SVB Financial Group

Silicon Valley Bank Hosts Debut of U.S.-India Cross Border Companies: Successful Outsourcing Strategies Seminar on May 17

Santa Clara -- May 15, 2001 -- Silicon Valley Bank, a wholly owned subsidiary of Silicon Valley Bancshares, will be hosting the debut seminar on "U.S.-India Cross Border Companies: Successful Outsourcing Strategies," on May 17 in Santa Clara, California.

According to a IDC Report on High-Technology Sector Opportunities in Offshore Outsourcing released in February 2001, "U.S.-based spending on offshore outsourcing services reached almost $5.5 billion in 2000 and is expected to surpass $17.6 billion by 2005."

Silicon Valley Bank's International Venture Capital Group is hosting this seminar for Silicon Valley Bank clients to discuss a number of critical issues facing companies today, including key business drivers toward outsourcing, legal implications associated with outsourcing to India, how to recruit talent and expertise and the venture capitalists perspective on funding companies that are leveraging the Indian market.

"This seminar is a timely one given today's market condition," said Shamini Dhana, director of Silicon Valley Bank's International Venture Capital Group. "Companies are forced to concentrate on their core competency and leverage the existing talent and expertise elsewhere regardless of place of destination. The US-India cross border company has excelled in the area of IT services, and this seminar reflects the vision and entrepreneurial spirit of people with vast experience in this arena."

The seminar will feature a panel of speakers: Somshankar Das, managing partner of e4e Inc.; Sumir Chadha, managing partner of WestBridge Capital Partners; Nishit Desai, partner of Nishit Desai Associates; Curt Terwilliger, co-founder and managing partner of TechSpan; Sanjeev Chawla, founder and chief operating officer of BayPackets; Rama Kumar, chief executive officer of Tarang Software; and Gagan Sharma, chief executive officer of iSeva.

Silicon Valley Bank serves emerging growth and middle market companies in targeted niches, focusing on technology and life sciences, while also addressing other specific industries in which it can provide a higher level of service and better manage credit through specialization and focus.

The Bank operates throughout the Silicon Valley: Santa Clara, Palo Alto and Sand Hill, the center of the venture capital community in California. Other regional offices within California include: Irvine, Los Angeles, Napa Valley, San Diego, San Francisco, Santa Barbara, and Sonoma. Office locations outside of California include: Phoenix, Arizona; Boulder, Colorado; West Palm Beach, Florida; Atlanta, Georgia; Chicago, Illinois; Boston, Massachusetts; Minneapolis, Minnesota; Durham, North Carolina; Portland, Oregon; Philadelphia, Pennsylvania; Austin, Texas; Dallas, Texas; Northern Virginia; and Seattle, Washington. More information on the Bank can be found at www.svb.com.

SVB Contact: Andrea McGhee, (408) 654-3078, amcghee@svbank.com.