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**ShotSpotter Locates \$12M*****Maker of gunshot-location technology eyes military flashpoints beyond Iraq.***

June 5, 2007

By **Ken Schachter**

ShotSpotter, whose wireless acoustic sensors can pinpoint a source of gunfire, has zeroed in on \$12 million in a third round of funding, the company said Tuesday.

San Francisco-based Levensohn Venture Partners led the round, joined by Labrador Ventures and existing investors Claremont Creek Ventures, City Light Capital, and Lauder Partners. Levensohn Partners' Pascal Levensohn said ShotSpotter's "triangulation" technology meshes with the new missions of the U.S. military.

"It works exceedingly well in urban environments that happen to mirror the kind of environments the military is encountering overseas," said Mr. Levensohn, who is joining the ShotSpotter board of directors along with Stuart Davidson of Labrador Ventures.

ShotSpotter systems have been rolled out in 15 cities, including Minneapolis, Los Angeles, Washington, D.C., and Oakland, California. The company also is expected shortly to announce a \$1.5 million contract to deploy the system in parts of Boston.

A Marine unit that has since been recycled to their home base used ShotSpotter in Iraq, and the Army and Air Force also are customers. James Beldock, ShotSpotter's chief executive, said the company is gaining traction in the military market, but requires a strong balance sheet for the research and development required by the armed forces.

Guerrilla threats such as those in Iraq have whetted the military's appetite for such systems as ShotSpotter's and the Boomerang system made by Cambridge, Massachusetts-based BBN Technologies, which is mounted on a vehicle and displays the source of a sniper's bullets.

Mr. Levensohn said military contracts can ramp up quickly and that that part of the business could eclipse law enforcement.

"Over the next several years, the military could become the largest business of the company," he said.

ShotSpotter's algorithms have been designed to differentiate between gunfire and a firecracker, or a car's backfire.

A thornier problem, however, is identifying the type of gun that fired a round. Mr. Beldock said that it is easy to separate military weapons like the AK-47, which shoots projectiles at supersonic speeds, from subsonic civilian weapons.

Differentiating between a .44 Smith & Wesson and a .357 Magnum, however, will require some work.

"This is not an easy problem. There's quite a lot of hard work to do," Mr. Beldock said, noting that the

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company is debating whether to use part of the latest funding to invest in the required research and development.

Identification of the weapon that fired a round would provide police and prosecutors with a powerful tool in arresting and prosecuting shooters. Portfolio companies held by Levensohn Venture Partners include BigFix, KnowNow, Reconnex, Ubicom, and Veraz Networks.

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