



CONNECT®

The UCSD Program in Technology and Entrepreneurship

Cooley Godward LLP



IMPERIAL BANK
INNOVATIVE BUSINESS BANKING
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SAN DIEGO BUSINESS JOURNAL



Stellcom
Technologies
An Employee Owned Company

SPECIAL THANKS TO



Satellite Video
Productions, Inc.



TELEVIDEO
San Diego

Awards Ceremony Lunch

Hyatt Regency, La Jolla • Tuesday, December 16, 1997

SPONSORS

CONNECT WISHES TO THANK THIS YEAR'S SIX SPONSORS:

COOLEY GODWARD LLP is a leader in legal representation of high-technology and life sciences companies. Equally adept at representing a two-person start-up, as it is acting as counsel to billion dollar public companies, the firm provides cutting-edge representation of its clients in venture backed financing, public offerings, mergers and acquisitions, strategic alliances, corporate partnerships, and intellectual property counseling. In just the last five years, Cooley's San Diego office has completed more than 80 public offerings, raising more than \$3 billion for local companies. With clients such as Aurora Biosciences, Callaway Golf, ComStream, DataWorks, and QUALCOMM, Cooley's practice is focused on meeting the specific needs of San Diego's technology and life science companies.

IMPERIAL BANK is the largest business bank and the only active lender to San Diego life science, software and technology companies, that is headquartered in Southern California. Imperial is an innovative full-service commercial bank, providing loans, deposit accounts, international banking, foreign exchange, electronic banking, investment management and factoring. Imperial has had a fully staffed regional headquarters in San Diego for over 20 years and has a speciality in working with early stage, high growth life science, software and technology companies. "INC" Magazine has named them one of the best business banks in the United States.

J&H MARSH & MCLENNAN was created in March 1997 with the merging of two global leaders in insurance and insurance brokering, investment management and business consulting - Johnson & Higgins and Marsh & McLennan. Locally, J&H Marsh & McLennan is the largest national insurance brokerage firm providing risk management, insurance brokering and employee benefit services. The firm's reputation is built on professionalism and its objective to meet the specific, often unique requirements of the organizations they serve. J&H Marsh & McLennan delivers a team of quality professionals who are dedicated to serving the emerging industries in our region with specialists from healthcare to software and life sciences to telecommunications.

PRICE WATERHOUSE LLP is a leading international professional services organization of business advisors, accountants, and tax and management consultants. Price Waterhouse LLP, with more than 15,000 men and women in principal cities throughout the United States, is a vital part of the worldwide Price Waterhouse organization. The San Diego office, with more than 100 employees, specializes in the high technology industry. Their goal is to complement your company management as an industry-knowledgeable team member that helps you make the best informed, most effective decisions.

THE SAN DIEGO BUSINESS JOURNAL is a weekly business and financial newspaper with a readership of 70,000. The paper has won 80 awards for editorial excellence in the last five years. *The Journal* also produces a weekly 30-minute television show entitled "San Diego Business in Focus," a positive look at San Diego's industries.

STELLCOM TECHNOLOGIES Incorporated (STI) is a growing and energetic San Diego-based technical services consulting firm that has its roots in systems engineering. Founded in 1984, with no outside financing, \$1000 in start-up capital and a handful of employees, Stellcom has grown into a multimillion dollar corporation. The company has built its clientele through word-of-mouth, providing personalized service for each new customer. Today, Stellcom has revenues of over \$25 million, with over 200 employees nationwide. Stellcom has achieved this tremendous growth through exclusively internal funding — an amazing achievement in the face of billion dollar competition. As an employee-owned company, Stellcom shares this success with those who help to make it happen.

Special Thanks To:

Satellite Video (SVP). Your video is important to you. And what's important to us is that you are comfortable with the production process from beginning to end. SVP is your collaborator. And we operate our production house as a team. When you bring a project to us, you, in effect, become a member of the team. SVP is an established leader among quality video production providers. We offer the latest in cutting-edge video technology in modern, 9,000 square-foot, fully equipped facilities. And our talented staff with more than 15 years experience to produce a product that works for you.

Televideo San Diego has built a National reputation for "being the best" at helping businesses operate more effectively by providing a full spectrum of custom designed video communications systems that match the unique needs of their customers. Since 1976, Televideo has been accurately identifying business communications requirements and creating innovative solutions that exceed their customers' cost, performance and scheduling expectations. Whether your business requires video teleconferencing, computer-based editing, a complete corporate multimedia facility or a broadcast studio, Televideo can meet your needs. Televideo's success is also based on a commitment to service that is at the forefront of all decision-making. Televideo takes great pride in "treating people right" and standing behind what they sell.

SENIOR MANAGEMENT

William W. Otterson
Abigail Barrow, Ph.D.
Carole Ekstrom
Barbara Bry
Robert Leach

STAFF

Sharon Ballard
Teesha Hahn
Tanya Hincapie
Katie Joslin
Ann Marsh
Carol Putnam
Candy Quaranta
Elizabeth Reynolds
David Simon
Elizabeth Tommasino

INTRODUCTION

The Most Innovative New Products Awards

competition was established in 1988 to focus

attention on the tremendous amount of

technological innovation taking place within

San Diego's high-tech community. Today's

awards ceremony marks the 10th year of

the competition. Both large and small

companies are recognized today, and all of the

finalists and nominees are to be commended for

their efforts in developing products which represent

technological breakthroughs.





