Most companies in the U.S. still have limited knowledge of the value of their intellectual property, and are under-utilizing what could be their corporation’s greatest asset. Licensing revenues in the U.S. rose from an estimated $15 billion in the early 1990’s to $650 billion in 2003. As of 2001, only about two percent of the millions of innovations created in the U.S. are utilized under licensing agreements — and less than 1% are securitized – leaving billions of dollars worth of intellectual assets under-utilized.

For many reasons corporations often need to understand the value of their intellectual property assets. Among those reasons include:

- Intellectual Property Licensing
- Intellectual Property Litigation
- Sale, Purchase or Joint-Venture of Individual Intellectual Property Assets
- Company Value as it relates to Mergers & Acquisitions
- Internal cost/benefit analyses for R&D;
- Intellectual Property donations
- Accounting purposes

Understanding what the technology means to the marketplace, and how it could impact the market in the future are key to rendering an accurate and sustainable valuation. In addition, alternative market or licensing opportunities may exist outside the primary industry for well-understood and evaluated patents. We maintain that engineering analysis facilitates a truly thorough understanding of patent strengths and weaknesses, and hence, accurate patent valuation.

Is it possible to come up with a value based on standard accounting practices? An accurate valuation of intellectual property is not a trivial undertaking. There are two standard methods used to valuate patents:

- Estimate present sales of comparable intellectual property (market approach)
- Estimate the future economic benefits produced by the intellectual property (income approach).

Or a hybrid of these two is often used. The ‘cost-to-create’ approach is no longer recommended in intellectual property valuations, because it is generally perceived as not representing commercial value.

Don’t forget licensing potential!

We believe that the two traditional methods described above are insufficient to produce an accurate valuation. In addition to today’s "standards" for patent valuation, it’s also important to analyze the actual technology described in the patent and its licensing potential.

Understanding what the technology means to the market, how it could impact the market in the future, and the license revenue that could be realized are key to the valuation. Licensing income is likely not only for truly innovative technologies, but market opportunities may exist for an older patent outside its intended industry.

Unfortunately, the technology aspect of the intellec-
tual asset is often overlooked. An invention could have relatively low development costs, but have relatively high value due to its technical superiority. Conversely, a technology that costs millions to develop may have little or no practical use. The current market, potential market, alternative uses and practicality from an engineering perspective all need to be factored into the overall valuation of a patent.

Who determines the technical significance of a patent?

In most cases, the inventor or owner of the technology cannot – although they are good sources of preliminary information. CPAs lack engineering expertise.

Standard methods and approaches, including the use of the Georgia Pacific factors and the Panduit case, are important tools and are a start; however, we believe that most IP valuations lack the technical significance factor in their bottom line numbers.

A reputable engineering company that understands the value of intellectual property can offer an unbiased opinion to the "licensability" of a technology both inside and outside of its intended market.


Tom Kimball is a Regional Manager for TAEUS. TAEUS is the leader in applying forensic engineering expertise to intellectual property. TAEUS services include patent portfolio analysis, valuation, licensing due diligence, and litigation support. The company also provides IP owners with structured finance for patent assets. TAEUS clients include Fortune 1,000 companies, such as Intel, IBM and Lucent, as well as law firms and investment organizations. Since it was established in 1990, TAEUS has reviewed more than 22,000 patents and performed over 1,400 technical investigations for corporate and legal professionals. TAEUS experts have also provided expert testimony on behalf of plaintiffs and defendants in more than 50 federal trials. The company is headquartered in Colorado Springs, with offices in Silicon Valley, Chicago, New York and the United Kingdom.

ANEMOMETER LOAN PROGRAM CAPTURES DATA TO DETERMINE SITE

The Colorado Governor's Office of Energy Management and Conservation (OEMC) created the "Anemometer Loan Program" through a partnership with and matching funds from U.S. Department of Energy’s Wind Powering America Program. Anemometers are wind-measuring devices that are mounted atop towers. OEMC purchased seven 20-meter anemometer towers and anemometers, to be installed in Colorado, to collect site-specific wind data.

