

## Ray Lane



Ray Lane is a storied technology executive and venture capitalist. He was the President & COO of Oracle, the Executive Chairman of HP, a Managing Partner at Kleiner, Perkins, and the Chairman of the Board of Trustees of Carnegie Mellon. He is also a recipient of the David Packard Medal of Achievement Award, whose other notable recipients include Reid Hoffman, Marc Benioff, and Ross Perot.

Ray is responsible for creating over \$19 billion in enterprise value in the last 5 years. Those investments include Beyond Meat (2019 peak of \$14 billion; Ray was the first institutional investor), UpWork (\$2.3 billion<sup>1</sup>), Uptake (currently valued at \$2.3 billion) and Kinetica.

Ray is best known for leading the turnaround of Oracle in the 1990's. During his tenure as President and COO, Ray helped grow Oracle's market cap by more than 114x from \$2.1 billion to \$236 billion<sup>2</sup>, and he expanded the company from 7,500 to 40,000 employees.

After Oracle, Ray was a Managing Partner at venture capital firm Kleiner Perkins Caufield & Byers from 2000-2014, a firm noted for investing in many of today's industry leaders during Ray's tenure, such as Google, Amazon, Spotify, DocuSign, Slack, Twitter, Nest, Arcsight, Beyond Meat, Facebook, Square, Slack and Snap.

Earlier in his career, Ray was the Managing Partner of the technology practice for Booz Allen Hamilton, led a Division of Electronic Data Systems Corporation working for Ross Perot, and was a Sales/Product Manager for IBM.

Ray is also a US Army Veteran, has served as the Vice Chairman of the Special Olympics International since 2012, and holds multiple honorary PhDs.

Outside of GreatPoint Ventures, Ray is an avid outdoorsman, and spends time with his wife, Stephanie, five children, and five grandchildren.

<sup>1</sup> Value at IPO or acquisition

<sup>2</sup> Y-charts ORCL Market Cap June 92 - July 00