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## Local entrepreneur tapped to guide young tech firms

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Mark Neumann will work with Nobska Ventures' portfolio companies.

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Baltimore private equity firm **Nobska Ventures** has hired Mark Neumann as a general partner to help develop the early-stage technology companies in the mid-Atlantic and Israel that are in the firm's portfolio.

Neumann will work most closely with Nobska portfolio company NSC, an information security company in Columbia. NSC's software focuses on helping companies comply with laws and regulations including Sarbanes-Oxley and HIPAA.

Nobska Chairman Charles Moore said he thinks Neumann's entrepreneurial experience will help grow NSC. Neumann said he will work with the company to expand its market and move into new markets.

Neumann joins Nobska from 510 Ventures, a privately owned investment company where he worked with small businesses and real estate projects starting in 2000. In 1991 he co-founded legal staffing company Special Counsel, which grew to take in revenue of \$100 million.

Nobska focuses on Israeli firms because it feels there is a lack of early-stage investment in Europe, Moore said, and its relationships can often be to the benefit of the Baltimore region. The firm also puts an emphasis on the business development expertise Neumann will provide.

"It's not just money [young Israeli companies] need, but hands-on investors," he said. "So much of success for an early-stage company is in management execution."

Neumann will begin by working with NSC, but as new investment opportunities arise, he could also focus on the Middle East, he said.

"I'm sure at some point the need will arise for me to be there," Neumann said.