FORM D

1305057

UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM D

NOTICE OF SALE OF SECURITIES PURSUANT TO REGULATION D, SECTION 4(6), AND/OR OMB APPROVAL

OMB Number: Expires: 3235-0076 May 31, 2005

Estimated average burden

hours per response............... 16.00

SEC U	SEC USE ONLY				
Prefix	Serial				
DATE	RECEIVED				
1	1				

D

UNIFORM LIMITED OFFERING EXEMPTION Name of Offering (~ check if this is an amendment and name has changed and indicate change.) Series B Preferred Stock Filing Under (Check box(es) that apply): ~ Rule 504 ~ Rule 505 \(\textbf{X} \) Rule 506 ~ Section 4(6) ~ ULOE Type of Filing: ⊠ New Filing ~ Amendment A. BASIC IDENTIFICATION DATA 1. Enter the information requested about the issuer Name of Issuer (~ check if this is an amendment and name has changed, and indicate change.) SignalDemand, Inc. Address of Executive Offices (Number and Street, City, State, Zip Code) Telephone Number (Including Area Code) 340 Brannan Street, 4th Floor San Francisco, CA 94107 (415)-541-4015 Address of Principal Business Operations (Number and Street, City, State, Zip Code Telephone Number (Including Area Code) (if different from Executive Offices) Brief Description of Business Develop, market and sell enterprise software. Type of Business Organization limited partnership, already formed other (please specify): business trust limited partnership, to be formed Month Year Actual or Estimated Date of Incorporation or Organization: 0 | 5 0 3 \boxtimes Actual Estimated

GENERAL INSTRUCTIONS

Jurisdiction of Incorporation or Organization:

Federal:

Who Must File: All issuers making an offering of securities in reliance on an exemption under Regulation D or Section 4(6), 17 CFR 230.501 et seq. or 15 U.S.C. 77d(6).

CN for Canada; FN for other foreign jurisdiction

(Enter two-letter U.S. Postal Service abbreviation for State:

When To File: A notice must be filed no later than 15 days after the first sale of securities in the offering. A notice is deemed filed with the U.S. Securities and Exchange Commission (SEC) on the earlier of the date it is received by the SEC at the address given below or, if received at that address after the date on which it is due, on the date it was mailed by United States registered or certified mail to that address.

Where to File: U.S. Securities and Exchange Commission, 450 Fifth Street, N.W., Washington, D.C. 20549.

Copies Required: Five (5) copies of this notice must be filed with the SEC, one of which must be manually signed. Any copies not manually signed must be photocopies of the manually signed copy or bear typed or printed signatures.

Information Required: A new filing must contain all information requested. Amendments need only report the name of the issuer and offering, any changes thereto, the information requested in Part C, and any material changes from the information previously supplied in Parts A and B. Part E and the Appendix need not be filed with the SEC.

Filing Fee: There is no federal filing fee.

States

This notice shall be used to indicate reliance on the Uniform Limited Offering Exemption (ULOE) for sales of securities in those states that have adopted ULOE and that have adopted this form. Issuers relying on ULOE must file a separate notice with the Securities Administrator in each state where sales are to be, or have been made. If a state requires the payment of a fee as a precondition to the claim for the exemption, a fee in the proper amount shall accompany this form. This notice shall be filed in the appropriate states in accordance with state law. The Appendix to the notice constitutes a part of this notice and must be completed.

ATTENTION

Failure to file notice in the appropriate states will not result in a loss of the federal exemption. Conversely, failure to file the appropriate federal notice will not result in a loss of an available state exemption unless such exemption is predicated on the filing of a federal notice.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1972 (6-02) 1 of 10