THE SPONSOR'S AWARD



CONNECT and the selection committee of the Most Innovative New Products Awards competition are presenting Agouron Pharmaceuticals, Inc. with a special award this year for being the first San Diego biotechnology company to have a therapeutic product approved by the U.S. Food & Drug Administration. This product, VIRACEPT®, has quickly become an important part of the treatment for HIV infection. This year's "Sponsors' Award" is being provided to Agouron for significantly contributing to the vitality of San Diego's emerging high-tech and biotech community.

VIRACEPT is a therapeutic drug indicated for the treatment of HIV infection when antiretroviral therapy is warranted. This indication is based on analyses of surrogate marker changes in patients who received VIRACEPT in combination with nucleoside analogues or alone for up to 24 weeks.

In March 1997, VIRACEPT became the first HIV protease inhibitor to be cleared for marketing simultaneously in an adult formulation and in a pediatric formulation. VIRACEPT was approved in Switzerland in June 1997; and, approval is pending in Canada as well as in the European Union and five non-European countries, including Japan. The anti-HIV potency of VIRACEPT, coupled with its favorable safety and tolerability, will make a valuable contribution to the ability to hit the virus hard and early with combination therapy. Currently, more than 60,000 people in the U.S. are estimated to be taking VIRACEPT.

Recently a key committee of the National Institutes of Health issued new HIV treatment guidelines that strongly urge a general policy of earlier intervention in the disease with three-drug combination therapy containing a potent protease inhibitor like VIRACEPT.

To facilitate patients' access to VIRACEPT, Agouron has established a patient assistance program to actively help people to find ways of paying for the drug. In addition, Agouron will provide VIRACEPT without charge to any child in the United States who is not covered by public or private health insurance.

Agouron Pharmaceuticals, Inc. discovers, develops, manufactures and markets novel, small molecule drugs engineered to inactivate proteins which play key roles in cancer, AIDS, and other serious diseases. VIRACEPT is a registered trademark of Agouron Pharmaceuticals, Inc.

ENTERTAINMENT & LEISURE

PUBLIC ONLINE

College Club Communication System

The College Club System is a unique telephone and computer based interactive communication network that uses the Internet and World Wide Web to serve the diverse communication needs of campus communities. College Club is also used as a link to the local community, and to stay in touch with family members and friends in other parts of the country.

DIRECTED ELECTRONICS, INC. (DEI)

The HF2056 Plate Speaker

The HF2056 Plate Speaker is a high fidelity component speaker system featuring an innovative electro-luminescent (E-L) drive level indicator - when the speaker is driven at high volume, the E-L badge glows a brilliant cobalt blue, illuminating the inside of the car at night.

DIRECTED ELECTRONICS, INC. (DEI)

552T High Frequency Valet Remote Engine Start and Keyless Entry System

This high frequency combined remote start/keyless entry system now features diesel mode, pre-wired starter kill, domelight supervision and Learn Routine with 7 programmable features including choice of tachometer signal learning or "tachless" operation.

DIRECTED ELECTRONICS, INC. (DEI)

381 Series Super HF Security System

The 381 Series Super HF Security System is the first and only vehicle security system that can be programmed directly from an IBM PC or compatible. New features include the Super High Frequency (SHF) for range from the transmitter of up to one quarter mile.



ENTERTAINMENT & LEISURE

OKBRIDGE

OKbridge

OKbridge, with more than 9,000 members, is the largest Internet bridge club. Its members, who come from all over the world, are able to play duplicate bridge 24 hours a day, 7 days a week, more affordably than at a regular bridge club.

QUALITY PRODUCTION & RESEARCH

CostControl/ProcessGuide

CostControl/ProcessGuide helps consumer-based companies in fast changing entertainment and leisure industries produce products with greater efficiency through better cost and process understanding via a unique and elegant combination of manager useful, best practice, activity-based costing/management and business process modeling/improvement methodologies.

ROKENBOK TOY COMPANY

ROKENBOK System

The ROKENBOK building system takes the classic construction system to the next level with its patent pending AMD-RD technology. The large scale system is designed to build interactive play environments for Rokenbok precision control RC vehicles. The AMD-RD technology allows a maximum of 4 players to drive and control up to 8 RC vehicles simultaneously. It's the classic toy of the future.



FINALISTS



OKbridge

Bridge on the Internet

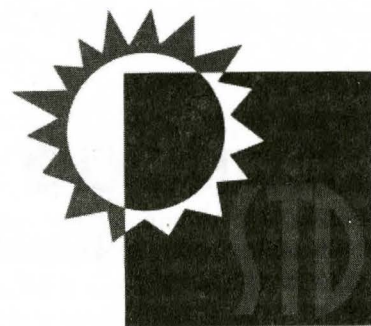




GENERAL BUSINESS

FINALISTS

KAISER
Electro-Optics, Inc.
 A KAISER AEROSPACE & ELECTRONICS COMPANY



**SOLANA
 TECHNOLOGY
 DEVELOPMENT
 CORPORATION**

XXSYS
XXSYS TECHNOLOGIES, INC.

**BYTE BENDER BUSINESS SERVICES
 Outsourced Accounting Department**

Byte Bender Business Services provides an outsourced full-service accounting department to small businesses. All accounting functions of an internal accounting department are provided at a substantial savings.

**COMPS INFO SYSTEMS, INC.
 COMPSLink Windows**

COMPSLink Windows is comprehensive database analysis software, providing commercial real estate industry professionals (appraisers, brokers, lenders and investors) the ability to search, retrieve and report sales comparable information for the valuation processes. COMPSLink offers a wide range of direct marketing and market trend analysis applications, greatly improving customer productivity.

**DATA TREE CORPORATION
 TITLESCAPE**

TITLESCAPE® is a subscription-based Windows integration software solution that combines access to on-line historical databases with intelligent integration software enabling customers to integrate their title processing applications into one system. TITLESCAPE® represents a workflow solution that provides access to over 300,000,000 scanned images and makes it possible to use customers' existing software in the preparation of title insurance policies and allows for the electronic recording of title documents.

