

Edgar Filing: MEMBERWORKS INC - Form SC 13G

MEMBERWORKS INC  
Form SC 13G  
February 27, 2004

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OMB APPROVAL  
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OMB Number: 3235-0145  
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hours per response.....11  
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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549

-----  
SCHEDULE 13G  
(Amendment No. \_\_) \*

INFORMATION TO BE INCLUDED IN STATEMENTS FILED PURSUANT TO  
RULES 13d-1 (b), (c) AND (d) AND AMENDMENTS THERETO  
FILED PURSUANT TO 13d-2 (b)

Memberworks Incorporated

-----  
(Name of Issuer)

Common Stock

-----  
(Title of Class of Securities)

586002107

-----  
(CUSIP Number)

February 19, 2004

-----  
(Date of Event Which Requires Filing of this Statement)

Check the appropriate box to designate the rule pursuant to which this Schedule is filed:

- Rule 13d-1(b)
- Rule 13d-1(c)
- Rule 13d-1(d)

\*The remainder of this cover page shall be filled out for a reporting person's initial filing on this form with respect to the subject class of securities, and for any subsequent amendment containing information which would alter disclosures provided in a prior cover page.

The information required on the remainder of this cover page shall not be deemed to be "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934 ("Act") or otherwise subject to the liabilities of that section of the Act but shall be subject to all other provisions of the Act (however, see

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the Notes).

(Continued on following pages)

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Exhibit Index Contained on Page 16

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1 NAMES OF REPORTING PERSONS  
I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY)

Integral Capital Management V, LLC ("ICM5")

-----

2 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP\*

(a)   
(b)

-----

3 SEC USE ONLY

-----

4 CITIZENSHIP OR PLACE OF ORGANIZATION

Delaware (limited liability company)

-----

5 SOLE VOTING POWER

-0-

-----

6 SHARED VOTING POWER

NUMBER OF SHARES BENEFICIALLY OWNED BY EACH REPORTING PERSON WITH

263,260 shares, which shares are directly owned by Integral Capital Partners V, L.P. ("ICP5"). ICM5 is the general partner of ICP5.

-----

7 SOLE DISPOSITIVE POWER

-0-

-----

8 SHARED DISPOSITIVE POWER

263,260 shares (see response to Item 6)

-----

9 AGGREGATE AMOUNT BENEFICIALLY OWNED BY EACH REPORTING PERSON

263,260 shares

-----

10 CHECK BOX IF THE AGGREGATE AMOUNT IN ROW (9) EXCLUDES CERTAIN SHARES\*

-----

11 PERCENT OF CLASS REPRESENTED BY AMOUNT IN ROW (9)

2.55%

-----

12 TYPE OF REPORTING PERSON\*

OO

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\*SEE INSTRUCTION BEFORE FILLING OUT!

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1 NAMES OF REPORTING PERSONS  
I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY)

ICP Management V, LLC ("ICP Management 5")

2 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP\*

(a)   
(b)

3 SEC USE ONLY

4 CITIZENSHIP OR PLACE OF ORGANIZATION

Delaware (limited liability company)

5 SOLE VOTING POWER

-0-

NUMBER OF  
SHARES  
BENEFICIALLY  
OWNED BY  
EACH  
REPORTING  
PERSON  
WITH

6 SHARED VOTING POWER

4,260 shares, of which 3,450 shares are directly owned by Integral Capital Partners V Side Fund, L.P. ("Side Fund") and 810 shares are directly owned by Integral Capital Partners V SLP Side Fund, LLC ("SLP Side Fund"). ICP Management 5 is the general partner of Side Fund and the Manager of SLP Side Fund.

7 SOLE DISPOSITIVE POWER

-0-

8 SHARED DISPOSITIVE POWER

4,260 shares (see response to Item 6)

9 AGGREGATE AMOUNT BENEFICIALLY OWNED BY EACH REPORTING PERSON

4,260 shares

10 CHECK BOX IF THE AGGREGATE AMOUNT IN ROW (9) EXCLUDES CERTAIN SHARES\*

11 PERCENT OF CLASS REPRESENTED BY AMOUNT IN ROW (9)

0.04%

12 TYPE OF REPORTING PERSON\*

00

\*SEE INSTRUCTION BEFORE FILLING OUT!

