

## VC Funding: Quickoffice, Inc.

“The Symbian VC Forum provided a valuable venue for developing our relationship with Mayfield, whose investment in Quickoffice has propelled our development plans for Symbian OS™ and has increased our market success. The funding guarantees our ability to provide new features and product extensions for our award-winning Quickoffice Premier suite.”

Barry Cottle  
CEO



Quickoffice®, Inc. demonstrates the success of its mobile office document software and receives \$11.5 million in funding led by Mayfield®

<b>Partner:</b>	Quickoffice, Inc.
<b>Industry:</b>	Mobile Software Applications
<b>Challenge:</b>	Securing capital funding in a rapidly growing industry
<b>Solution:</b>	Symbian VC Forum
<b>Benefits:</b>	Quickoffice receives \$11.5 million investment led by Mayfield to extend product capabilities

Quickoffice, Inc. is a world-leading provider of office document management software for mobile phones. Led by a seasoned management team, Quickoffice sought to secure additional funding in an effort to position its flagship product, Quickoffice Premier, as a leading productivity solution for the management of office documents for today's increasingly mobile workforce.

Recognizing that Symbian leads the global open operating system for the mobile phones market, with a rapidly expanding ecosystem that includes software developers, network operators and the majority of the world's mobile phone manufacturers, Quickoffice decided to extend its product line to support Symbian OS mobile phones as a first-to-market opportunity. To meet this goal, Quickoffice required the backing of a venture capital investment firm that understood the mobile applications market, the value of the Symbian platform, and the nature of the Quickoffice product offering.

### The Challenge

Software technology companies are rapidly creating a vast number of applications, technologies and services for today's mobile business professional. As of Q3 2005, over 4400 applications and services were commercially available for over 60 Symbian OS phone models shipping on over 200 mobile networks worldwide. As the number

of new product offerings rapidly grows in the mobile applications space, in turn, venture capitalists are inundated with requests for funding to support the growing market.

Quickoffice maintains several unique product advantages, including the ability to access, view and edit native Microsoft Word®, Excel® and PowerPoint® documents on a mobile phone. Quickoffice Premier also enables users to complete pre-formatted documents that can be saved on a mobile phone and forwarded to a PC with complete data integrity. In order to continue its market success, Quickoffice set out to identify additional capital. Quickoffice sought a venue that would enable them to distinguish its software offering from other solutions in the market, and educate venture capitalists about its market potential.

### The Solution

Quickoffice discovered that the Symbian Platinum Partner Program is extremely rewarding for companies of all sizes, including small, fast-growing companies that are developing applications, middleware and services for Symbian OS phones. The Program enables access to the Symbian VC Forum, established in 2003 to address the needs of companies seeking contacts in the investor community. The 17 venture capital firms that comprise the Forum recognize the value of Symbian and its ecosystem of leading

## Partner Profile

- **Company:** Quickoffice, Inc.
- **Offices:** Dallas (US) and London (UK)
- **Founded:** 1996
- **URL:** <http://www.quickoffice.com/>
- **Primary business:** Mobile office document management

technology and service providers who are driving the mobile economy.

Gartner forecasts that by the end of 2006, smartphone sales will reach 87 million with Symbian owning 83% market share. With shipments of Symbian OS phones more than doubling each year and with almost 48 million phones sold in aggregate as of Q3 2005, venture capitalists are eager to fund companies that partner with Symbian and contribute to the Symbian ecosystem.

The Symbian VC Forum attracts more than 60 venture capitalist representatives and allows Symbian Partners to present overviews of their businesses and technologies. At the December 2004 Forum meeting, Quickoffice presented its offering to several leading venture capitalists from the U.S. and Europe, including Mayfield, a venture capital firm in the Silicon Valley. Impressed by Quickoffice's robust product suite and its market opportunity, Mayfield led the funding efforts of an \$11.5 million investment in the company.

"The Symbian VC Forum provided a valuable venue for developing our relationship with Mayfield, whose investment in Quickoffice has propelled our development plans for Symbian OS and has increased our market success," said Barry Cottle, CEO of Quickoffice. "The funding guarantees our ability to provide new features and product extensions for our award-winning Quickoffice Premier suite." The Symbian VC Forum is available to Symbian Platinum Partners

seeking funding to enhance their product offerings.

### The Benefits

The additional funding led by Mayfield has enabled Quickoffice to accelerate and expand the development of the Quickoffice Premier software suite. It resulted in a quicker go-to-market timeline for future releases and will help Quickoffice maintain a competitive advantage as the company continues to meet the demanding requirements of the mobile market. Fully localized in 36 languages, Quickoffice has been a top-selling mobile office application since its market introduction. Consistently one of the top selling titles on Handango™, the Quickoffice Premier product has received multiple awards, including the 2005 Orange "Best Overall Application", the 2005 Nokia S60 "Best Enterprise Application", as well as the highly coveted "Developer of the Year" from Forum Nokia.

Today, the Symbian VC Forum continues to fast-track introductions between leading venture capital firms and Symbian Platinum Partners that need funding to capitalize on the growing Symbian OS phone market. Among others, Forum members include 3i, Apax Partners, BlueRun Ventures, Intel Capital, Mayfield, Pitango, Siemens Acceleration, Sequoia Capital, and Sofinnova. The complete member directory can be viewed at [www.symbian.com/VC/index.html](http://www.symbian.com/VC/index.html).

#### Corporate Headquarters

Symbian Ltd.  
2-6 Boundary Row  
London  
SE1 8HP  
United Kingdom  
[www.symbian.com](http://www.symbian.com)  
Tel: +44 20 7154 1000  
Fax: +44 20 7154 1860

#### Americas

Symbian Ltd.  
390 Bridge Parkway  
Suite 201  
Redwood Shores, CA 94065  
USA  
[www.symbian.com](http://www.symbian.com)  
Tel: +1-650-551-0240  
Fax: +1-650-551-0241

#### Asia Pacific

Symbian KK  
San Marino Shiodome 9F  
2-4-1 Higashi Shimbashi  
Minato-ku, Tokyo 105-0021  
Japan  
[www.symbian.co.jp](http://www.symbian.co.jp)  
Tel: +81-3-5425-2571  
Fax: +81-3-5425-2572

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