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The UCSD Program in Technology and Entrepreneurship

13TH ANNUAL
UCSD CONNECT
TECHNOLOGY FINANCIAL FORUM

Concept Forum & Reception



WEDNESDAY, FEBRUARY 12, 1997
5:00 P.M. - 8:00 P.M.
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Street Wizard

by Adept Computer Solutions, Inc.

COMPANY OVERVIEW

Adept Computer Solutions, Inc.(ACS) is a software company which has past initial development and is marketing several products under the Street Wizard™ brand. ACS's products target the fast growing mapping software and in-vehicle navigation markets. ACS is well positioned in several market segments with expanding distribution, strategic relationships and proprietary technological advantages. Company revenue was \$250K in the last fiscal year, a 40% increase over the previous year. With proper capitalization, revenue forecasts are \$2,200,000 and \$5,000,000 for the next two years. The plan forecasts \$33,000,000 in revenue in year five, with 20%+ net margins.

MARKET ANALYSIS

The market for mapping hardware, software & services is very large and growing fast, forecasted to reach \$6.34B in 1997(BIS Strategic Decisions). The mapping software market is large and diverse, supporting a number of companies across several market segments.

PRODUCT/TECHNOLOGY OVERVIEW-CURRENT PRODUCTS

- Street Wizard™ National Edition: A full featured mapping software product on CD-ROM aimed at the mass computer market.
- Street Wizard™ National LITE: A jewel case-packaged version, aggressively priced for the exploding "budget" segment.
- Street Wizard™ California LITE" Another entry level version similar to Street Wizard National LITE, for California only.
- Street Wizard™ Developers Edition: Programmers kit which enables 3rd party software developers to embed mapping functionality within their applications--and generating a royalty stream for ACS.

PRODUCT/TECHNOLOGY OVERVIEW-NEW PRODUCTS FOR 1997

Street Wizard™ Navigator w/GPS:

Utilizing an enhanced version of Street Wizard software with Global Positioning Hardware(GPS), Navigator is a high end product-with a low price(<\$200). This product instantly and automatically displays a vehicle's position on an portable or handheld computer in real time.

Street Wizard™ Internet Web Site:

Our Web strategy consists of a combination of product information, downloadable demos, downloadable products, coupons/incentives to drive channel sales and transportation services on a pay-per-view, or subscription basis. In addition, the company will license our development tools to other companies. Our tools will enable these companies to provide maps & routing to their multiple retail locations.

Street Wizard™ Business Professional Edition:

The "complete mapping product" for the business professional, combining Geographic Information System(GIS) and routing/address lookup functionality . The GIS segment is characterized by high prices beginning in the \$2000-3000 range . The Business Professional Edition will provide a GIS feature set of roughly 80% of the functionality of the current GIS market leaders, and also include the benefits of our Street Wizard shrink-wrapped products. This product will be priced at a fraction(\$295) of typical GIS price of \$2000-3000.

MANAGEMENT TEAM

Phil Morettini - President, Chief Executive Officer - Mr. Morettini has over 18 years of business experience, holding a variety of general management, marketing, sales and engineering positions in his career. Prior to being named CEO of ACS, he led the startup of a software product business for a San Diego based company. Previously Mr. Morettini held marketing, sales assignments at Hewlett Packard and was involved in acquisitions, diversification and new business strategies at Spectragraphics. Mr. Morettini holds a BS-General Engineering Degree from the University of Illinois and an MBA from the University of Detroit.

Scott Pickett - Founder, Chief Technology Officer, Chairman of the Board - Mr. Pickett has extensive experience in all aspects of the software business. In addition to serving as Chairman of the company's Board of Directors, he manages all software development activities. Mr. Pickett has over 20 years of total business experience, including a number of years heading Adept Computer Solutions and predecessor companies. Mr. Pickett holds a BS-Computer Science from Pennsylvania State University, graduating Summa Cum Laude.

