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Charlie Rice  
Senior Director for Corporate Development Symantec  
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## Articles

- [Bessemer Top 10 Laws of Being SaaS-y](#)
- [Bessemer webinar on the Top 10 Laws of Being SaaS-y](#)
- [Measuring Sales & Marketing efficiency: the CAC ratio](#)
- [Death Sentence for SaaS...or for Lawson](#)
- [SaaS business metrics: why are they different?](#)
- [Software 2.0: How the use of internet is transforming the software industry](#)
- [What's Great for the Customer is Great for SaaS adoption](#)
- [SaaS Security Suits SMBM](#)

## Blogs

- [Trident Capital blog](#)

## Bessemer's Blogs

- <http://www.whohastimeforthis.blogspot.com/> (David Cowan)
- <http://www.cracking-the-code.blogspot.com/> (Philippe Botteri)
- <http://nothingventurednothinggained.blogspot.com/> (Jeremy Levine)
- <http://www.adventurista.com/> (Sarah Tavel)

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- Ed Tech Daily
- Content Week in Review
- OnDemand Weekly