

**About IQT**

In-Q-Tel is the strategic investment firm that works to **identify, adapt, and deliver** innovative **technology solutions** to support the missions of the Central Intelligence Agency and the broader U.S. Intelligence Community (IC). Launched by the CIA in 1999 as a private, independent, not-for-profit organization, IQT's mission is to identify and partner with companies developing cutting-edge technologies that serve the national security interests of the United States. Working from an evolving strategic blueprint defining the Intelligence Community's critical technology needs, IQT engages with entrepreneurs, growth companies, researchers, and venture capitalists to deliver technologies that provide superior capabilities for the CIA and the broader IC.

To date, IQT has reviewed **more than 7,500** business proposals, invested in **more than 150** companies, and delivered **more than 300** technology solutions to the U.S. Intelligence Community.

**Approach**

To optimize value for our client – the U.S. Intelligence Community – IQT engages with a range of companies from startups to established companies, as well as universities and research labs at a strategic level. We structure attractive win-win relationships through product development funding, equity investments, intellectual property arrangements and commercial and government business development guidance. All proceeds from investments made by IQT, a not-for-profit corporation, are reinvested into IQT operations, technologies, and programs to benefit the CIA, and the broader U.S. Intelligence Community as per IQT's charter agreement with the CIA.

**Focus**

We back great entrepreneurial teams with innovative technologies that have the potential to address high growth commercial markets. Commercial success for our partners is critical to achieving our ultimate goal of reducing the total cost of technology ownership to the Intelligence Community. But we are not looking for government-specific solutions. We focus on identifying commercial analogs to the IC's own enterprise problems where the needs of the market and the IC meet.

IQT concentrates on three broad commercial technology areas:

**Technology  
Priorities**

- **Physical & Biological Technologies**
- **Security**
- **Software & Infrastructure**

**PHYSICAL & BIOLOGICAL TECHNOLOGIES**

- AdaptivEnergy
- Arcxis Biotechnologies
- Cambrios
- febit
- Fluidigm
- Infinite Power Solutions
- IntegenX (fka MBI)
- LensVector
- Nanosys
- Nextreme Thermal Solutions
- OpGen
- Pixim
- Polychromix
- QD Vision
- Qynergy
- Rhevision
- Sempruis
- Sionex
- T2 Biosystems

**SECURITY**

- 3VR Security
- FireEye
- PlateScan
- SignaCert
- Veracode

**SOFTWARE & INFRASTRUCTURE**

- Adapx
- Appscio
- Asankya
- Basis Technology
- Bay Microsystems
- CallMiner
- Carnegie Speech
- COPAN Systems
- CopperEye
- Destineer Studios
- Gainspan
- Elemental Technologies
- Ember
- Endeca
- Etherstack
- FMS
- FortiusOne
- GATR Technologies
- Geosemble
- ImageTree
- iMove
- Infobionics
- KZO Innovations
- Language Weaver
- Lingotek
- Lucid Imagination
- MetaCarta
- MotionDSP
- NovoDynamics
- Paratek
- piXlogic
- Quantum4D
- Rosum
- SkyBuilt Power
- Sonitus Medical
- StreamBase Systems
- Tendril
- TerraGo Technologies
- Thetus
- ThingMagic
- Traction Software
- Visible Technologies
- VSee
- WiSpry

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**IQT Management Team:****Christopher Darby**  
President & CEO**Steve Bowsher**  
Managing Partner &  
Executive Vice President**Bob Gleichauf**  
Executive Vice President &  
Chief Scientist**Lisbeth Poulos**  
Executive Vice President  
& Chief of Staff**William Strecker**  
Executive Vice President & CTO**Matthew Strottman**  
Executive Vice President & CFO