USE OF FUNDS

The company is seeking \$1,000,000-2,000,000 of investment capital. The targeted uses of funds are:

1. Expansion/acceleration of existing marketing and distribution programs for existing products
2. Completion of development, launch and marketing of the new products and services listed above
3. Hiring of additional staff to support these initiatives



Overview

Automated Vehicle Analysis, Inc. (AVA) was founded in 1992 with a vision of automating the auto repair shop. Shop automation gives the shop owner four things that he desperately needs, more information *on the shop floor*, increased customer trust, better trained employees and a faster way to do it. The industry recognized these needs several years ago and established MAP (Motorist Assurance Program). MAP is a national association of 40 companies which includes Ford, GM, Midas, etc. MAP has established inspection standards for all aspects of automotive repair/maintenance.

AVA developed automated inspections from these standards which provide our customers with MAP guidelines in an easy to use format. AVA transfers the question of trust from the technician to the computer, and in the process brings the computer revolution to the automotive repair shop.

Products

AVA has two market-ready software products, PinPoint and SchedulePoint. PinPoint guides the technician through the inspection process, determines replacement parts requirements, and generates a customer-friendly inspection report, all according to nationally recognized standards. SchedulePoint provides technicians with an easy to understand printout of the manufacturers' suggested scheduled services based upon make, model, year, and mileage of the customer's vehicle. There are currently 11 first-generation PinPoint/SchedulePoint systems operating in Southern California.

AVA has developed these products in conjunction with multiple hardware manufacturers. AVA has on-going strategic partnerships with IBM, Telxon, and CruiseTechnologies (formerly a division of Zenith Data Systems).

Market

The initial customers will be large national retail chains such as Midas, Wal*Mart, Sears, PepBoys, etc. Mitchell Repair Systems, a national marketer of repair information, will also direct market it to their existing 10,000 On-Demand® Windows Installations. AVA is beginning a pilot with PepBoys in Feb 97, and is currently in negotiations with Midas, Wal*Mart and Sears for 2nd Quarter 97 pilots. PinPoint/SchedulePoint will be marketed almost immediately to other "after market" repair shops. The total market is estimated to be 264,000 shops.

Strategy

PinPoint/SchedulePoint Software is currently available for sale. It is expected that at least 100 plus units will be installed this year. Beyond the obvious big name chain of stores, AVA will target market to the smaller multiple shop owner. AVA, through its family of PinPoint Software, has completed development in five of the repair industries most popular specialties, brakes, exhaust, air conditioning, ABS, and suspension. The company is committed to aggressively broaden its appeal through the continued introduction of new products.

Management

John K. Cherrington, owner, has nineteen years experience with Midas Auto Systems. Mr. Cherrington currently owns and operates six Midas Auto System shops in southern California and is the past President and co-founder of the California Midas Dealers Association.

Aaron F. Cherrington, owner, has five years experience in office automation, computer aided design, and software applications. Mr. Cherrington has worked for five years with Midas Auto Systems assisting in computerizing business applications (inventory, sales, and accounting).

John F. McLynn, consultant, has 15 years experience as a senior systems analyst and system project manager. Mr. McLynn has developed and installed systems at SANYO North America, IOF Foresters, Federal Aviation Agency, Department of Energy, Federal Bureau of Investigation, Advanced Research Projects Agency, SAIC, Marriott Corporation, and other companies.

Eric K. Hayes has three years experience in heavy equipment maintenance as an officer with the U.S. Army and over fourteen years experience with a variety of computer operating systems.

BLAIR **BVR** VASCULAR RESEARCH

COMPANY OVERVIEW

A start-up Company to design, manufacture and market innovative diagnostic and therapeutic cardiovascular instruments for the treatment of coronary and peripheral vascular diseases.

The Company will focus on developing new balloon angioplasty systems that open coronary arteries by inflating against and compressing the artery blockage and new vascular stents that keep the vessel open.