			A. BASIC IDENTIF	ICATION DATA						
1.	Enter the information requ									
•	Each beneficial owner having the power to vote or dispose, or direct the vote or disposition of, 10% more of a class of equity securities of the									
•	issuer;									
•		-	orate issuers and of corporat	e general and managing pa	rtners of partners	hip issuers; and				
Cha	Each general and managin ck Box(es) that Apply:	g partner of partr	ership issuers. Beneficial Owner	☑ Executive Officer	☑ Director	☐ General and/or				
			Est Belleficial Owlief	Executive Officer		Managing Partner				
Full	Name (Last name first, if it	ndividual)								
	Neal, Michael	Ol 1 C4	Cit. Ct.t. 7i. C. 1.)							
Bus	iness or Residence Address			T						
			Street, 4th Floor, San			T 0 1 1/				
	ck Box(es) that Apply:	☐ Promoter	☑ Beneficial Owner	☐ Executive Officer	☐ Director	☐ General and/or Managing Partner				
	Name (Last name first, if i	*								
			P as nominee for Hum	mer Winblad Venture	Partners V, L.	P. and Hummer Winblad				
	ture Partners V-A, L.I									
Bus	iness or Residence Address	•	• • •	and El C E	CA 0410	7				
Ch.	~ ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	□ Promoter	ERS V, L.P., 2 South Par ☑ Beneficial Owner	Executive Officer		General and/or				
Спе	ck Box(es) that Apply:	☐ Promoter	Beneficial Owner	□ Executive Officer	☐ Director	Managing Partner				
Full	Name (Last name first, if i	ndividual)								
	Catamount Ventures	II, L.P.								
Bus	iness or Residence Address	(Number and St	reet, City, State, Zip Code)							
	c/o 400 Pacific Ave., 3	rd Floor, San I	Francisco, CA 94133-46	07						
Che	ck Box(es) that Apply:	☐ Promoter	⊠ Beneficial Owner	☐ Executive Officer	☑ Director	☐ General and/or Managing Partner				
Full	Name (Last name first, if i	ndividual)								
	Hickey, Doug									
Bus	iness or Residence Address	(Number and St	reet, City, State, Zip Code)							
	c/o Hummer Winblad	Venture Partn	ers V, L.P., 2 South Pa	rk, 2 nd Floor, San Fran	cisco, CA 9410	7				
Che	ck Box(es) that Apply:	☐ Promoter	☑ Beneficial Owner	☐ Executive Officer	⊠Director	☐ General and/or Managing Partner				
Full	Name (Last name first, if i	ndividual)								
	Smith, Jed			4						
Bus	iness or Residence Address	(Number and St	reet, City, State, Zip Code)							
	c/o Catamount Ventur	res II, L.P., 400	Pacific Ave., 3rd Floor	r, San Francisco, CA 94	4133-4607					
Che	ck Box(es) that Apply:	☐ Promoter	☑ Beneficial Owner	☐ Executive Officer	☐ Director	☐ General and/or Managing Partner				
Full	Name (Last name first, if i	individual)	· · · · · · · · · · · · · · · · · · ·	·		<u> </u>				
	General Catalyst Group	III, L.P.								
Bus			reet, City, State, Zip Code)							
	20 University Road, Suit	te 450, Cambrids	ge, MA 02138							
Che	eck Box(es) that Apply:	☐ Promoter	☐ Beneficial Owner	☐ Executive Officer	☐ Director	☐ General and/or Managing Partner				
Full	Name (Last name first, if i	individual)				managing I at their				
		,								
Bus	siness or Residence Address	s (Number and St	reet, City, State, Zip Code)							

				B. INF	ORMAT	ION ABO	OUT OFF	ERING				
1. Has the issuer sold, or does the issuer intend to sell, to non-accredited investors in this offering? Answer also in Appendix, Column 2, if filing under ULOE.							Yes □	No ⊠				
2. What is the minimum investment that will be accepted from any individual?									\$10,000.00			
3. Does the	Does the offering permit joint ownership of a single unit?							Yes □	No ⊠			
commiss offering. with a sta	ion or simil If a person ate or states,	n requested lar remunera to be listed is list the nam oker or deale	tion for sol s an associat e of the brol	icitation of ed person or ker or dealer	purchasers in agent of a bit. If more the	n connection roker or deal an five (5) p	on with sale ler registered persons to be	s of securiti I with the SE e listed are a	es in the C and/or			
Full Name (I	ast name f	irst, if indiv	idual)						· · · · · · · · · · · · · · · · · · ·			
Business or F	Residence A	Address (Nu	imber and S	Street, City	, State, Zip	Code)						
Name of Ass	ociated Bro	oker or Deal	er					<u> </u>				
States in Whi	ch Person	Listed Has	Solicited or	Intends to	Solicit Pur	chasers						
(Check "A	All States" o	or check ind	ividual Sta	tes)	••••							~ All States
[AL]	[AK]	[AZ]	[AR]	[CA]	[CO]	[CT]	[DE]	[DC]	[FL]	[GA]	[HI]	[ID]
[IL]	[IN]	[IA]	[KS]	[KY]	[LA]	[ME]	[MD]	[MA]	[MI]	[MN]	[MS]	[MO]
[MT] [RI]	[NE] [SC]	[NV] [SD]	[NH] [TN]	[UJ] [TX]	[NM] [UT]	[NY] [VT]	[NC] [VA]	[ND] [WA]	[OH] [WV]	[OK] [WI]	[OR] [WY]	[PA] [PR]
Full Name (L	ast name f	irst, if indiv	idual)									
Business or I	Residence A	Address (Nu	imber and S	Street, City	, State, Zip	Code)						
Name of Ass	ociated Bro	oker or Dea	ler	· -			•					
States in Wh	ich Person	Listed Has	Solicited or	r Intends to	Solicit Pur	chasers						
(Check "A	All States" o	or check ind	lividual Sta	tes)	ı ********	•••••			•••••			~ All States
[AL]	[AK]	[AZ]	[AR]	[CA]	[CO]	[CT]	[DE]	[DC]	[FL]	[GA]	[HI]	[ID]
[IL]	[IN]	[IA]	[KS]	[KY]	[LA]	[ME]	[MD]	[MA]	[MI]	[MN]	[MS]	[MO]
[MT]	[NE]	[NV]	[NH]	[NJ]	[NM]	[NY]	[NC]	[ND]	[OH]	[OK]	[OR]	[PA]
[RI]	[SC]	[SD]	[TN]	[TX]	[UT]	[VT]	[VA]	[WA]	[WV]	[WI]	[WY]	[PR]
Full Name (I	ast name f	irst, it indiv	riduai)									
Business or I	Residence A	Address (Nu	imber and	Street, City	, State, Zip	Code)						
Name of Ass	ociated Bro	oker or Dea	ler									
States in Wh	ich Person	Listed Has	Solicited o	r Intends to	Solicit Pu	chasers						
(Check "A	All States" o	or check inc	lividual Sta	ites)								~ All States
[AL]	[AK]	[AZ]	[AR]	[CA]	[CO]	[CT]	[DE]	[DC]	[FL]	[GA]	[HI]	[ID]
[IL]	[IN]	[IA]	[KS]	[KY]	[LA]	[ME]	[MD]	[MA]	[MI]	[MN]	[MS]	[MO]
[MT]	[NE]	[NV]	[NH]	[NJ]	[NM]	[NY]	[NC]	[ND]	[OH]	[OK]	[OR]	[PA]
[RI]	[SC]	[SD]	[TN]	[TX]	[UT]	[VT]	[VA]	[WA]	[WV]	[WI]	[WY]	[PR]

