



Testimony of Nitin Rai, President & CEO First Insight, President TIE Oregon

Regarding HB 4040, February 6, 2012

Dear Chair-person Bentz, Hunt and members of the committee:

My name is Nitin Rai. I am President and CEO of First Insight Corporation, a small software company based in Hillsboro. First Insight provides cloud based Electronic Health Records to Eye Doctors. It has over 6000 eye doctors as customers nationwide and employs 50+ high tech workers in Oregon.

I am also President of TIE Oregon, a non-profit organization engaged in supporting local entrepreneurs through its mentoring and angel investment programs. TIE has over 30 Charter members who are successful entrepreneurs. TIE Charter members volunteer their time as mentors and money to help local entrepreneurs. TIE Oregon is also part of TIE-Global which is the world's largest non-profit entrepreneur organization with 57 chapters in 14 countries, with over 2000 Charter members/mentors many of who are also angel investors.

I appreciate the opportunity to testify before you today, in support of HB 4040. I believe the creation of Oregon Growth Fund will allow better coordination of investment efforts, provide flexibility in terms of deploying capital and leverage through partnering in co-investment with private capital groups such as TIE Oregon, that not only provide the necessary seed and startup capital to small companies, but strategic management and mentoring expertise that these companies need in order to succeed.

Over the last 18 months TIE Oregon Mentors have invested over \$3 Million of their own money into approximately 20 early technology companies. And, this is without any support from the Oregon Growth Account or State funds. This has generated over 200-250 new high paying jobs that earn an average of \$50-60,000 per year. Imagine if this number was 100 companies every year instead of 20?

TIE Oregon Mentors lead the way by investing \$200,000 to \$500,000 of capital necessary to launch and develop of such startups. We are filling in a very critical need, as there is a gap in this state for this kind of capital investment. It can really allow a small technology company to get started and to the next level. We further support the growth of these companies through our connections and partnerships with venture capital firms that are part of the TIE Global network based in Silicon Valley, Seattle and other cities. It creates the velocity necessary to grow such companies quickly so they can be competitive in the marketplace.

These investments allow a huge contribution to the local and state economy, as it fuels demand for higher paying jobs, and helps employ both unemployed and new graduates with a technology background. Our state universities graduate hundreds



of students that could be employed in such jobs. It's crucial that the State through the Oregon Growth Fund invest in job growth by investing in small high tech companies throughout the state. TIE Oregon is very interested in partnering in that effort as we have experienced that success through our chapters globally and nearly 25 chapters across the United States.

Please support H.B. 4040 and the Oregon Growth Fund.

Thank you

A handwritten signature in black ink that reads 'Nitin Rai'.

Nitin Rai

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