The Market

Percutaneous Transluminal Coronary Angioplasty (PTCA) procedures are expected to grow from 887,000 in 1996 to 1.194 million in year 2001, a compound annual growth rate of 6.1%. Coronary stenting is expecting to grow from 425,000 presently to 921,000 in year 2001, a compound annual growth rate of 60%.

Overall dollar opportunity is presently estimated at \$821 million revenue. This growth rate is driven by an increase in the population over 50, increase in efficacy of PTCA treatment and increase utilization in the international market.

Product and Technology

The core technology consists of a new angioplasty balloon catheter made of semi non-compliant balloon material for delivery of the stent during cardiac coronary revascularization procedure.

- The balloon will be made of proprietary material strong enough to reach high pressure but compliant enough to minimize vessel wall dissection.
- A balloon of 15mm length to assure symmetrical and adequate apposition of the stent.
- A non thrombogenic stent made of proprietary polymeric/metal blend thus reducing elastic recoil ,radial force and eliminating stent migration.

Competition/Strategy

The Company will be the leader and the only one in vascular disease treatment offering the technology with the features here described for the next three years. We want to strengthen these competitive advantages through offering:

- Stent impregnated with gene therapy layer
- Neurovascular stent
- Pericardial drug delivery system
- Fallopian tube revascularization

Management

Robert Ndondo-Lay, Founder and Owner, Chief Scientist. 10 years of Medical device design experience

George Anderson, Director of Operations, 15 years of experience in Manufacturing

Don Nguyen, Director of Research and Development. 10 years of Design Engineering

Tony Michael, MD , Medical advisory board

Marketing , Sales and Regulatory Managers will be recruited

Funds requested

One Million (\$1,000,000) US dollars .

The proceeds will be used for the purchase of equipment and materials, for further Research and Development and for inventory build and salaries

BridgePath: <http://www.bridgepath.com>

Company/Business Overview:

BRIDGEPATH allows employers to communicate via e-mail with highly-targeted student and recent graduate demographics, in an effective, efficient, and low-cost manner.

With **BRIDGEPATH** students and other job seekers have a free, convenient source of job announcements and employment opportunities. At the same time, employers have the eyes and ears of the brightest young minds in America.

Product/Technology Description:

BRIDGEPATH provides employers with a high-tech and efficient method of job-recruiting. Students fill out a brief survey of qualifications and career interests, on paper or via the World-Wide Web, which is entered into our custom-designed database. Using the client's criteria, we filter out the appropriate members and directly e-mail them the client's job announcement, employment opportunity, or product information.

An employer can perform a search on criteria like university, major, language skills, degree, computer skills, grade point average, companies interested in, and more. An employer might search for all the students at UC Berkeley or MIT that are majoring in computer science, are proficient in Java programming, are conversant in Mandarin, have graduation dates between 1996 and 1997, and have over a 3.5 GPA. The employer performs the search via the world wide web without any **BRIDGEPATH** staff interaction. For a search like the example above, **BRIDGEPATH** might return 250 matches. The employer can then refine his search or contact the students she queried.

BRIDGEPATH

Three revenue models:

- **Employment service:** employers pay to convey hiring information to potential employees.
- **Advertising medium:** businesses can effectively target ads to potential student buyers based on their demographic background.
- **Sales method:** businesses can directly sell their products to students over the Internet.

Summary:

- **BRIDGEPATH** is a low cost, job announcement delivery system
- **BRIDGEPATH** targets companies that have more jobs than qualified applicants
- **BRIDGEPATH** is already operational and is located at:
<http://www.bridgepath.com>

Contact:

