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Roseville software startup lands first round of funding

Cloud Cruiser diving in to market as use of remote servers is on the rise

Sacramento Business Journal - by [Mark Anderson](#) Staff writer

For Cloud Cruiser Inc., the future isn't just in the clouds.

It's also in the bank.

The startup company, based in Roseville, is developing management software for Internet or cloud computing. It is moving forward with 10 employees and recently landed its first round of investment funding.

Chief executive officer Dave Zabrowski won't comment on the funding, which is said to be in the seven figures. With the company in stealth mode, he would say only that his product would be marketed to cloud providers.

"We are developing a product with companies in mind for an emerging need in cloud computing," he said.

Cloud Cruiser's lead investor is Wavepoint Ventures, a venture capital firm in El Dorado Hills. Other investors include Roger Akers, who manages venture capital fund **Akers Capital**, and several other angel investors locally and from the Bay Area.

Zabrowski was an executive at Wavepoint for several years.

The growing opportunities in cloud computing are attracting investors at a time when investment capital is extremely tight for anything outside of green energy.

"If they got some financing in this climate, they must be doing something right," said Gopan Madathil, founder of TechCoire, a local technology networking group.

Cloud Cruiser has leased offices at 2999 Douglas Blvd., in the heart of Roseville's financial district. Zabrowski said he wants to build his company here rather than in the Bay Area.

Zabrowski spent 16 years as a vice president with **Hewlett-Packard Co.**, working in its Roseville and Silicon Valley offices as head of **North American Personal Computer** operations.

In 2002, he became chief executive of Neterion, a Cupertino company working on 10 gigabit-per-second ethernet connectivity.

He co-founded Cloud Cruiser with Greg Howard, a veteran software developer, with experience at **CIMS Labs**, IBM Corp. and CTG. Howard worked on multimillion-dollar enterprise computer installations and implementations.

The idea behind cloud computing is that rather than loading applications and data on a mainframe or desktop computer, work will be done and stored on faster remote servers, with users accessing the applications and information through remote devices.

"The pipes are fast enough these days for this to work," Zabrowski said.

Zabrowski was a longtime board member of the **Sacramento Area Regional Technology Alliance**, which supports the growth of technology companies.

"Cloud Cruiser is a company with a huge amount of potential," said Meg Arnold, chief executive officer of SARTA. Zabrowski's "commitment to starting and growing a company is a positive sign in such an ongoing difficult economic period. He does have the advantage that there are a lot of talented people available."

"This will be a company to watch when they bring out their product," said Dave Sanders, managing partner of **Worldbridge Partners**, an executive placement firm.

Cloud Cruiser was voted "best in show" at a VCTaskforce Angel Investing Event held last month in Palo Alto. The company's business plan received a perfect score from a selection committee including the Band of Angels, Sand Hill Angels, Harvard Angels and Angels Forum.

“It is really an excellent time to be starting a company,” Zabrowski said. “People don’t think that because it is so difficult to get capital, but if you do have capital, you are in a good position.”

In addition, “things are not as expensive as they used to be,” he said, referring to the cost of computers, rent, equipment, connectivity and employees.

Another recession-related plus: The company is able to find qualified technology employees.

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