**ECO SOIL SYSTEMS, INC.
 The BioJect**

The BioJect is a proprietary delivery system which ferments environmentally safe microorganisms (which act as soil amendments) at the site of application and automatically dispenses the appropriate amount and type of cultured product at the desired frequency directly into the customer's irrigation system.

GENERAL BUSINESS CONTINUED

**HYDROGIENE CORPORATION
 The Hydrogiene System**

The Hydrogiene System is a revolutionary, healthy and convenient new toilet fixture that converts the toilet into a 21st century multi-functional personal sitz bath system. Hydrogiene is universal and unisex and attaches in just minutes.

**IVD COMMUNICATIONS
 1997 World Book Multimedia Encyclopedia**

The 1997 World Book Multimedia Encyclopedia contains the full-text of the World Book print version as well as interactive simulations, 3-D animations, virtual reality, audio and video segments, a dictionary, atlas and an Internet connection.

**KAISER ELECTRO-OPTICS, INC.
 The ProView Head Mounted Display System**

The ProView allows the user hands-free, mobile viewing of computer data or video data with a device mounted on the head without compromising image quality or ergonomics. This technology opens up many new applications for visual displays used in harsh environments, portable data acquisition, and even in the operating room where surgeons rely on this device of minimally invasive surgical procedures.

**SOLANA TECHNOLOGY
 DEVELOPMENT CORP.
 Electronic DNA**

Electronic DNA is a unique system for hiding information within audio allowing profit participants in the entertainment and multimedia industries an economical, efficient means to protect copyrights and trace distribution and use of their materials.

**SOLAR TURBINES INCORPORATED
 The Primary Surface Recuperator**

Primary Surface Recuperators (PSRs) are being integrated with gas turbines for power generation and hybrid vehicle markets. The PSR transfers heat from exhaust gases to clear air within the turbine, which substantially reduces fuel consumption. New PSR designs reduce thermal cycle fatigue and are well suited to automated manufacturing processes that reduce cost and maintain high quality.

**TISCOR
 TaskMaster Fire Plus Automated Management System**

The TaskMaster Fire Plus Automated Management System utilizes the bar code reading capabilities of the **Newton 2000** to automatically document the time, date and location of fire and life safety equipment inspections. The reliability of the system's inspection database means that safety managers can guarantee the availability of life-saving safety equipment during an emergency.

**XXSYS TECHNOLOGIES, INC.
 ROBO-WRAPPER**

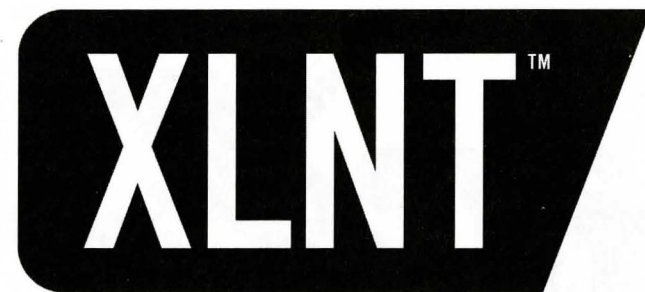
ROBO-WRAPPER is a computerized, automated winding machine that wraps prepreg tow (carbon fiber which has been pre-impregnated in resin) around bridge columns and parking-structure columns. The machine rotates around the column to form a "jacket" that conforms to the shape of the column. The purpose of the jacket is to prevent the column from collapsing during an earthquake.





HIGH-TECH ELECTRONICS

FINALISTS



AEM, Inc.

Multilayer Ferrite/Ceramic Inductors

AEM develops a patented technology for mass production of multilayer ferrite/ceramic inductors at a much higher yield and lower cost.

DIGIRAD CORPORATION

SpectrumPlus

Digirad has developed an innovative method for eliminating the effects of hole trapping in radiation detectors made from compound semiconductors such as cadmium-zinc-telluride (CZT). The hole-trapping effects in existing detectors smear the counts into lower energy tails, resulting in a loss of energy resolution and significantly reducing photopeak efficiency. Digirad's patented SpectrumPlus™ detectors overcome these disadvantages, and increase the photopeak efficiency of room-temperature gamma ray detectors by as much as 5 to 10 times.

ENCAD, Inc.

The ENCAD Croma24

The first full-color, wide-format printer less than \$2,000, the ENCAD Croma24 is the industry's first cost-effective, color inkjet printer which produces 24-inch photo-realistic images. Expanding traditional 11-inch by 17-inch prints by more than doubling the printing width, the ENCAD Croma 24 surpasses the limitations and restrictions of traditional desktop printers.

FUJITSU-ILC SYSTEMS

The TeamPad 7600

The TeamPad 7600 handheld computer combines powerful computing and a 7.2" color screen in a rugged package weighing only 1.7 lbs. It gives healthcare providers, airline mechanics, retailers, route sales drivers, inspectors, and a variety of other roaming workers instant access to the critical information they need.

HIGH-TECH ELECTRONICS CONTINUED

Hi/fn, Inc.

The 7711 Encryption Coprocessor

The Hi/fn 7711 is the world's first single-chip coprocessor capable of both encrypting and compressing data for secure and efficient transfer over the Internet. All industry-standard encryption and compression algorithms are implemented and one chip has the bandwidth to support over seven T1 lines.

I-BUS, A MAXWELL TECHNOLOGIES

COMPANY

The IFTA+

The IFTA+ is an innovative industrial computer that provides a high degree of fault resiliency, helping customers minimize downtime, minimize maintenance time and maximize upgradeability. By using redundant, modular components that can be swapped in case of a failure, the IFTA+ greatly improves efficiency and profitability.

