



**BlueCross BlueShield
VENTURE PARTNERS, L.P.**

An Independent Licensee of the
Blue Cross and Blue Shield Association

ABOUT THE FUND:

BlueCross BlueShield Venture Partners, L.P. is a \$116 million corporate venture fund, sponsored by the BlueCross BlueShield Association, an association of independent Blue Cross and Blue Shield companies. The fund's objective is to invest in promising emerging companies of strategic relevance to the 11 Blue Cross and/or Blue Shield Plans that have made voluntary capital commitments.

The following Plans are participating:

- BlueCross BlueShield of Delaware (DE)
- BlueCross BlueShield of Hawaii (HI)
- Blue Cross of Idaho (ID)
- BlueCross BlueShield of Massachusetts (MA)
- BlueCross BlueShield of Michigan (MI)
- Blue Cross of Northeastern Pennsylvania (PA)
- Capital Blue Cross (PA)
- CareFirst (MD, VA, DC)
- Health Care Service Corporation (IL, TX, OK, NM)
- HealthNow (NY)
- Independence Blue Cross (PA)

The Fund intends to invest in technologies, products, and services in the healthcare industry that promote efficiency, lower costs, and provide more consumer options. Investments will be made from seed through growth stages in United States based companies. The Fund will not invest in pharmaceuticals, hospitals, healthcare providers, genomics or medical devices. The following industries are the key focus:

- Health IT
- Informatics
- Administration and Back Office
- Health Programs
- Consumer Driven Solutions
- Product Extensions

The Fund provides a unique value proposition to emerging companies:

- Unrivaled market position of the Blues: Over 100 million members, 72% of Fortune 500 companies are customers, provider relationships with 90% of US hospitals and 80% of physicians
- More than 75 years of healthcare expertise
- Unparalleled recognition of the Blue Cross and Blue Shield brands

Through an exclusive arrangement to target investments in our field of interest, management of the Fund will be shared between participating Blues Plans, BlueCross BlueShield Association, and Sandbox Industries.

ABOUT SANDBOX INDUSTRIES:

Sandbox Industries is an early stage venture capital firm located in Chicago, IL. Sandbox is the exclusive fund manager for the BlueCross BlueShield Venture Fund. Founded in 2003, Sandbox Industries is managed by pioneers and leaders in identifying and commercializing novel ideas and technologies. The Sandbox Team utilizes its network and unique combination of operational, strategic, and financial expertise to provide access to customers, capital, and connections when building market-leading companies.



| Name | Title | Organization | Phone Number | Email |
|----------------|-------------------|-------------------------------------|----------------|----------------------------|
| Paul Brown | Managing Director | BlueCross BlueShield Ventures, Inc. | (312) 297-6025 | paul.brown@bcbsa.com |
| Matt Downs | Managing Director | Sandbox Industries | (312) 550-3822 | matt@sandboxindustries.com |
| Drew Turitz | Director | Sandbox Industries | (646) 621-5997 | drew@sandboxindustries.com |
| Tom Hawes | Associate | Sandbox Industries | (312) 213-8866 | tom@sandboxindustries.com |
| Anna Haghgooie | Associate | Sandbox Industries | (773) 837-3454 | anna@sandboxindustries.com |