The goal of OEMC’s anemometer loan program is to capture the data collected by the anemometers, such as the direction, force and speed of wind. The data collected from the anemometers will be interpreted and analyzed by a third-party source working with OEMC.

"OEMC initiated this program due to the tremendous interest in generating wind energy,” said Rick Grice, OEMC Executive Director. “Our goal is to assist communities, landowners, and other stakeholders in making informed decisions on a site’s wind energy resources. The data collected from the anemometers is invaluable in this process.”

The anemometers, to date, have been installed in: Lamar; about 35 miles southeast of Aurora; Julesburg; Montrose; and Leadville. Two other sites have been selected, one in Walden and one in Meeker; both of these will be installed in late 2003.

Selections were based on existing statewide wind mapping information as well as the participant’s stated purpose for wind energy utilization. Additionally, selections were based on the awareness of current electric supplier’s net metering and interconnection policies, distance to transmission lines, transmission capacity availability, and likely funding for the wind project.

The anemometers will generally collect data for a period of one year. However, in the case where they are verifying existing data, such as the Lamar and Walden sites, they will be in place for a period of approximately six months or less. After the site’s wind data has been collected, the anemometers will be moved to other sites. The data collected will be available to the public.

Program Contact Information
To learn more about the loan program, contact OEMC’s Olga Erlich at (303) 894-2383 x1218 or olga.erlich@state.co.us. For information on DOE’s Wind Powering America Program, visit www.eere.energy.gov/windpoweringamerica.
**“InnovationMatters”**

“InnovationMatters,” an electronic publication, delivered its inaugural issue in June, 2003. This bi-monthly publication for practitioners of innovation management and technology transfer promises to deliver targeted information on International News, U.S. News, Resources, Best Practices and Events. The audience includes practitioners in R&D, research administration, academic technology transfer, entrepreneur support systems, business incubators, science parks, venture capital, and technology-based economic development – as well as attorney firms and other professions which service innovation management practitioners. The publication is offered on a subscription basis by Innovation Technology Group, www.techingroup.com.

**Education and Training for the Information Technology Workforce**

This April 2003 report prepared by the U.S. department of Commerce provides policymakers in government, education, and business with information to develop education and training policies and programs designed to ensure a world-class IT workforce for the United States. The information is also intended to help make choices clearer for IT workers seeking skills and managing their careers, and employers seeking training for their workforce.

Jobs in the IT field are varied, complex, and specialized, as are the knowledge, skills, and experience required to perform them. There is no single path to prepare a worker for a professional IT job. There is no “one size fits all” IT education and training solution, nor is there a simple answer to the question “what works?” Instead, there is vast array of education and training opportunities, with different types of programs and curricula serving different purposes such as programs that:

- Provide deep fundamental knowledge of IT;
- Train in a particular IT discipline, such as programming, database management, or networking;
- Prepare workers for a specialized field, such as IT security, bioinformatics, or data mining;
- Tech highly specific technocal skilss; and
- Prepare IT workers for advancement to management.


**Nanotechnology Workshop**

Rice University hosted a National Nanotechnology Initiative Southern Regional “Nanotechnology Workshop: From the Laboratory to New Commercial Frontiers” on May 23, 2002. The workshop convened nearly 400 leaders from industry, government, academia and the financial community to consider the future of nanotechnology. In particular, the workshop explored trends, opportunities, and challenges regarding the translation of laboratory research in nanotechnology into commercial products that can benefit society. The Workshop focused on four areas of application or concern: energy/petrochemicals, molecular electronics, medicine/life sciences, and aerospace/materials science. Aspects of human capital needs (workforce education and training) were of interest for all four application areas.