LASER POWER CORPORATION

Series MLM Microlasers

Microlasers are a new generation of solid-state lasers that convert the energy of efficient infrared laser diodes into other infrared wavelengths which are then "frequency doubled" into the visible. The MLM product series provides 2.5 watts of green or 0.4 watts of blue at efficiencies of 1-10%, a 1000 times improvement over the older laser technologies they are replacing.

OVERLAND DATA

The DLT LibraryXpress System

The DLT LibraryXpress System establishes a new standard in automated, modular DLT tape libraries. Designed to scale with expanding storage requirements - while protecting the initial investment - the LibraryXpress lets customers add modules to customize a complete backup solution to meet data storage needs from 150 Gigabyte up to 4.8 Terabyte native capacities.

QUANTUM MATERIALS

QMI 506 and 536

QMI 506 and 536, are, respectively, silver and polytetrafluoroethylene filled adhesives based on Quantum Material's proprietary liquid bismaleimide resin chemistry. The silver (506) or dielectric (536) filled adhesives cure by the free radical mechanism to form a void-free die bond in less than one minute on leading edge Ball Grid Array (BGA) packages.

ROCKWELL SEMICONDUCTOR SYSTEMS

The ZipWire IC

The ZipWire IC device allows telephone companies to economically provision Internet access lines and other data transport services for small and medium sized businesses by converting ordinary telephone lines into high speed digital data carriers capable of data rates in excess of 1.1 million bites per second.

SPACE ELECTRONICS, INC.

RAD-COAT™

RAD-COAT™, an economical, highly adaptable, space-age conformal coating used to shield commercial microelectronics from the high energy radiation found in space, can protect component styles and configurations previously unusable in space at lower costs and shorter lead times, placing it well ahead of all competing technology.

SPACE ELECTRONICS, INC.

This 1-Gigabit Multi-Chip Module

This 1-Gigabit Multi-Chip Module (MCM) is the densest, fastest, radiation-shielded memory available for space missions, and it can be produced at one-tenth the cost of competing technology, making it the leading edge in space qualified Dynamic Random Access Memory (DRAM).

WINTRISS ENGINEERING CORP.

OPSIS 1300AS Megapixel Camera System

With its embedded processor, the OPSIS 1300AS Megapixel Camera System executes image processing functions, allowing the camera to share processing tasks with the PC to boost overall system performance in product quality inspection applications. This is the first and only megapixel-resolution camera to offer on-camera image processing capabilities for increased system efficiency.

XLNT, Inc.

The Millennium 4000

Designed to ensure fast, reliable data access for Internet, multimedia and other high bandwidth applications, the Millennium 4000™ is a fault-tolerant Gigabit ethernet switch that seamlessly enables data-intensive industries such as finance, manufacturing, science, healthcare and government agencies a ten to 100 fold increase in their data access time over previously available technologies.





INTERNET

FINALISTS

FIRST VIRTUAL

HOLDINGS INCORPORATED

PATRIOT SCIENTIFIC CORPORATION

personalogic™

@BACKUP

@Backup

@Backup ensures that PC data is fully protected. Automated backup of all data and applications over the Internet or direct modem access to @Backup's remote site at the San Diego Supercomputer Center is accomplished on a schedule that the user sets up once. Confidentiality of the data is guaranteed through the use of encryption and re-encryption security techniques.

APTX SOFTWARE, INC.

SelectCast

SelectCast delivers the 'holy grail' of advertising - making sure the right message reaches the right audience at the right time. SelectCast uses groundbreaking behavioral targeting technology to profile all site visitors in real-time. By making on-line advertisements and promotions independent, intelligent agents that know what users are interested in, SelectCast matches these to users.

CLASSIFIND NETWORK, INC.

ClassiFind Network

ClassiFind Network, Inc. brings vivid multimedia classified advertising services to the Internet. It is expanding text ads with full-color photos and cutting-edge streaming audio and video extensions, making custom-branded solutions available to companies with an existing Internet presence and providing an efficient classified ad source for on-line shoppers.

CONTIGO SOFTWARE, L.L.C.

Itinerary Web Presenter 2.0

Itinerary Web Presenter 2.0 conducts live presentations over the Internet or corporate intranet enabling sales and marketing, technical support, human resources and training executives to spontaneously deliver PowerPoint or Corel 8 slides and HTML web pages using only an Internet connection and a Java-enabled browser. Itinerary also provides an Internet connection and a Java-enabled browser.

INTERNET CONTINUED

EDUCATION NEWS & ENTERTAINMENT

NETWORK (E.N.E.N.)

NetSeminar

NetSeminar saves meeting and travel-related costs by allowing companies to broadcast live multimedia presentations over the Internet including vocal and chat interactively between speakers and participants. Participants can attend the live broadcasts, or view an archived version anytime from anywhere in the world.

FIRST VIRTUAL HOLDINGS INCORPORATED

VirtualTAG

Combined with First Virtual's Internet Payment System, the VirtualTAG is an interactive advertising banner that allows Internet buyers to initiate the purchase, payment and delivery of a product without leaving the web page on which the VirtualTAG appears. The merchant plugs a VirtualTAG into their website to demonstrate their product(s), provide information, register a customer, make the sale and arrange for shipping.

INTERNET PRODUCTS, INC.

The InterGate Solution

The InterGate Solution is a revolutionary Internet server that has effectively lowered the technical expertise required for organizations to gain immediate access to 12 essential Internet services through a single device that dramatically improves administrative overhead, access power and the way organizations use and manage their Internet connections by simplifying the complexities of Internet access.