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1 NAMES OF REPORTING PERSONS  
I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY)

Integral Capital Management VI, LLC ("ICM6")

2 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP\*

(a)   
(b)

3 SEC USE ONLY

4 CITIZENSHIP OR PLACE OF ORGANIZATION

Delaware (limited liability company)

5 SOLE VOTING POWER

-0-

NUMBER OF  
SHARES  
BENEFICIALLY  
OWNED BY  
EACH  
REPORTING  
PERSON  
WITH

6 SHARED VOTING POWER

334,580 shares, which are directly owned by Integral  
Capital Partners VI, L.P. ("ICP6"). ICM6 is the general  
partner of ICP6.

7 SOLE DISPOSITIVE POWER

-0-

8 SHARED DISPOSITIVE POWER

334,580 shares (see response to Item 6)

9 AGGREGATE AMOUNT BENEFICIALLY OWNED BY EACH REPORTING PERSON

334,580 shares

10 CHECK BOX IF THE AGGREGATE AMOUNT IN ROW (9) EXCLUDES CERTAIN SHARES\*

11 PERCENT OF CLASS REPRESENTED BY AMOUNT IN ROW (9)

3.24%

12 TYPE OF REPORTING PERSON\*

OO

\*SEE INSTRUCTION BEFORE FILLING OUT!

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1 NAMES OF REPORTING PERSONS  
I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY)

Integral Capital Partners V, L.P. ("ICP5")

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2 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP\* (a)   
(b)

3 SEC USE ONLY

4 CITIZENSHIP OR PLACE OF ORGANIZATION

Delaware (limited liability company)

5 SOLE VOTING POWER

-0-

NUMBER OF SHARES 6 SHARED VOTING POWER

BENEFICIALLY OWNED BY EACH REPORTING PERSON WITH 263,260 shares are directly owned by ICP5. Integral Capital Management V, LLC is the general partner of ICP5.

7 SOLE DISPOSITIVE POWER

-0-

8 SHARED DISPOSITIVE POWER

263,260 shares (see response to Item 6)

9 AGGREGATE AMOUNT BENEFICIALLY OWNED BY EACH REPORTING PERSON

263,260 shares

10 CHECK BOX IF THE AGGREGATE AMOUNT IN ROW (9) EXCLUDES CERTAIN SHARES\*

11 PERCENT OF CLASS REPRESENTED BY AMOUNT IN ROW (9)

2.55%

12 TYPE OF REPORTING PERSON\*

PN

\*SEE INSTRUCTION BEFORE FILLING OUT!

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1 NAMES OF REPORTING PERSONS  
I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY)  
Integral Capital Partners V Side Fund, L.P. ("Side Fund")

2 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP\* (a)   
(b)

3 SEC USE ONLY

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4 CITIZENSHIP OR PLACE OF ORGANIZATION

Delaware (limited liability company)

5 SOLE VOTING POWER

-0-

NUMBER OF SHARES

6 SHARED VOTING POWER

BENEFICIALLY OWNED BY EACH REPORTING PERSON WITH

3,450 shares are directly owned by Side Fund. ICP Management V, LLC is the general partner of Side Fund.

7 SOLE DISPOSITIVE POWER

-0-

8 SHARED DISPOSITIVE POWER

3,450 shares (see response to Item 6)

9 AGGREGATE AMOUNT BENEFICIALLY OWNED BY EACH REPORTING PERSON

3,450 shares

10 CHECK BOX IF THE AGGREGATE AMOUNT IN ROW (9) EXCLUDES CERTAIN SHARES\*

11 PERCENT OF CLASS REPRESENTED BY AMOUNT IN ROW (9)

0.03%

12 TYPE OF REPORTING PERSON\*

PN

\*SEE INSTRUCTION BEFORE FILLING OUT!

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1 NAMES OF REPORTING PERSONS

I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY)

Integral Capital Partners V SLP Side Fund, LLC ("SLP Side Fund")

2 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP\*

(a)

(b)

3 SEC USE ONLY

4 CITIZENSHIP OR PLACE OF ORGANIZATION

Delaware (limited liability company)

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5 SOLE VOTING POWER  
-0-

---

NUMBER OF SHARES BENEFICIALLY OWNED BY EACH REPORTING PERSON WITH

6 SHARED VOTING POWER  
810 shares, which are directly owned by Integral Capital Partners V SLP Side Fund, LLC ("SLP Side Fund"). ICP Management V, LLC is the Manager of SLP Side Fund.