Auren Hoffman
510-644-0608
auren@bridgepath.com

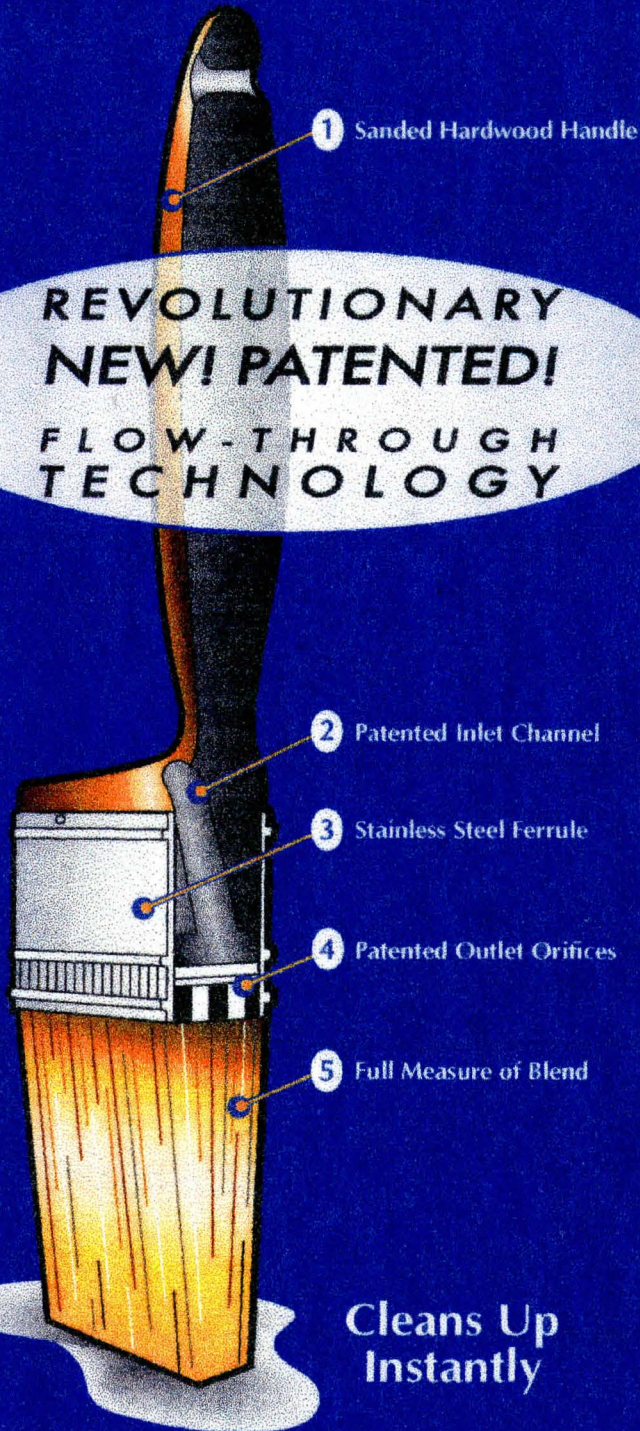
Financial:

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenues	222,000	2,181,000	4,383,000	8,190,000	14,521,000
Net Profits	-414,000	1,010,000	2,137,000	4,570,000	8,645,000
Ending Cash Balance	-414,000	596,000	2,733,000	7,303,000	15,949,000

The Easy Clean Brush - is a revolutionary, new professional paintbrush which utilizes an extraordinary patented flow-through design. As you plunge the brush in the cleaning solvent, the uniquely placed holes allow the solvent to quickly and efficiently flush paint from the heel, leaving the bristles completely clean and flexible. The Easy Clean Paintbrush will last many times longer than the conventional brush, saving the painting professional time and money.

**AVAILABLE AT FRAZEE PAINT
STORES BEGINNING EARLY SPRING
1997**

**REVOLUTIONARY
NEW! PATENTED!
FLOW-THROUGH
TECHNOLOGY**



**Cleans Up
Instantly**

**Lasts Up To
5 Times Longer**

- **Lasts Longer**
Retains flex up to 5 times longer
- **Quick To Re-Use**
Vented heel releases solvent
- **Reduces Clean-Up Time**
Only 3 to 5 minutes
- **Cost Effective**
Reduces brush replacement
- **Reduces Labor Expense**
Saves time in clean-up

We use only the highest quality components, incorporating state-of-the-art design and construction. The bristles are securely housed in a stainless steel ferrule, attached to a comfortable, sanded hardwood handle. And, our unique, patented flow-through design provides a new standard in paintbrush function and quality unmatched by the competition.