LILIKOI SOFTWARE

Ceilidh

Ceilidh is an intuitive and maintenance-free asynchronous group discussion engine for the World Wide Web written in C for speed and it utilizes HTTP, the native transport protocol of the World Wide Web, which enables it to run in conjunction with all web servers and browsers. Ceilidh is available in four languages - English, French, German and Spanish.

NETGRAM, INC.

The 21st Century Paper Route Electronic Publishing System

The NetGram web-based publishing system is a cost and time saving document production and delivery service that utilizes a unique patent-pending Internet addressing system. The system receives documents by e-mails, prints them, addresses them and dispatches them, thereby offering significant time savings to domestic users.

NETPARTNERS INTERNET SOLUTIONS

WebSENSE

WebSENSE is a server-based Internet screening system for corporations, schools and libraries to monitor and/or block undesirable Internet sites.

PATRIOT SCIENTIFIC CORPORATION

PSC1000

Patriot's PSC1000 is the first silicon chip microprocessor that allows all embedded applications to fully realize the potential of JAVA™ by making the Internet and Internet-enabled services such as web pages, electronic commerce and web-based databases, more functional than ever before thought possible.

PERSONALOGIC, INC.

Personalized Decision Guides

PersonaLogic creates and delivers web-based "personalized decision guides" that enable consumers to make informed choices about complex products and services. It also allows the consumers to quickly and efficiently sort through massive amounts of current data.

QUALCOMM, INC.

PureVoice

The QUALCOMM PureVoice™ Player/Recorder allows users of any e-mail product to send and receive voice messages as e-mail attachments, so e-mail users can convey all the emotions of voice (humor, irony, etc.) in files that are 10 times smaller than other files, with sound that's as clear as a local call.

QUALITY PRODUCTION & RESEARCH

MarketMaker

Reducing the market research process from several months to several days while increasing the quality and reliability of generated data, MarketMaker software helps companies become more effective competitors by combining scientific market research techniques and Internet functionality within a comprehensive, easy-to-use program that identifies and captures the true attitudes, opinions and behaviors of current and potential customers.

UNIDEN SAN DIEGO R&D CENTER, INC.

The Uniden E-Mail Phone

The Uniden E-Mail Phone is an integrated cordless speakerphone with the ability to send and receive e-mail messages. Additional features include caller identification, an address book, a calendar and a notepad for typing a quick note. The E-mail Phone is available in either a corded or cordless model.





LIFE SCIENCES

FINALISTS



EXCALIBUR Medical Technologies, Inc.



"A" COMPANY ORTHODONTICS Damon SL Appliance System

The Damon SL self-lighting appliance system straightens teeth faster with little-to-no patient discomfort. The system significantly reduces the friction between the appliance and the archwire. The reduced friction allows lighter forces to move teeth. These lighter forces allow more rapid tooth movement with negligible discomfort for the patient.

ADVANCED TISSUE SCIENCES Dermagraft-TC

Dermagraft-TC™ is a human fibroblast-derived temporary skin substitute consisting of a polymer membrane and neonatal human fibroblast cells cultured *in vitro* on a nylon mesh. It is used as a temporary wound covering for surgically excised full-thickness and deep partial-thickness thermal burn wounds in patients.

BARRIER PRODUCTS COMPANY The BioSeal System

The BioSeal System is an odor-proof and leak-proof sealable container for human and animal remains. The BioSeal material, a poly-foil-tyvek laminate, safely protects handlers by absolutely sealing in all hazardous odors, fluids, gases and vapors associated with the transport and storage of human and animal remains.

CARDIODYNAMICS The BioZ System

The BioZ System is a real-time hemodynamic monitor that is quick and easy to use. With the simple application of four dual bioimpedance sensors, the patient's hemodynamic data is continuously calculated and displayed on easy-to-read, user-friendly screens. Because it is noninvasive, the BioZ is faster, less expensive and safer than conventional invasive products.

LIFE SCIENCES CONTINUED

CAREMED CORP. Med Profile

Med Profile is a suite of 15 integrated ambulatory medical information systems that transforms the cluttered ineffective office into an organized, effective, paperless medical practice, thus eliminating redundancy and escalating profitability. The incorporation of the essentials into one core product greatly benefits individual physicians, their staff and patients.

DESIGNDESIGN, INC./NANOGEN Star

The Star combines revolutionary DNA/RNA bioassay technology with an intuitive user interface and CD-like cartridge insertion, resulting in an easy-to-use product capable of complex diagnostic testing.

EXCALIBUR MEDICAL TECHNOLOGIES, INC. The Bionicare Stimulator System

The Bionicare System is a new alternative for treating the crippling pain of arthritis at home by delivering externally pulsed electrical stimulation to the knee, resulting in improved function and reduced pain as shown in clinical studies; it is the only medical device to be cleared by the FDA for this purpose.

INNOVATIVE MEDICAL SERVICES Fillmaster 1000e

Fillmaster® 1000e - a computerized efficiency tool - helps pharmacists precisely measure pure water from its reverse osmosis filtration dispenser for reconstituted (liquid) prescriptions. Fillmaster® 1000e ensures safety by preventing the bacterial contamination of old-fashioned reconstitution. It also helps pharmacists comply with FDA and US Pharmacopoeia rules, while freeing time for customer counseling.

INTERNATIONAL ENZYME, INC. Immunology Control

Immunology Control is an all human quality control product providing critical decision-making assay control information to medical technologists to assure the accuracy of their testing systems. Because Immunology Control can be stored at normal refrigerator temperature, they are liquid-stable and ready-to-use, and they save valuable laboratory preparation time.