7 SOLE DISPOSITIVE POWER  
-0-

8 SHARED DISPOSITIVE POWER  
810 shares (see response to Item 6)

---

9 AGGREGATE AMOUNT BENEFICIALLY OWNED BY EACH REPORTING PERSON  
810 shares

---

10 CHECK BOX IF THE AGGREGATE AMOUNT IN ROW (9) EXCLUDES CERTAIN SHARES\*

---

11 PERCENT OF CLASS REPRESENTED BY AMOUNT IN ROW (9)  
0.01%

---

12 TYPE OF REPORTING PERSON\*  
OO

\*SEE INSTRUCTION BEFORE FILLING OUT!

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1 NAMES OF REPORTING PERSONS  
I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY)  
Integral Capital Partners VI, L.P. ("ICP6")

---

2 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP\*  
(a)   
(b)

---

3 SEC USE ONLY

---

4 CITIZENSHIP OR PLACE OF ORGANIZATION  
Delaware (limited liability company)

---

5 SOLE VOTING POWER  
-0-

---

NUMBER OF SHARES

6 SHARED VOTING POWER

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BENEFICIALLY OWNED BY EACH REPORTING PERSON WITH 334,580 shares, which are directly owned by ICP6. Integral Capital Management VI, LLC is the general partner of ICP6.

7 SOLE DISPOSITIVE POWER

-0-

8 SHARED DISPOSITIVE POWER

334,580 shares (see response to Item 6)

9 AGGREGATE AMOUNT BENEFICIALLY OWNED BY EACH REPORTING PERSON

334,580 shares

10 CHECK BOX IF THE AGGREGATE AMOUNT IN ROW (9) EXCLUDES CERTAIN SHARES\*

11 PERCENT OF CLASS REPRESENTED BY AMOUNT IN ROW (9)

3.24%

12 TYPE OF REPORTING PERSON\*

PN

\*SEE INSTRUCTION BEFORE FILLING OUT!

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ITEM 1(a). NAME OF ISSUER:

Memberworks Incorporated

ITEM 1(b). ADDRESS OF ISSUER'S PRINCIPAL EXECUTIVE OFFICES:

680 Washington Blvd., Suite 110  
Stamford, CT 06901

ITEM 2(a), (b), (c). NAME OF PERSON FILING, ADDRESS OF PRINCIPAL BUSINESS OFFICE OR, IF NONE, RESIDENCE, AND CITIZENSHIP:

This statement is being filed by Integral Capital Management V, LLC, a Delaware limited liability company ("ICM5"), ICP Management V, LLC, a Delaware limited liability company ("ICP Management 5") and Integral Capital Management VI, LLC, a Delaware limited liability company ("ICM6"). The principal business address of ICM5, ICP Management 5 and ICM6 is 3000 Sand Hill Road, Building 3, Suite 240, Menlo Park, California 94025.

ICM5 is the general partner of Integral Capital Partners V, L.P., a Delaware limited partnership ("ICP5"). ICP Management 5 is the general partner of Integral Capital Partners V Side Fund, L.P., a Delaware limited partnership ("Side Fund") and the Manager of Integral Capital Partners V SLP Side Fund, LLC, a Delaware limited liability company ("SLP Side Fund"). ICM6 is the general partner of Integral Capital Partners VI, L.P., a Delaware limited partnership ("ICP6"). With respect to ICM5, ICP Management 5 and ICM6, this statement relates only to ICM5's, ICP Management 5's and ICM6's indirect, beneficial ownership of shares of Common Stock of the Issuer (the "Shares"). The Shares



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have been purchased by ICP5, Side Fund, SLP Side Fund and ICP6, and none of ICM5, ICP Management 5 or ICM6 directly or otherwise hold any Shares. Management of the business affairs of ICM5, ICP Management 5 and ICM6, including decisions respecting disposition and/or voting of the Shares, resides in a majority of the managers of ICM5, ICP Management 5 and ICM6, respectively, such that no single manager of ICM5, ICP Management 5, or ICM6 has voting and/or dispositive power of the Shares.