**EASY CLEAN™ - by Caldwell
Industries, Incorporated
(619) 702-7096**

THE NEW STANDARD OF CLEAN

CareMed Corp (800) DXandRX

Overview: CareMed Corp was founded in 1993 to provide medical information systems to the physicians' offices to maintain patient records, Electronic Medical Records Systems (EMRs). CareMed seeks to become the premier worldwide provider of cost effective total solutions for complete office automation with the objective of creating a paperless, efficient, optimized office practice.

CareMed provides a solution to reduce the ever growing overhead and increase the income for physicians. This solution is especially productive in the managed care arena in that it allows physicians to see more patients and enhance the quality of medical care. CareMed has developed strategic partnerships, one with a company to integrate the hospital information regarding a patient into CareMed Corp's information system (Med ProFile®) and a second partnership with a company to share the same information with Home Health Care systems.

Market: The primary market consists of physician offices such as sole practitioners, group practices, residency programs, large IPAs, MSOs, PHOs, etc. The total number of physicians in the United States is approximately 800,000 with an additional 25,000 residents graduating and going into practice each year. Currently, only 6% of the population of physicians utilize computers for maintaining EMRs and only 1% of the population is being served by computerized information systems. The estimate is that this will increase to over 50% of the physician population in the next three years.

Product and Technology: MedProFile® (**Medical Professional File**) is a turn-key solution that was researched and developed over a period of three and one-half years. MedProFile® is a client-server application that runs under Microsoft Windows NT 4.0™ at the server and Microsoft Windows 95™ or Windows NT™ at the workstation. Implementations for smaller offices will utilize Microsoft Access 7.0™ and larger offices Microsoft SQL Server™ as the Relational Database Engine.

The cost of the system varies by the configuration; on the average, prices range from \$10,000 to \$100,000. In addition to their MedProFile® product, CareMed Corp can supply the necessary hardware, installation services and ancillary software. Installation services provided by CareMed Corp include: installation, integration, interfacing, training and support.

Strategy: CareMed Corp, with its core product, MedProFile®, has emerged with a leading product in a very short time. When displayed among the nation's to twenty EMR products, MedProFile® received overwhelming responses from physicians as the most comprehensive and user-friendly system. In order to provide an attractive system for physicians who are intimidated by computers, MedProFile® has been intuitively designed with an effective and elegant user interface.

CareMed is currently negotiating with two well-known national companies that are already providing services (information systems solutions) to numerous physician practices. These distribution channels coupled with unique and intuitive design will provide us with the market leverage to become the nation's foremost provider of Electronic Medical Records Systems.

Management:

Venu Prabaker, MD - President & CEO (Practicing Primary Care Physician and Clinical Assistant Professor at Stanford University)

Brian F. Hanlon - Director of Marketing & Sales

Steve Gilles - Director of Product Development

Charlie Zhang - Senior Programmer

Funding Sought: \$2.5 million to develop a dynamic management team and to intensify the national marketing effort.

CareMed Corp

5565 Grossmont Center Drive, Suite 2, Building 2

La Mesa, CA 91942

Tel: (619) 698-0606 Voicemail: (619) 698-2216 Fax: (619) 698-0609

E-Mail: careded@inetworld.net Web: <http://www.careded.com>



122 15th St. #2651, Del Mar, CA 92014
619.780.0187, FAX 800.821.0187
gm@foodpure.com

Company/Business Overview

FoodPure provides quick, simple tests for food contamination. The company is in the formation stage and currently seeking seed capital to license technology and develop the delivery system.