A report on major points, session overviews, attendee lists, etc. is available online at http://www.technology.gov/reports/TechPolicy/Nanotech/030523.pdf

**Issues on Internet Sales Taxation**

The Center for the New American Century, a non-profit chaired by Colorado Governor Bill Owens, presents a white paper, “Nine Problems with Taxing the Internet,” that discusses some of the issues surrounding the public policy debate generated by the Streamlined Sales Tax Project (SSTP). SSTP is a taxing system that would be formed by a compact among the states and be authorized by Congress. Its purpose is to enable the collection of sales tax revenues from online sales and reduce a perceived competitive disadvantage between traditional “brick and mortar” retailers and remote online retailers. The taxation issue affects every state, county and municipality that levies sales taxes, as well as very consumer who makes a purchase by mail, over the phone or online. It could also impact the growth and expansion of the digital economy. The CNAC discussion paper is available at www.cnaonline.org.
CEBA is proud to announce the recent successes of member: Global Petroleum Environmental Technologies (GPET). GPET has signed contracts with both Pemex (Petroleos Mexicanos) and SEMARNAT (Mexico Secretariat of Environment and Natural Resources) for their hazardous and non-hazardous treatment product and environmental management system, called EcoSafe. A contract has also been signed with Danca Environmental for the exclusivity of EcoSafe’s technologies in Mexico, Argentina, Brazil, Venezuela and Panama.

EcoSafe is a patent pending, accelerated in-situ/ex-situ chemical treatment and bioremediation technology. The system penetrates into the soil and degrades organic compounds by reduction/oxidation, and enhances and accelerates the bioremediation process. The process works simultaneously treating contaminated soil and ground water. The novel aspect of this technology is that it degrades the targeted organic compound, by means of a reduction-oxidation reaction, to nitrates, oxygen, carbon dioxide and water.

EcoSafe has demonstrated reduction of bioremediation time by 30 to 70 percent and the cost of the environmental clean-up project by 15 to 50 percent. These successful results were echoed recently in “The American Oil & Gas Reporter”, March 2003 Issue, which reported technologies studied by the Rocky Mountain Oilfield Testing Center, operated by the US Department of Energy.

For more information on GPET and EcoSafe, go to: http://www.ecosafeems.com/.

Congratulations and continued success to CEBA Member, Global Petroleum Environmental Technologies!

For more information on CEBA go to www.ceba.org or contact Sonia Kobrinsky at sonia-ceba@attbi.com.

**CEBA Member Success Story**

Efeckta Technologies, Inc. of Steamboat Springs, Colorado has entered into an exclusive, worldwide License Agreement with the University of Colorado (CU) for rights to proteomics software developed at the University of Colorado Health Sciences Center (UCHSC) Proteomics Facility, headed by Dr. Mark Duncan. Proteomics based drug discovery is rapidly replacing conventional combinatorial chemistry methods for drug discovery.

Proteomics for diagnostics and therapeutics employs several basic life sciences analytical systems including gel electrophoresis, liquid chromatography and mass spectrometry. The Proteomics Facility at UCHSC designed and developed proprietary algorithms for the analysis of data sets from mass spectrometry instruments. Dr. Duncan explained that the software, called Wombat, “greatly facilitates more accurate characterization of the information contained in mass spectrometry data sets”.

Efeckta will incorporate the functional elements of the Wombat program into its leading edge proteomics software suite, called ProteinProphet, which was developed for non-MS/MS based proteomics applications. ProteinProphet is
The Colorado Photonics Industry Association (CPIA) will be presenting their annual awards for contributions to advancing the photonics industry in Colorado at their quarterly meeting Thursday, May 15, 2003.

The Colorado Photonics Company of the Year will be presented to Ball Aerospace & Technologies Corporation of Broomfield. The award for 2003 recognizes technical excellence in photonics and continued support of the photonics industry in Colorado. Ball Aerospace & Technologies Corporation provides remote sensing systems and solutions to the aerospace and defense markets. It is a subsidiary of Ball Corporation <http://www.ball.com> (NYSE:BLL), which in addition to owning Ball Aerospace, is one of the leading suppliers of metal and plastic packaging to the beverage and food industries. With the addition in December 2002 of a European subsidiary, Ball Packaging Europe, Ball expects sales in 2003 of approximately $5 billion with $4.5 billion from its packaging segment and $500 million from its aerospace and technologies segment.