(Use blank sheet, or copy and use additional copies of this sheet, as necessary.)

C. OFFERING PRICE, NUMBER OF INVESTORS, EXPENSES AND USE OF PROCEEDS Enter the aggregate offering price of securities included in this offering and the total amount already sold. Enter "0≅ if answer is "none" or "zero." If the transaction is an exchange offering, check this box ~ and indicate in the columns below the amounts of the securities offered for exchange and already exchanged. Amount Already Aggregate Type of Security Offering Price Sold Debt \$7,500,000 \$7,000,000 Equity □ Common ⊠ Preferred Convertible Securities (including warrants) Partnership Interests Other (Specify: _____)...... \$7,500,000 \$7,000,000 Total.... Answer also in Appendix, Column 3, if filing under ULOE. Enter the number of accredited and non-accredited investors who have purchased securities in this offering and the aggregate dollar amounts of their purchases. For offerings under Rule 504, indicate the number of persons who have purchased securities and the aggregate dollar amount of their purchases on the total lines. Enter nothing if answer is "none" or "zero." Aggregate Number of Dollar Amount Investors of Purchases 7,000,000 __3___ Accredited Investors Non-accredited Investors.... Total (for filings under Rule 504 only)..... Answer also in Appendix, Column 4, if filing under ULOE. If this filing is for an offering under Rule 504 or 505, enter the information requested for all securities sold by the issuer, to date, in offerings of the types indicated, in the twelve (12) months prior to the first sale of securities in this offering. Classify securities by type listed in Part C-Question 1. Dollar Amount Type of Type of offering Security Sold Rule 505 Regulation A Rule 504 Total..... a. Furnish a statement of all expenses in connection with the issuance and distribution of the securities in this offering. Exclude amounts relating solely to organization expenses of the issuer. The information may be given as subject to future contingencies. If the amount of an expenditure is not known, furnish an estimate and check the box to the left of the estimate. Transfer Agent's Fees Printing and Engraving Costs...... 75,000 Legal Fees Accounting Fees...... Engineering Fees....... Sales Commissions (specify finders' fees separately).......

Total

.......

_75,000

Other Expenses (identify)

	b. Enter the difference between the aggregate and total expenses furnished in response to Pa proceeds to the issuer."	rt C - Question 4.a. This difference is the "adjus	ted gross		\$	7,425,000
5.	Indicate below the amount of the adjusted groseach of the purposes shown. If the amount check the box to the left of the estimate. The typroceeds to the issuer set forth in response to	for any purpose is not known, furnish an estinotal of the payments listed must equal the adjust	nate and			
				Payments to Officers, Directors, & Affiliates	Pa	yments To Others
	Salaries and fees		🗆 💲	;	□ \$	
					□ \$	
		on of machinery and equipment			□ \$ □ \$	
		gs and facilities				
	* .	ng the value of securities involved in this				
	offering that may be used in exchange f	or the assets or securities of another issuer		ì	□ \$	
	Repayment of indebtedness		🗆 🖠	S	□ \$	
	Working capital		🗆 9	•	⊠ \$	7,425,000
			— 🗆 s	3	□\$	
			— 	:	⊠ \$	7,425,000
		lded)		× × × × × × × × × × × × × × × × × × ×	7,425,0	
		D. FEDERAL SIGNATURE	 -			
gn	issuer has duly caused this notice to be signed ature constitutes an undertaking by the issuer to amy non-accretional furnished by the issuer to any non-accretion.	furnish to the U.S. Securities and Exchange	Commiss	ion, upon writter	Rule 505, n request o	the following of its staff, th
	r (Print or Type) alDemand, Inc.	Signature	8		Date Nov	ember _, 200
	e (Print or Type) ael Neal	Title (Print or Type) Chief Executive Officer				
	· · · · · · · · · · · · · · · · · · ·	4				