The Opportunity

The market for fast, yet effective food testing is growing daily. Consumers are under rapidly growing exposure to deadly food contaminations. Reports of serious outbreaks of food-borne disease are becoming common occurrences. This increased risk of public health outbreaks is driven by the global nature of food production, processing and distribution.

The CDC estimates that as many as 6.5 million cases of food-borne illness occur annually in the US. These illness contribute to as many as 9,000 deaths. It is estimate that 400 to 500 outbreaks occur every year. Experts predict that a major outbreak within the next decade will kill millions. Today new infection agents are arising like the E. coli O157:H7 bacterium. Modern world mobility of people and food products speeds the spread of infectious agents to new areas and permits new hybridizations.

This issue has become so serious that the USDA is now implementing increased mandatory inspection for biological disease organisms during several points in the food processing chain. These new rules, referred to as HACCP, are designed to assure safe practices in preparing processed foods. The red meat and poultry industries are the initial targets. However, over the next three years any operation that processes meat products will be required to implement a HACCP plan. Food imported from countries with less stringent health control systems must be inspected at the port of entry or turned around. All of these check points require fast and effective measurement of bacterial contamination.

Technology/Product Overview

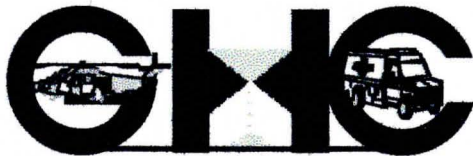
FoodPure is concerned with the most common food-borne diseases. BioTabs™ provide fast simple indications of the presence of common food infectious agents. BioTabs™ are planned for Salmonella, E. Coli O157:H7, Botulism, Hepatitis, Listeria, and Campylobacter.

BioTabs™ consist of a simple one-use plastic stick with a swab at one end and a pull tab at the other. The user touches the swab to suspect region and then pulls the tab. By pulling the tab the sample is drawn into the indicator window region where detection is made chemically. A color change indicates the presence of the tested bacteria.

Management

Management is headed by Steve Scott, an executive with extensive experience in the medical and pharmaceutical industries for diagnostic products. He recently was Pharmaceutical Business Unit Manager for Oncor, Inc. of Gaithersburg, MD. This division was divested last year under Mr. Scott's direction. Recruitment efforts are underway for a first class team. Several potential candidates for CFO and CTO are identified. Hiring is planned in concert with funding.

CEO: Stephen L. Scott, stvscott@ix.netcom.com



GOLDEN HOUR CONSULTING

Health information solutions when seconds do matter

Concept Forum Summary

February 12, 1997

This document contains confidential and proprietary information belonging exclusively to Golden Hour Consulting. It does not imply an offering of securities.

Company Overview and Mission Statement:

Golden Hour Consulting™ is a health information management and billing service for the air medical/critical care ambulance transport industry. The service, LifeNet™, allows for patient encounter information to be integrated, standardized, processed, and analyzed. Billing information is processed and submitted electronically. Revenue is generated by a per encounter fee as well as a percentage of collections. Our mission is to provide a consistent, predictable service which produces robust revenues, saves transport programs money, gives the industry the ability to analyze itself, and benefits patients with research and cost effectiveness.

Technology Description:

LifeNet is an interrelational, client-server database written in 4th Dimension (ACIUS). It allows interaction of multiple users on a single server computer via phone lines. Transport providers input encounter data remotely to the server using simple connection software. LifeNet then comprehensively manages the entire patient encounter and produces all the documentation that are required of a transport service. Rapid, electronic billing submitted with justification letters and typed documentation shortens accounts receivable times, reduces denials, and improves collections.