The other award to be presented at the meeting Thursday evening is The Founder’s Award, given to Brian Hooker, Professor Emeritus of the University of Colorado, for his many years of significant contributions to creating CPIA and helping the photonics industry in Colorado. The Colorado Photonics Industry Association was formed in 1997 to support and raise awareness of the multi-faceted cluster of world-class photonics companies, government labs, support infrastructure and educational institutions that exist in Colorado. This fast-growing industry with over 200 companies throughout Colorado includes not only optical component and subsystem manufacturers, but also companies producing consumer electronics, data storage, medical, space travel, and telecommunications products. CPIA has over 65 members and has offices co-located with the Colorado Advanced Photonics Technology Center.

More information on the organization can be found at www.coloradophotonics.org or calling 720-652-9945.

**“COMPARATIVE TECHNOLOGY TRANSFER AND SOCIETY”**

**CITTI Publishes New Journal**

The Colorado Institute for Technology Transfer and Implementation (CITTI) at the University of Colorado at Colorado Springs has initiated a new interdisciplinary, international journal that links researchers and scholars who share an interest in the process, nature, significance, and implications of technology transfer. The journal is intended to be a forum for analytical and comparative articles, essays, case studies, and book reviews on such topics as innovation and research, intellectual property, entrepreneurship, and products.

CITTI will publish research from scholars in the social sciences and the humanities, as well as researchers in business and management, legal studies and engineering. The journal, published by Johns Hopkins University Press, will appear three times per year, in April, August, and December.

The Editors-in-Chief are Gary Klein and Donald Klingner, of UCCS, and Bruce Seely at Michigan Technological University. The editors invite the submission of manuscripts from all researchers who study technology transfer. Submit editorial correspondence to: Comparative Technology Transfer and Society, CITTI, UCCS, 1420 Austin Bluffs Parkway, P.O. Box 7150, Colorado Springs, CO 80933-7150 or email ctts@uccs.edu.

Subscriptions are offered at $35 for individuals and $80 for institutions. For more information, or to subscribe to the journal, see the website at: http://www.press.jhu.edu/press/journals/comparative_technology_transfer_and_society/ctt.html

(Continued from page 4)

currently being released to major beta sites and will begin shipping to customers in October 2003. According to Dr. Heinrich Roder of Efeckta, “We expect that the combination of Wombat and ProteinProphet will result in powerful software which will significantly enhance the ability to rapidly and accurately identify valuable information contained in proteomics data from all types of mass spectrometers used in proteomics based drug discovery.”

David Allen, Assistant Vice President for Technology Transfer at CU said, “This relationship is another example of how CU’s research is the progenitor of commercial potential and benefit to society”. Allen added, “This relationship one of many CU-created leading edge assets for the developing bioscience industry in Colorado.”

Efeckta Technologies is a privately held company based in Steamboat Springs, Colorado which develops and commercializes proprietary software tools for proteomics and other applications for use with large, complex digital data sets where the size, complexity and speed of generation of the data sets has outstripped traditional analytical software solutions.

The Proteomics Facility at UCHSC, headed by Dr. Duncan who is a recognized leader in proteomic science, was founded in 1999 and is currently one of the largest university based proteomics facilities in the United States. The facility is currently involved in a broad range of sponsored and collaborative proteomics research.

For further information, please contact Vivian Dullien, dullien@uchsc.edu.
A dual approach that employs both fingerprint and facial recognition technology is the best option for a biometric system that would make the nation’s borders more secure, according to NIST scientists.

After studying mature biometric technologies, NIST – in conjunction with the Departments of Justice and State – made the recommendation in a report transmitted in February to Congress. The study was mandated by the USA PATRIOT Act and the Enhanced Border Security Act.

NIST spearheaded evaluations to determine the ability of biometrics to enhance border security. The evaluations looked at two applications: positively identifying visa applicants and verifying that the holder of a visa is the person to whom the visa was issued.