ITEM 2(d). TITLE OF CLASS OF SECURITIES:

Common Stock

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ITEM 2(e). CUSIP NUMBER:

586002107

ITEM 3. IF THIS STATEMENT IS FILED PURSUANT TO RULE 13d-1(b), or 13d-2(b) or (c), CHECK WHETHER THE PERSON FILING IS A:

- (a)  Broker or dealer registered under Section 15 of the Exchange Act.
- (b)  Bank as defined in Section 3(a)(6) of the Exchange Act.
- (c)  Insurance company as defined in Section 3(a)(19) of the Exchange Act.
- (d)  Investment company registered under Section 8 of the Investment Company Act.
- (e)  An investment adviser in accordance with Rule 13d-1(b)(1)(ii)(E);
- (f)  An employee benefit plan or endowment fund in accordance with Rule 13d-1(b)(1)(ii)(F);
- (g)  A parent holding company or control person in accordance with Rule 13d-1(b)(1)(ii)(G);
- (h)  A savings association as defined in Section 3(b) of the Federal Deposit Insurance Act;
- (i)  A church plan that is excluded from the definition of an investment company under Section 3(c)(14) of the Investment Company Act;
- (j)  Group, in accordance with Rule 13d-1(b)(1)(ii)(J).

If this statement is filed pursuant to Rule 13d-1(c), check this box. .

ITEM 4. OWNERSHIP.

Provide the following information regarding the aggregate number and percentage of the class of securities of the issuer identified in Item 1.

A. Integral Capital Management V, LLC ("ICM5")

- (a) Amount Beneficially Owned: 263,260
- (b) Percent of Class: 2.55%
- (c) Number of shares as to which such person has:

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1. Sole power to vote or to direct vote: -0-
2. Shared power to vote or to direct vote: 263,260
3. Sole power to dispose or to direct the disposition: -0-
4. Shared power to dispose or to direct the disposition: 263,260

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B. ICP Management V, LLC ("ICP Management 5")

- (a) Amount Beneficially Owned: 4,260
- (b) Percent of Class: 0.04%
- (c) Number of shares as to which such person has:
  1. Sole power to vote or to direct vote: -0-
  2. Shared power to vote or to direct vote: 4,260
  3. Sole power to dispose or to direct the disposition: -0-
  4. Shared power to dispose or to direct the disposition: 4,260

C. Integral Capital Management VI, LLC ("ICM6")

- (a) Amount Beneficially Owned: 334,580
- (b) Percent of Class: 3.24%
- (c) Number of shares as to which such person has:
  1. Sole power to vote or to direct vote: -0-
  2. Shared power to vote or to direct vote: 334,580
  3. Sole power to dispose or to direct the disposition: -0-
  4. Shared power to dispose or to direct the disposition: 334,580

D. Integral Capital Partners V, L.P. ("ICP5")

- (a) Amount Beneficially Owned: 263,260
- (b) Percent of Class: 2.55%
- (c) Number of shares as to which such person has:
  1. Sole power to vote or to direct vote: -0-
  2. Shared power to vote or to direct vote: 263,260
  3. Sole power to dispose or to direct the disposition: -0-
  4. Shared power to dispose or to direct the disposition: 263,260

E. Integral Capital Partners V Side Fund, L.P. ("Side Fund")

- (a) Amount Beneficially Owned: 3,450
- (b) Percent of Class: 0.03%
- (c) Number of shares as to which such person has:
  1. Sole power to vote or to direct vote: -0-
  2. Shared power to vote or to direct vote: 3,450
  3. Sole power to dispose or to direct the disposition: -0-
  4. Shared power to dispose or to direct the disposition: 3,450

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F. Integral Capital Partners V SLP Side Fund, LLC ("SLP Side Fund")

- (a) Amount Beneficially Owned: 810
- (b) Percent of Class: 0.01%
- (c) Number of shares as to which such person has:
  1. Sole power to vote or to direct vote: -0-
  2. Shared power to vote or to direct vote: 810
  3. Sole power to dispose or to direct the disposition: -0-

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4. Shared power to dispose or to direct the disposition: 810

G. Integral Capital Partners VI, L.P. ("ICP6")

- (a) Amount Beneficially Owned: 334,580
- (b) Percent of Class: 3.24%
- (c) Number of shares as to which such person has:
  - 1. Sole power to vote or to direct vote: -0-
  - 2. Shared power to vote or to direct vote: 334,580
  - 3. Sole power to dispose or to direct the disposition: -0-
  - 4. Shared power to dispose or to direct the disposition: 334,580

ITEM 5. OWNERSHIP OF FIVE PERCENT OR LESS OF A CLASS.

If this statement is being filed to report the fact that as of the date hereof the reporting person has ceased to be the beneficial owner of more than five percent of the class of securities, check the following .

ITEM 6. OWNERSHIP OF MORE THAN FIVE PERCENT ON BEHALF OF ANOTHER PERSON.

Not applicable.

