



#### 29 VENTURE CAPITALISTS

Their names may not be the most well-known, but these VCs carry power and influence – and they have money to spend.

#### 30 BUSINESS ANGELS

Need money to get a new technology idea off the ground? These are some of the savviest seed investors active in Europe.

#### 31 DEAL MAKERS

If the goal is a trade sale, a flotation, or a secondary offering, these are the people to contact.

#### 32 OPINION FORMERS

Their views and musings on technology companies and sectors can influence the future course of the industry.

#### 33 ENTREPRENEURS

The upcoming entrepreneurs whose companies are likely to become increasingly influential.

#### 34 BOARD MEMBERS

The executives it is worth attempting to court in order to add influence and stature to a company's board.

#### 35 NETWORKERS

The people who know everyone you need to know in order to get on in Europe's tech sector.

#### 36 TECHNOLOGISTS

Who is developing technologies that could revolutionise the industry and bring about a quantum change?

#### 37 CORPORATE PARTNERS

A third-party reseller deal with one of the computing giants can be the making of a young company. Here is who to call.

#### 38 CHIEF INFORMATION OFFICERS

The key buy-side contacts that young technology companies need to woo.

# 100 FOR 2001

In the following pages, *Infoconomist* profiles 100 individuals who we believe are likely to exercise real influence and power in Europe's technology economy in the coming year. Our list includes venture capitalists and investment bankers, industry analysts and networkers, and even technology buyers and users.

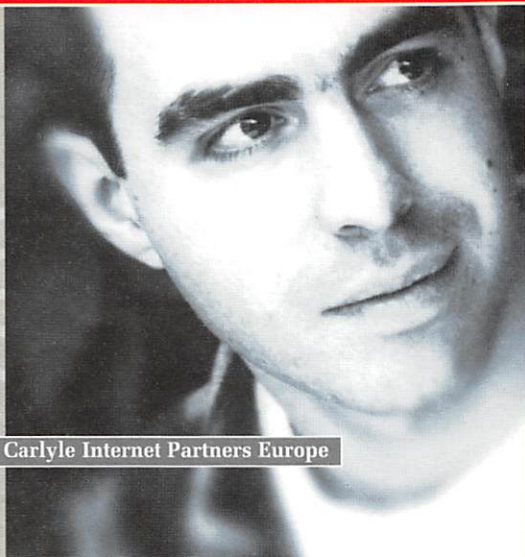
Such lists are always controversial and tend to spark furious debate. But note: this is not an awards list; it is intended to be useful.

In keeping with that sentiment, we have not just picked individuals who are in big jobs. Instead, we have attempted to pinpoint some of the less well-known people we believe it is worth inviting to lunch in the course of the next few months – and, what is more, they might even come.

**INFOCONOMY RESEARCH**

# OPINION FORMERS

Their views and musings on technology companies and sectors can influence the future course of the industry.



Tim Jackson, Carlyle Internet Partners Europe



Twenty meetings a week with people setting up new Internet businesses is a good way to get a sense of what is happening in the industry says Jackson, and writing a high profile column in the *Financial Times* is a good way to make sure people listen to your views.

The founder of QXL, and now managing director of Carlyle Internet Partners Europe, Jackson is a journalist turned businessman, turned VC. Respected as all three, Jackson's *FT* technology column has run since 1995 and he is a regular speaker at industry events. [www.thecarlylegroup.com](http://www.thecarlylegroup.com)



**DR DAVID CLEEVELY, ANALYSYS** Founder and managing director of Analysys, the telecoms consultancy, Cleevely is in demand both as speaker and advisor. Cleevely sits on the UK Government Cabinet Office eCommerce Committee and co-founded the Cambridge Network, a group designed to promote links between technology businesses and academia in the area. [www.analysys.com](http://www.analysys.com)



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**MILAN RADIA, UBS WARBURG** An ex-fund manager with Prudential Portfolio Management, Radia joined UBS just over a year ago. His coverage of the \$60 million IPO of networking provider Orchestream gave him huge profile. [www.ubswarburg.com](http://www.ubswarburg.com)

**WOLFGANG MARTIN, META GROUP** An authority on CRM and data warehousing, Martin is VP of Application Delivery Strategy Services at Meta Group. He has held management positions at Sybase and Software AG. [www.metagroup.com](http://www.metagroup.com)

**DAVID CLAYTON, CRÉDIT SUISSE FIRST BOSTON** CSFB's Technology Group is probably the most active banking team in the European tech sector, making Clayton, head of European technology research, an important person to know. [www.csfb.com](http://www.csfb.com)

**THOMAS HEILMANN, E-ENVOY FOR CHRISTIAN DEMOCRATS** Appointed in 2000, Heilmann, is championing the cause of unmetered Internet access in Germany. He also founded Aperto Multimedia, a German Internet company. [www.cdu.de](http://www.cdu.de)

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