Fingerprint performance was measured on an Immigration and Naturalization Service (INS) database of 1.2 million prints of 620,000 individuals. The facial recognition tests evaluated the performance of 110 vendors on a Department of State database of 121,589 images of 37,437 individuals. Based on the evaluations, as well as practical consideration, NIST recommended (1) they use of at least two fingerprints to positively identify visa applicants and (2) a dual system of face and fingerprint recognition technologies to verify the identities of visa holders at points of entry into the United States.

Face recognition performance was measured by the Face Recognition Vendor Test (FRVT) 2002. The evaluation of facial recognition systems found that there has been a 50 percent reduction in error rates since comparable tests in the FRVT 2000. For verification (i.e., determining whether a person is who he or she claims to be), the best facial recognition systems are equivalent to 1998 fingerprint matching technologies, yielding a 90 percent verification rate with a 1 percent false acceptance rate.

The researchers also evaluated demographic factors impacting the ability to recognize faces. These results show that males are easier to identify than females, and older people are easier to recognize than younger people.

NIST managed the FRVT 2002 with sponsors and support from 16 government agencies, including the Defense Advanced Research Projects Agency (DARPA) and the Departments of Defense, Justice, and State. More information is available at www.frvt.org.

Contact: Jonathon Phillips, Jonathon@nist.gov.

The DOE’s Sandia National Laboratories (SNL) is expanding its work in biotechnology – combining traditional inorganic sciences with biotechnology – to push scientific discovery and development into such areas as the creation of new materials and to help in America’s war on terrorism.

Biotechnology – the coming together of traditional inorganic sciences of physics, engineering, and chemistry with biology – is making new and complex types of research possible. Sensors, computing, nanoscience, robotics and materials science are all benefiting from the influx of biotech into their worlds, just as the biological sciences are advancing from new interfaces with the physical and engineering sciences.

Biotechnology investment is about 5 percent of Sandia’s research budget. This fiscal year about $21 million of SNL $1.7 billion annual budget is devoted to biotech projects.

More Info: Chris Burroughs, coburro@sandia.gov, (505) 844-0948. [Source: FLC NewsLink, April/May 2003]

Scientists from Columbia University, IBM and the University of New Orleans today announced a new, three-dimensional designer material assembled from two different types of particles only billionths of a meter across.

In the June 26 issue of the journal Nature, the team describes the precision chemistry methods developed to tune the particles’ sizes in increments of less than one nanometer and to tailor the experimental conditions so the particles would assemble themselves into repeating 3-D patterns.

Designing new materials with otherwise unattainable properties, sometimes referred to as "metamaterials," is one of the promises of nanotechnology. Two-dimensional patterns had previously been created from gold nanoparticles of different sizes and mixtures of gold and silver. Extending this concept to three dimensions with more diverse types of materials demonstrates the ability to bring more materials together than previously realized.

The scientists chose the materials for the experiments specifically because of their dissimilar, yet complementary properties. Lead selenide is a semiconductor that has appli-
Since its inception, the Association of University Technology Managers (AUTM) has been a leader in the education of academic technology transfer professionals and the development of the technology transfer profession.

Launched in 1974 as the Society of University Patent Administrators (SUPA), the association was the first to focus specifically on university patent issues in the complex environment of the 1970s — before legislation offered guidelines for federally funded academic research, university patents and developing ways for discoveries to actually reach the public.

The association’s early goals were clear: to urge the adoption of consistent government policies regarding funding and licensing of academic innovation so that new technologies could be licensed and products could be developed. Six years later, the U.S. Congress passed the Bayh-Dole Act, which fostered access to university research by providing a new and uniform way to handle and transfer federally sponsored research results at academic institutions.