ITEM 7. IDENTIFICATION AND CLASSIFICATION OF THE SUBSIDIARY WHICH ACQUIRED THE SECURITY BEING REPORTED ON BY THE PARENT HOLDING COMPANY.

Not applicable.

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ITEM 8. IDENTIFICATION AND CLASSIFICATION OF MEMBERS OF THE GROUP.

Not applicable.

ITEM 9. NOTICE OF DISSOLUTION OF GROUP.

Not applicable.

ITEM 10. CERTIFICATION.

By signing below I certify that, to the best of my knowledge and belief, the securities referred to above were not acquired and are not held for the purpose of or with the effect of changing or influencing the control of the issuer of the securities and were not acquired and are not held in connection with or as a participant in any transaction having that purpose or effect.

SIGNATURE

After reasonable inquiry and to the best of my knowledge and belief, I certify that the information set forth in this statement is true, complete and correct.

Dated: February 27, 2004

INTEGRAL CAPITAL MANAGEMENT V, LLC

By /s/ Pamela K. Hagenah

-----  
Pamela K. Hagenah  
a Manager

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ICP MANAGEMENT V, LLC

By /s/ Pamela K. Hagenah

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Pamela K. Hagenah  
a Manager

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INTEGRAL CAPITAL MANAGEMENT VI, LLC

By /s/ Pamela K. Hagenah

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Pamela K. Hagenah  
a Manager

INTEGRAL CAPITAL PARTNERS V, L.P.

By Integral Capital Management V, LLC,  
its General Partner

By /s/ Pamela K. Hagenah

-----  
Pamela K. Hagenah  
a Manager

INTEGRAL CAPITAL PARTNERS V SIDE FUND, L.P.

By ICP Management V, LLC  
its General Partner

By /s/ Pamela K. Hagenah

-----  
Pamela K. Hagenah  
a Manager

INTEGRAL CAPITAL PARTNERS V SLP SIDE FUND, LLC

By ICP Management V, LLC,  
its Manager

By /s/ Pamela K. Hagenah

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Pamela K. Hagenah  
a Manager

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INTEGRAL CAPITAL PARTNERS VI, L.P.

By Integral Capital Management VI, LLC  
its General Partner

By /s/ Pamela K. Hagenah

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-----  
Pamela K. Hagenah  
a Manager

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EXHIBIT INDEX

Exhibit

Found on  
Sequentially  
Numbered Page

Exhibit A: Agreement of Joint Filing

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EXHIBIT A

Agreement of Joint Filing

The undersigned hereby agree that they are filing jointly pursuant to Rule 13d-1(k)(1) of the Act the statement dated February 27, 2004 containing the information required by Schedule 13G, for the 602,100 Shares of capital stock of Memberworks Incorporated held by Integral Capital Partners V, L.P., a Delaware limited partnership, Integral Capital Partners V Side Fund, L.P., a Delaware limited partnership, Integral Capital Partners V SLP Side Fund, LLC, a Delaware limited liability company, and Integral Capital Partners VI, L.P., a Delaware limited partnership.

Date: February 27, 2004

INTEGRAL CAPITAL MANAGEMENT V, LLC

By /s/ Pamela K. Hagenah

-----  
Pamela K. Hagenah  
a Manager

ICP MANAGEMENT V, LLC

By /s/ Pamela K. Hagenah

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Pamela K. Hagenah  
a Manager

INTEGRAL CAPITAL MANAGEMENT VI, LLC

By /s/ Pamela K. Hagenah

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Pamela K. Hagenah  
a Manager

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INTEGRAL CAPITAL PARTNERS V, L.P.

By Integral Capital Management V, LLC,  
its General Partner

By /s/ Pamela K. Hagenah

-----  
Pamela K. Hagenah  
a Manager

INTEGRAL CAPITAL PARTNERS V SIDE FUND, L.P.

By ICP Management V, LLC  
its General Partner

By /s/ Pamela K. Hagenah

-----  
Pamela K. Hagenah  
a Manager

INTEGRAL CAPITAL PARTNERS V SLP SIDE FUND, LLC

By ICP Management V, LLC,  
its Manager

By /s/ Pamela K. Hagenah

-----  
Pamela K. Hagenah  
a Manager

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INTEGRAL CAPITAL PARTNERS VI, L.P.

By Integral Capital Management VI, LLC  
its General Partner

By /s/ Pamela K. Hagenah

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Pamela K. Hagenah  
a Manager