INVITROGEN CORPORATION TOPO TA Cloning

TOPO TA Cloning® represents a revolution in PCR Cloning. It is exceptionally easy to use and allows the cloning of Taq-generated products in 5 minutes with superior results of more than 95% efficiency without ligase or special primers.

LASER DIAGNOSTIC TECHNOLOGIES, INC. GDx Nerve Fiber Analyzer

The GDx™ Nerve Fiber Analyzer images the retina using a scanning laser, then automatically compares 65,536 measurements to a database of normal values - in less than three minutes. GDx makes it possible to quickly, accurately and objectively screen all citizens for glaucoma.

MIYAD MIYAD Electric System

The Miyad Electric System is a low cost, maintenance free, fully sterilizable, low voltage DC motor and handpiece system that will eliminate the critical problem of viral cross contamination, like AIDS and Hepatitis, in dental and surgical procedures.

MOLECULAR SIMULATIONS INC. The Gene Explorer

The Gene Explorer is an innovative product that meets the broad needs of molecular biologists and protein engineers by integrating bioinformatics and structural biology into a single environment for the user. This is accomplished by utilizing a Web Browser-based client interface, with a CORBA gateway to the requisite database and computational servers.

PACIFIC PHARMACEUTICALS, INC. Periodontal Tissue Monitor (PTM)

Periodontal Tissue Monitor (PTM) is an eye-readable, disposable, chairside test developed to assist dental practitioners with the diagnosis and monitoring of the treatment of periodontal disease. PTM is easy to use and takes less time to administer than other products.

QUIDEL CORPORATION QuickVue One-Step H.Pylori Test

QuickVue One-Step H.Pylori test is the first and only whole blood rapid test that can be performed in the doctor's office to diagnose H.Pylori, the leading cause of ulcers, thus allowing the doctor to diagnose and prescribe in one visit and save patients thousands of dollars on therapy and/or surgery.

SUMMIT DESIGN TECHNOLOGIES, INC. MedSmart "Toolkit for the Clinic"

MedSmart is an integrated suite of "highly user friendly," artificial intelligence enhanced software/hardware applications used to organize and assist in the patient intake and medical screening process. The use of MedSmart dramatically reduces cost and increases the quality and availability of medical information to the physician and other caregivers.

CONTINUED ON NEXT PAGE



SOFTWARE

THERMOLASE CORPORATION
SoftLight 2.0 Hair Removal

SoftLight 2.0 is a significant advance in the laser hair removal technology. This technology demonstrates greater histological damage to the hair follicle which is anticipated to lead to longer term elimination of unwanted hair. The new softlight procedure is the first laser system to prove extensive cellular damage to the hair follicle.

V&P SCIENTIFIC, INC.
Alligator Microplate Tumble Stirrer

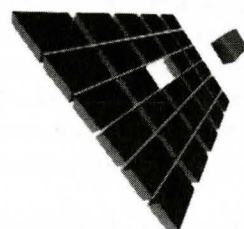
The Alligator Microplate Tumble Stirrer is the world's first magnetic stir system for 24, 48, 96 and 384 well microplates. It stirs genomic libraries to increase yield, facilitates microfermentations, and stimulates growth of aerobic organisms in microplates. Instead of spinning a stir bar in each well which is not possible, this machine causes the stirrers to tumble end over end by moving a magnetic array under the microplates.

VISTA MEDICAL TECHNOLOGIES, INC.
Surgical Head Mounted Display

The Vista Medical HMD provides 3-D visualization of an endoscopic or microscopic image. It has the capability of integrating relevant data and presents the images to a surgeon in an optically correct, intuitive and ergonomic way.



FINALISTS



A P T E X

Stac[®]
www.stac.com



W R I G H T
 S T R A T E G I E S

SOFTWARE

ALTRIS SOFTWARE
Altris EB

Atris EB is a complete enterprise document management system, supporting common databases, networks, file types and desktop computers. Built on a multi-tier architecture, the product offers rich functionality for end users in office and engineering environments. The software integrates with in-place database applications for human resources, accounts payable, maintenance and other functions.

APPLIED DIGITAL ACCESS
ADA's Centralized Test System (CTS)

ADA's Centralized Test System (CTS) provides telephone companies with a comprehensive and economical platform for testing their network, enabling unprecedented efficiency in rapid turn-up and fault isolation for critical, high-capacity circuits which provide the foundation of today's voice and data convergence and Internet phenomenon.

APTEX SOFTWARE INC.
SelectResponse

SelectResponse is a powerful, cost-effective software solution that manages electronic customer interactions by intelligently and automatically reading and routing electronic inquiries, retrieving answers from knowledge bases, responding directly to customers, and recording and repeating all actions.

CARDIFF SOFTWARE, INC.
TELEform Internet Solution

Teleform Internet Solution is the first automated data collection solution for the Internet/Intranet which automates the process of creating and collecting information from HTML-based forms.

COLUMBUS RESEARCH, INC.
IntelliFund

IntelliFund is a mutual fund, back office processing system. IntelliFund is the only product now available that is designed for Windows, Year 2000 compatible and has this level of automation.

COMPETITIVE EDGE SOFTWARE
CRA Reporter

CRA Reporter is a system that saves the banking industry hundreds of thousands of dollars and clerical hours annually, in gathering, processing, compiling and reporting information required by federal regulations. The program is easy to use and does not require extensive or on-going training.

DPC TECHNOLOGY CORPORATION
ChartFolio for Microsoft

The new version of ChartFolio is tightly integrated with the Microsoft Foundation Classes, a class library that is included in every Microsoft C++ compiler free of charge. MFC programmers can simply create ChartFolio chart objects, pass the data to them, and signal them to draw themselves.