For the past three decades, AUTM has worked tirelessly to achieve its mission to promote, support and enhance the global academic technology transfer profession through internal and external education, training and communication. Membership has increased from 50 to more than 3,000 members, and results from the AUTM Licensing Survey show the impact that technology transfer has had on university innovation, economic growth and benefits to the public:

The 198 academic institutions that responded to the 2001 survey received 13,569 invention disclosures and entered into more than 4,000 commercialization agreements with third parties in FY 2001 alone.

(Continued from page 6)

At least 494 new companies based upon an academic discovery were formed in FY 2001, 84 percent of them in the state/province of the academic institution where the technology was created.

Since 1980 at least 3,870 new companies have been formed based on licenses from academic institutions, including 494 established in FY 2001.

Academic research has yielded 1,507 new products since 1998 including:

- Taxol, the most important cancer drug in 15 years, according to the National Cancer Institute
- 3TC, an AIDS antiviral; and Panretin®, a topical treatment for AIDS-related Kaposi’s sarcoma
- Artificial lung surfactant, which each year saves 20,000 babies born with collapsed lungs
- DNA sequencer, the basis of the entire Human Genome Project
- Leustatis, a chemotherapy drug used to treat Leukemia
- StormVision™, which airport traffic and safety managers use to predict the motion of storms
- Osteomark®, a urine test that measures bone resorption
- Prostate-specific antigen test, now a routine component of cancer screening
- V-Chip, which allows families to control access to television programming
- Lycos®, the online search engine and resource guide
- GlucoWatch®, a wristwatch-like device that painlessly monitors blood-sugar levels of diabetes sufferers
- Cohn Cardiac Stabilizer™, a device that assists surgeons who perform beating-heart open-heart surgery

**S M A R T  S E N S O R  D E V E L O P E R  K I T S  A V A I L A B L E  F O R  L I C E N S I N G**

The Smart Sensor Developer Kit provides the first-ever user-configurable, active microsensor technology that can be easily and cheaply incorporated into a wide range of instruments. The multi-agent chemical microsensor employs films consisting of nanometer-size particles that induce highly sensitive, measurable reactions when exposed to sampled gaseous chemicals. The reactions are translated into voltammetric “signature” outputs, providing extremely low-level detection of chemicals that previously was not possible with films consisting of larger particles. Chemicals are quickly identified by comparing their voltammetric signatures to chemical signatures in an onboard library. Specific applications already being addressed include: termite infestation identification, pesticide application monitoring, leak detection, livestock breeding, groundwater contaminant monitoring, personal and environmental chemical monitoring. The technology is available for licensing to companies in many industries. For more information contact: Richard Greb, 630-252-5565 or rgreb@anl.gov [Source: FLC NewsLink]
The Association of University Technology Managers continues to demonstrate successes in academic technology transfer with the release of the AUTM Licensing Survey: FY 2001. The annual survey is a comprehensive report featuring data about technology licensing activities collected from 198 U.S. and Canadian universities, teaching hospitals and research institutions. The report marks the 11th consecutive year AUTM has tracked academic licensing accomplishments, which result in significant public benefit.

With more than a decade of solid data behind it, the AUTM Licensing Survey demonstrates that public and private support of academic research not only advances scientific knowledge, but also fosters the development of new products that improve the quality of life, create new jobs, and provide new streams of income to further academic research and education.

Numerous pharmaceutical and medical products, environmentally friendlier manufacturing technologies, inventions which improve public safety, and information technology services have resulted from the transfer of ideas from academic laboratories to the business community and, ultimately, consumers. (See Product Stories on AUTM Web site: http://www.autm.net.) In FY 2001 alone, 95 reporting institutions identified at least 358 new commercial products that were introduced to the marketplace under license agreement with commercial partners, several of which are highlighted in the survey. And according to respondents, more than 1,500 new products have been introduced to the marketplace since 1998.

"This document provides a snapshot of the academic technology transfer field, and helps AUTM members, colleagues, legislators, government agencies, policy makers, media representatives and others better understand the impact that the outcome of academic research has on all facets of society," said Janet Scholz, AUTM 2002 president, University of Manitoba, Canada. "I'd like to thank each of the responding academic institutions for helping to make the FY 2001 AUTM Licensing Survey a meaningful resource - the most meaningful of its kind in the world."


