprise Software, Internet, and Medical Devices. His investments include industry-leading companies in each area, such as RF Micro Devices (IPO), Eprise (IPO), Telaxis Communications (now Terabeam Wireless) (IPO), Cyberonics (IPO), Intermedia Communications (IPO), Network Equipment

Technologies (IPO) Agile Networks (acquired by Lucent), Epicon (acquired by Nortel), and Block Medical (acquired by Hillenbrand). He has played an active role as a director in over thirty companies, generally as lead investor.

In 1995, he founded Prism Venture Partners, a Boston-area venture capital firm. Mr. Fleming recruited the team, led the development of the strategy, and built the firm as Managing Partner to manage \$1.25 billion in five funds. Prism has been noted for the depth of industry and “hands-on” entrepreneurial experience among the partners and investment management team. He served as Managing Partner until 2006. More recently, Mr. Fleming co-founded Inlet Partners, an investment and consulting firm designed to fund and assist companies in underserved and inefficient markets, particularly in the southeast.

Prior to founding Prism, Mr. Fleming was a General Partner with two venture capital firms, Norwest Venture Capital and the Vista Group. While at Vista, he opened and managed the firm’s West Coast office from 1988 to 1993. He returned to New England in 1993 to join Norwest. Earlier in his career, Mr. Fleming was an early employee of Gartner Group, joining the company in 1983, when it had less than \$10 million in revenues. At Gartner, he founded and ran the Local-Area Communications research service. He began his career as a design engineer of data communications equipment at Dataproducts New England, designing early packet switching (X.25) equipment, time-division multiplexers, and network test equipment.

He holds an undergraduate degree in Engineering Sciences from Dartmouth College and an MBA from the Wharton School. Mr. Fleming served on the Executive Committee of the Board of Directors of Big Brother Big Sisters of Massachusetts Bay for seven years. He is an avid jazz pianist, water skier, and a casual golfer.