Competitive Position:

We will be the only information management service (IMS) available to this industry. LifeNet was developed by ER physicians experienced in critical care transport medicine, and it was developed in a strong managed care environment with utilization review, clinical research, justification for transport, and cost-effectiveness in mind. LifeNet reduces transport program costs by up to 80% by eliminating duplication, speeding data entry, promoting accuracy, reducing medical-legal risks, simplifying data analysis, and decreasing the costs of maintaining accreditation. LifeNet is cross platform allowing access via most modern equipped computers. LifeNet standardizes data in multiple transport programs, allowing industry analysis and bench marking. We have received an official vote of confidence from the Air Medical Physicians Association, and have the support of many industry leaders. The only major competitor is a single program, software solution, called Aero Medical Software (AMS) (Innovative Engineering). AMS does not comprehensively integrate information. It has a reputation of poor on-going service, has less than 15% partial market penetration, requires expensive network hardware, and an ongoing service contract. AMS also does not allow for industry analysis or bench marking, and it cannot electronically bill, track inventory, or produce customized on-line reports.

Market Analysis:

Air medical (AMT) and ground critical care transport (CCT) programs now rely on inefficient information management methods (pen, paper, and people). The US market size based on population and published data demonstrates that about 400,000 AMT and about 4 million ground CCT encounters occur yearly. Our server encounter fee is currently set at \$25 resulting in a market for IMS worth \$11 million a year. The percentage of collections for the billing service has been set at 10% based on rates charged by ER billing services. Published averages for transport charges are \$3500 AMT and \$1000 CCT, resulting in a market worth \$540 million a year. We anticipate a geometric market response and expect the billing service to lag behind the IMS as the level of confidence in our service increases. We are predicting a 25% market penetration by 3 years. This will provide annual revenues of \$135 million.

Management Team:

Dr. Kevin Hutton, Chief Executive Officer has experience as a flight physician and was the past Medical Director of Life Flight San Diego. He has a background in education, research, and application of computers to medical practice. He is well known in the AMT and CCT industry, and he has been integral in the development of the LifeNet database. Dr. Scott Jones, Chief Research and Development Officer, has a background in flight medicine, research, and application of computers to medical practice. In addition Dr. Jones has an engineering and computer science background, and he has been responsible for the programming and technical aspects of LifeNet. We currently have a team of consultants with technical, accounting, marketing, intellectual property, and legal backgrounds, as well as 5 student interns from UCSD assisting our development team. We plan to recruit Chief Financial, Chief Business Development, and Chief Operations Officers, as well as Marketing/Sales Directors in the first half of 1997.

Use of Funds:

Our strategic plan would be to obtain \$ 600,000 capital by June 1997 to complete a multi-program Beta test of the IMS. Simultaneous to this test we would complete the development of the billing service. Our goal is to begin marketing in October 1997 and for service contracting to start in January 1998. To attain this goal we plan to build and develop the server computer, and lease, modify, and equip the corporate headquarters. We will also use the funds to secure our intellectual property rights, to accomplish our marketing strategy, and to pay the salaries of the management and support staff required. In addition, we plan to use the funds to continue development into international and other related markets.



THERMOELECTRIC MATERIALS • DEVICES • SYSTEMS

Company Description & Products

Hi-Z develops, manufactures and sells proprietary, world class, commercially viable thermoelectric technology for converting waste heat into electricity and for use in thermoelectric power generators for the U.S. and overseas markets. These scaleable, cost-effective thermoelectric modules can be utilized as the enabling component in a broad spectrum of products, from self-powered residential furnaces and alternator replacements for Diesel trucks to field communications equipment and power generation for urban incinerators. Hi-Z currently has two thermoelectric modules of 14 and 20 Watts in production, that can be used alone or in multiple units for many different applications to deliver power even at the multiple kilowatt levels. A 2 Watt module that will start production can also be used for waste heat recovery, but it will also be used in miniature generators that can out-perform chemical batteries in certain applications. Sales are currently \$1 million per year both commercial and R&D.

Mission Statement

- Develop world class, commercially viable thermoelectric technology for
 - (a) converting waste heat into electricity and
 - (b) fabricating specially sized stand-alone thermoelectric generators.
- License this heat conversion technology to a broad spectrum of manufacturers and value-added resellers.
- Establish a line of waste heat conversion products that are distributed, promoted and priced for both high market growth and high market share.