The Bayh-Dole Act allowed academic institutions to own inventions resulting from federally funded research and to manage the licensing of them to industry for commercial product development in the public interest. Prior to the Act, the Government owned the inventions and had responsibility for licensing them. In many instances, these products would not have reached the public without the protection afforded to higher education institutions by the Act.

"It's gratifying to have a growing body of quantitative and qualitative information on product introduction," said Pressman. "Readers are invited to visit the AUTM Web site to further explore the products reported in vignette form since 1998. They will find that they are virtually all still available, and that the identified commercial partners have continued to diffuse the technology via sublicensing, partnership and distribution agreements."

For information about price and availability of the 2001 Licensing Survey summary or full report visit AUTM's Web site at www.autm.net or contact AUTM Headquarters: AUTM 60 Revere Drive, Suite 500 Northbrook, IL 60062 847/559-0846 autm@autm.net

For details, contact Marie Farrar at AUTM Headquarters: 847-559-0846 or mfarrar@autm.net. For questions about survey figures, contact Lori Pressman, AUTM Survey Editor: 617/497-5937 or lori@loripressman.com.
Leading at the Speed of Growth: Journey from Entrepreneur to CEO

Tuesday, July 8, 2003, 5:15 PM
Denver Marriott City Center, 1701 California Street

One of the ironies of entrepreneurial success is that fast business growth can often be a quick road to failure. The behaviors and skills that are successful at one stage of growth can be fatal in the next stage. Dr. Jana Matthews, co-author of Leading at the Speed of Growth: Journey from Entrepreneur to CEO, will identify the challenges of growth, as well as the leader’s changing roles and responsibilities during the Initial, Rapid, and Continuous Stages of Growth. This session will provide a roadmap for entrepreneurs determined to grow their companies and transform themselves into great entrepreneurial leaders.

Cost: $35 for members; $45 for non-members

July Workshop

Tuesday, July 8, 2003 3:30 PM (prior to the RVC Dinner meeting)
Denver Marriott City Center, 1701 California Street

Management issues often bedevil even the best and brightest start-up. Join us for the July workshop to identify, understand and learn how to solve the management challenges facing today’s start-ups. The moderator will “set the stage” for our management and legal experts with the following questions:

♦ Why have a management team?
♦ Where does the founder fit into the organization?
♦ Which business functions are necessary—at what points in the company’s development?
♦ How important is the management team in attracting capital?
♦ How do start-ups attract talent if they don’t have funding?

Moderator: Jim Hemphill, Integral Computing Consulting
Presenters: Collyn DeNio, President, Victory 43, Inc.
Robert Bearman, Partner, Patton Boggs, LLP
Cost: $25

The May 15, 2003 CPIA quarterly meeting was hosted by Coherent Technologies, Inc., where Steve Anderson from Laser Focus World presented an overview of market research spanning the diverse aspects of the laser industry, giving forecasts on what’s hot and what’s not.

The meeting started with a CPIA business discussion, and the following reports:

The SPIE 2004 meeting will be in Denver, and a CPIA committee has been working to ensure that meeting is a success, encouraging SPIE to return in future years, and stimulating and showcasing the diverse and dynamic Colorado Photonics Presence.

The CAPT center is looking for a corporate custodial partner! Contact Tom Mahony at Tmahony@captcenter.org if your organization is interested in setting up shop in the CAPT center, and having access to its extensive facilities, in return for providing financial support for the CAPT center. CAPT has lost its Colorado government funding with a drop-dead date in September, so one or more custodial partners could help to save an important Colorado resource, while benefiting from the close alliance.

Dave Drake at the CU Tech Transfer Office encourages Colorado photonics companies to consider licensing hot new technology stemming from CU research.