EPIC SOLUTIONS, INC.
The Megan's Law Solution

The Megan's Law application provides citizens with computer access to precise information about registered sexual offenders in an easy-to-use format which replaces rumors, a myriad of mugshot books, a fee-based call-in telephone line and interviews with police officers.

IMAGEWARE SOFTWARE, INC.
Face ID

Face ID is a state-of-the-art facial recognition and retrieval program which assists in identifying criminals. Face ID will automatically search the local and county digital databases of booking images to identify possible suspects, saving investigators hundreds of hours and the departments thousands of dollars.

INTEGRASYS
INFORM for Win32®

An upgrade to a previous DOS version used by 90 hospitals in the U.S., Canada and Europe, INFORM for Win32 is a custom shrink-wrap solution for collection and analysis of administrative, clinical and financial information at each perioperative point-of-care.

NEOCORTECH LLC
Tsunami MT Server

Tsunami MT is perfect for users who want to take existing English documents in MS Word, Excel and other OLE 2.0 compliant applications and translate them into Japanese. It has the ability to take any website and translate it into Japanese, while keeping the original format of the page.

PETROLSOFT CORPORATION
Supply 5.0

A new business model for the petroleum industry, Petrosoft Supply software enables petroleum companies to improve product distribution efficiency, lower distribution costs, decrease working capital requirements, improve customer service and reduce environmental risks via its reengineering of the traditional supply chain.

SAN DIEGO DATA PROCESSING
SWIMpen

SWIMpen is an advanced integrated field data collection and facilities management application designed for water and sewer maintenance crews which downloads a city's entire street and piping system map on a light-weight, rugged hand-held computer.

CONTINUED ON NEXT PAGE

STAC, Inc.**Replicas for Windows NT**

Replicas for Windows NT offers complete, secure, disaster recovery and tape backup protection for businesses or branch offices allowing a company to store and protect data more reliably, efficiently and economically than ever before.

**TUDOR PUBLISHING COMPANY
Skills Connection**

Skills Connection is an innovative software product that enables teachers to: generate accurate and valid tests that match their curriculum; ensure that all accountability objectives are being taught and mastered in the correct school year; and create home study guides that include skill descriptions and tutorials for parents and students.

**WRIGHT STRATEGIES, INC.
FormLogic 3.0**

FormLogic, a software application platform for developing, deploying and managing applications that extend line-of-business processes, allows corporations to build and manage handheld applications to automate any process previously requiring pencil and clipboard data collection, thereby turning handheld computers into corporate productivity tools and extending the power of the enterprise information system to the mobile field force.



TELECOMMUNICATIONS

FINALISTS

COMSTREAM®
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JABRA

 **Peregrine Semiconductor Corp.®**

TELECOMMUNICATIONS

**APPLIED DIGITAL ACCESS
.Provisioner**

.Provisioner is a next-generation network management product which helps telephone companies attract and retain major customers while enabling massive reductions in operational expense, by providing tools essential to the end-to-end management of critical resources, anticipation of customer needs, optimization of Quality of Service (QoS) and pro-advice maintenance of the network.

**ATCOM/INFO
The ATCOM Hospitality Network**

The ATCOM Hospitality Network is an in-room hotel solution for business travelers to send/receive e-mail, and access the Internet and online services in their hotel rooms by using a full multimedia computer at speeds up to 50X faster than a dial-up modem - connecting to the hotel property management system and automatically posting access charges to the guest's room bill.

**COM2001 TECHNOLOGIES, INC.
COM2001 NTX Network Telephony
Xchange**

The COM2001 NTX™ Network Telephony Xchange is the first unified, switched and Internet Protocol (IP) multimedia communications Client/Server system based on Microsoft Windows NT. It automates standard communications tasks such as hold, transfer, conference and call. It is easy to use and takes minimal time to install and implement both server and client software.

**COMCORE SEMICONDUCTOR
The CC1890**

The CC1890 is a digital 10/100 Ethernet Physical Layer Interface (PHY) chip for use in LAN adapters and concentrators. The CC1890 leverages ComCore's world-leading expertise in digital design (via algorithm innovation) to deliver the most cost effective 10/100 Ethernet PHY available.

**COMMQUEST TECHNOLOGIES, INC.
GSM OEM Development Kit**

The GSM OEM Development Kit offers cellular handset manufacturers an accelerated path to market. By providing a one-stop-shop, CommQuest enables customers to quickly develop cellular handsets with reduced development effort and lower product costs.

**COMSTREAM
MediaCast Satellite PC/Server
Receiver Card**

The new MediaCast satellite PC/Server receiver card offers a new level of broadcast information services to multimedia PCs and LAN servers - full motion video, CD quality audio, high-speed data transfer, streaming transmission - up to 32 separate services simultaneously at speeds up to 30 Mbps.

**JABRA CORPORATION
The JABRA EarSet**

The JABRA EarSet combines the industry's most sensitive unidirectional microphone and high-quality speaker into single, miniature units that fit comfortably in the outer ear.

**NOVATEL WIRELESS, INC.
The Minstrel**

Minstrel, the first mass-market all-in-one wireless computing solution designed specifically to work with the industry-leading PalmPilot handheld computer, comes equipped with many features, including its own e-mail client and text-based web browser and offers 2-way wireless access to corporate intranets, the World Wide Web and e-mail from any location at any time.

**PEREGRINE SEMICONDUCTOR CORPORATION
The PE 3282A Phase-locked-loop**

The PE 3282A, a phase-locked-loop (PLL) integrated circuit for the wireless communication and satellite industries, is the first product to employ Peregrine's revolutionary UTSi® (Ultra-Thin-Silicon) process for design and production - a unique technological breakthrough that will allow total integration of all wireless communication components on a single chip.

