

# The FreshTracks Flurry

## Current Investments

[Aircuity](#)  
[Applied NanoWorks](#)  
[ClearSource](#)  
[EatingWell](#)  
[GetWell Network](#)  
[Magenta Medical](#)  
[Protodyne](#)  
[Reconda](#)  
[Vermont Teddy Bear](#)  
[WiDeFi](#)

## Exited Investments

[Away](#)  
[Medical Metrx Solutions](#)

October 2006

### GetWell Network Raises \$9M Series B

New investors Valhalla partners led a \$9M Series B investment in GetWell Network (GWN), investing \$5.5M of their own capital in the financing at the end of September 2006. The balance of the round was filled by existing investors FreshTracks Capital, Village Ventures, Tall Oaks Capital, Point Judith Capital and The Grosvenor Funds.

GetWell Network CEO Mike O'Neil was quoted by *VentureWire* as saying, "We have a current organic growth plan that really has this funding getting us through profitability," which is expected to occur in Q3 2008. These projections build upon a new order book during CY 2006 of almost \$30MM to date. Upon reaching profitability, the Board of Directors could consider further growth financing, including a possible to fuel potential acquisitions or enable GWN to attack other target markets.

GWN's current customer base includes 45 hospitals throughout the U.S. where the company transforms a "dumb" TV set into an interactive patient care system. The services rendered by GWN through this TV set include patient discharge information, medicine dosage, patient management, health and wellness, and entertainment. The Series B funding will be used for sales and marketing, product development and working capital.

FreshTracks Capital joined the investment syndicate in July 2005. The Series B round valuation represents a significant "up round" from the share price FreshTracks paid for its Series A stock.

<http://www.getwellnetwork.com>



## VTB Launches New Initiatives for the Holiday Season

### **VTB Helps to Save Bears Around the World®**

To help save endangered and suffering Bears around the world, The Vermont Teddy Bear Company has designed four premium 20" Bears – a Moon Bear, a Panda Bear, a Grizzly Bear, and a Polar Bear - and is donating \$5 from the sale of each Bear to the International Fund for Animal Welfare.



### **PajamaGram Introduces Kids' Pajamas**

Just in time for the holiday season, The PajamaGram Company, a division of Vermont Teddy Bear, has introduced a brand new line of pajamas for infants and toddlers. Featuring fun, custom-designed prints and soft and comfortable fabrics, every PajamaGram Gift for Kids includes a free PJ Puppy, and comes tucked inside a keepsake PJ Puppy house that can be personalized with the child's name. Children's pajamas are a new category for VTB, who has found its PajamaGram division to be a strong growth engine among VTB's many product lines.

### **The FreshTracks Team**

FreshTracks Capital I is an early-stage venture fund, combining the financial resources of \$11 million in venture capital with the strategic resources needed by entrepreneurs to build thriving businesses throughout Vermont and surrounding U.S. geographies. Its founding partners, Cairn Cross and Charlie Kireker, were joined in the third quarter of 2005 by Lee Bouyea and Tim Davis, whose bios can be found at [www.freshtrackscap.com](http://www.freshtrackscap.com)

FreshTracks is an affiliate fund in the Village Ventures, Inc. national network of funds, which collectively have more than \$360 million in capital under management, directed by some 35 venture professionals in 14 distinct funds. This network offers co-investment and syndication opportunities for FreshTracks.

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