Annual CPIA awards were presented at this meeting as well:
The “Outstanding Achievement Award” was presented to Ball Aerospace. The award for 2003 recognizes technical excellence in photonics and continued support of the photonics industry in Colorado. Kevin Kelbach, President of CPIA, said "CPIA is pleased to present Ball Aerospace with this award. Ball has an extensive history of innovative product development in photonics. They have been a long-time supporter of a strong industry infrastructure in Colorado and have been instrumental in strengthening photonics education opportunities in Colorado." The award was received by Ball’s Bob Slusher, who thanked CPIA for the award, and for its leadership within the Colorado photonics industry.
Waste Diversion Projects Culminate With June Events

During the past year, CU-BAC will complete two one-year projects with an emphasis on waste diversion with grant funding from the Colorado Commission on Higher Education, Technology Advancement Group. CU-BAC will conclude both projects with June & July events.

The Waste Diversion Research Commercialization project produced a Waste Diversion Technology Showcase on June 5 in conjunction with the annual summit held by the Colorado Association for Recycling (CAFR). The showcase included exhibits and presentations of research, as well as products and services based on research, conducted by Colorado companies and university researchers.

Participants in the showcase were: ADA Technologies, AgSkill, A1 Organics, IonEdge Technology, Oberon Biotechnology, PureVision Technologies, BlueSun Bio-diesel, Denver University and University of Colorado at Boulder.

The CU-BAC project identified 76 researchers in Colorado doing research that would divert waste or reduce pollution and offered free commercialization assistance to help bring these new technologies to commercial or public use.

The Construction Waste Diversion project conducted research to identify barriers and successful strategies for reducing construction and demolition waste. Findings that applied to Colorado were presented at the Sustainability Conference for higher education institutions held April 24 & 25, and the Colorado Recycling Summit on June 5.

The project will culminate with an all-day training program for building contractors held in Fort Collins on July 11. The training provided builders with information and on-site demonstrations of how to save money and increase profits by reducing construction waste. Techniques and demonstrations were delivered by the project partners, James Company and Waste Not Recycling.

Photos and power point presentations from the Waste Diversion Showcase are posted on the CU-BAC web page: http://www.colorado.edu/cubac/. For more information on C&D waste diversion, contact Bud McGrath, 303-554-9493 ext. 14.

CU Technology Transfer Office Announces Summer Pilot Program

The University of Colorado’s Technology Transfer Office recently launched a summer pilot program called the Colorado Technology Commercialization Partnership (CTCP). The purpose of the program is to accelerate technology commercialization and create new licensing opportunities and companies from intellectual property invented at the University of Colorado. The program is a collaborative effort involving cooperation and funding from the Colorado Institute of Technology, the Deming Center for Entrepreneurship, the Leeds School of Business, and numerous volunteers from the Front Range business and finance communities. The program is part of the University’s Vision 2010 A University Without Walls intended to break down barriers and facilitate cooperation among faculty inventors and researchers, government and industry.

The CTCP program is a collaborative effort to bridge the gap between academia and the business community. Teams of volunteers have been brought in to advise as business, legal and technical experts to produce real-world commercial feasibility assessments. It’s an opportunity for to accelerate the process of bringing scientific advancement to market. “We are fortunate to have such incredible support from our local community”, says David Allen, President of the Tech Transfer System at CU. “We have volunteers who are the most prominent people in their field working with world-class researchers. We are expecting some very positive results”.

Technology Community Page 10
The Colorado Innovation Summit
Building Wealth through Innovation

It’s an insatiable desire—our drive to create new businesses, products, and strategies.
We know what we can achieve—with opportunities to turn concepts into customers.

Our passion drives innovation.
Our productivity drives wealth creation.
Our power changes the world.

Come expand your power to innovate and create wealth
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(303) 871-4027

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Group discounts are available.
Register at www.InnovationSummit.com
Or call: (303) 666-4133

Technology Community is published bimonthly as a cooperative venture of Colorado organizations involved in development, transfer and commercialization of new inventions, products and technologies. Technology-based companies and related business and technology organizations are invited to submit brief articles via mail, fax or e-mail.

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