**SIMPACT, INC.
Simpact's Freeway 8800 Data
Communications Server**

Simpact's Freeway 8800 Data Communications Server is a high performance communications system used to link WANs to computers installed on LANs at network hubs. The Freeway 8800 supports over 100 WAN data languages, or protocols, used in diverse applications; and links those WANs to modern 'open-network' computing environments.

**TORREY SCIENCE CORPORATION
TRAKKER**

Designed for the ORB-COMM global two-way satellite data communication and position determination network, the TRAKKERs terminals are rugged, low cost, low power autonomous communication terminals ideal for "anytime-anywhere" asset tracking and data reporting from autonomous platforms worldwide.

**UNIDEN SAN DIEGO R&D CENTER, INC.
Uniden Data 1000 CDPD
Wireless Modem**

The Uniden Data™ 1000 is a cost-effective wireless data modem utilizing the CDPD protocol. It is small and flexible, allowing for a wide array of user-customizable applications. Applications include vehicle location and tracking, point-of-sale transaction processing, environmental monitoring, vending machine transaction management, security alarm system management and other telemetry applications.

**UNIDEN SAN DIEGO R&D CENTER, INC.
The Uniden Network Computer**

The Uniden Network Computer is an affordable, user-friendly, and easy to maintain and upgrade, alternative to a PC. Because it requires no hard drive, its costs is reduced to one-third the cost of a traditional PC. To access and upgrade software on the NC, users simply need access to the Internet.



PREVIOUS WINNERS

1996: Entertainment & Leisure: Gryphon Software Corporation—Gryphon Bricks; High-Tech Electronics: ANDATACO—Enterprise Storage Packaging System; General Business: SCS Corporation—Interactive Identification System; Life Sciences: Mycogen Corporation—NatureGard Insect Resistant; Software: Aptex Software, Inc.—Convectis.

1995: Environmental Technologies: San Diego Gas & Electric—Endangered Species Program; General Business: Azron Incorporated—Electronic Medical Records System; High-Tech Electronics: Pacific Communication Sciences, Inc. (PCSI)—Personal Handyphone System Digital Cordless Chip Set; Life Sciences: Gensia—GenESA®; Software: TriTeal—TriTeal Enterprise Desktop.

1994: Environmental Technologies: Malek Incorporated—Caustic Regeneration Membrane Process; "X" category (now General Business): Strain Monitor Systems, Inc.—Smart Material Strain Monitor; High-Tech Electronics: Quantum Magnetics—Quantum Magnetics Contraband Detector; Life Sciences: Science Applications International Corporation—Acustar™ I Advanced Surgical Navigation System developed in conjunction with the Codman Division of Johnson & Johnson Professional; Software: Tudor Publishing—Assessment Management System™.

1993: Biotechnology/Biomedical: Laser Diagnostic Technologies, Inc.—Nerve Fiber Analyzer; High-Tech Electronics: QUALCOMM, Inc.—CD-7000 Hand-Held Portable Phone; Software: HNC, Inc.—Falcon™; "X": Gamma-Metrics, Inc.—Toxic Chemical Analyzer.

1992: Biotechnology/Biomedical: Biosite Diagnostics—Triage™ Panel for Abused Drugs; High-Tech Electronics: Applied Digital Access, Inc.—T3AS Performance Monitoring and Test System; Software: Simpack Associates, Inc.—Remark! for Windows; "X": VORAD Safety Systems, Inc.—VORAD Safety Management System.

1991: Biotechnology/Biomedical: Stratagene—Big Blue Mouse Mutagenesis Assay; High-Tech Electronics: Proxima Corporation—Cyclops and Ovation; Software: HNC, Inc.—Database Mining Workstation; "X": American Innovision—OmniChrome-9.

1990: Biotechnology/Biomedical: Stratagene—ImmunoZap™ Technology; High-Tech Electronics and "X": Biomagnetic Technologies Inc.—Magnes®; Software: HNC, Inc.—ExploreNet and IDEPT.

1989: Biotechnology/Biomedical: Pyxis Corporation—Medstation System; High-Tech Electronics: ComStream Corporation—MicroStar Satellite Data Terminal; Other: Quantum Materials—Aqua Clean Solder Paste.

1988: Biotechnology/Biomedical: Mycogen Corporation—M-One™ BioInsecticide; High-Tech Electronics: Cymer Laser Technologies—Series CX Excimer Laser; Other: Athens Corporation—Piranha Piranha Reprocessor.

CONNECT WISHES TO THANK THE FOLLOWING FOR ALL THEIR HELP IN MAKING THIS EVENT POSSIBLE

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Jeff Cox

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Nurturing the San Diego Business Community

For further information about any of these programs, please contact CONNECT at (619) 534-6114; fax (619) 552-0649; or email connect@ucsd.edu

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www.connect.org/connect

January 12 -March 16 *Course: How To Start & Manage a High-Tech Company*
UCSD, eight meetings, one evening per week

January 28 *The Capital Markets Seminar: Outlook for 1998*
Sheraton Grande Torrey Pines

Feb. 10-12 *UCSD CONNECT Technology Financial Forum*
Sheraton Grande Torrey Pines

1998 CALENDAR OF EVENTS

April 6-27 *Course: How To Market a High-Tech Company*
UCSD, four meetings, one evening per week

May 27 *Evolving Markets & Marketplaces in Telecommunications*
Co-sponsored with the San Diego Venture Group
Sheraton Grande Torrey Pines

June *Going Public in the IPO Market of the 1990s*



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