Since Hi-Z is strong in technical expertise, the company has pursued winning government programs that complement Hi-Z's commercial goals and future growth. In line with this philosophy, Hi-Z has been successful in winning a critical number of government programs that have allowed it to grow.

Market Analysis

The markets that are developing for thermoelectric products (described above) vary from \$50 million to more than \$1 billion. These markets include applications that produce waste heat and at the same time have a need for electrical power. Some examples are furnaces & heaters, wood burning stoves, gasoline & Diesel engines and industrial operations that generate heat. Fuel is often burned to provide the heat where a reliable source of power is needed. In many cases thermoelectric power competes with solar power and batteries.

The Technology - Thermoelectric Energy Conversion

Thermoelectrics are used for directly converting heat to electricity. These solid state devices have been used for government programs such as satellites, underwater generators, and commercial applications where remote, long-life, reliable power is essential. Power is generated when a thermoelectric module is operated in a temperature gradient. Hi-Z's modules typically operate at a hot side temperature of 250°C (480°F) and a cold side temperature of 50°C (120°F).

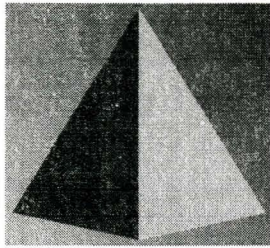
Management Team

The management team consists of personnel who have been in thermoelectrics for a combined total of >100 years. The President, Mr. N Elsner (with 21 yrs experience in thermoelectrics), the VP, Mr. J Bass (with 27 years experience) and several other employees were all part of an earlier thermoelectric group. Mr. F Leavitt, Operations Manager (with 14 years experience), is responsible for thermoelectric production. Dr. S Ghamaty (with 5 years experience) is responsible for Hi-Z's effort with the advanced materials and Mr. D Allen (with 30 years of related experience) has been responsible for the self-powered heaters and furnaces for the home. Mr. T Brady is the CFO and he also manages his own accounting firm.

Use of Funds

The investment required is the following: Year 1 - \$250,000; Year 2 - \$1,000,000; Year 3 - \$1,200,000; Year 4 - \$650,000. The initial investment stages will accelerate module production from the current level of 1,500 units annually to forecasted levels of 400,000 by year 3 and 2,000,000 units at the end of year 5. Full time marketing and sales personnel will be employed in year one. The final funding stages will allow the additional manufacturing cost reduction and improve margins. Further, the later investment monies will allow Hi-Z to maintain the necessary higher levels of accounts receivable and inventories called for by increased customer sales.

Hi-Z is seeking to work with companies that wish to incorporate thermoelectric modules into their products. We are also seeking a strategic partner to assist in both marketing and with the rapid expansion of our manufacturing capability to take advantage of the opportunity to secure Hi-Z's position as the leading player in this rapidly emerging market.



ISOS

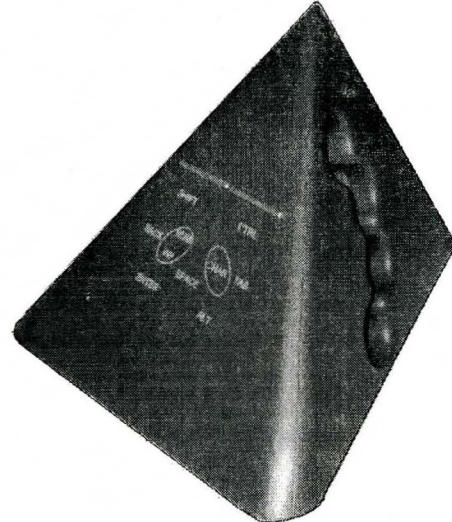
Computer Peripherals

Overview. ISOS is a seed-stage corporation; formed in 1995 to commercialize a novel concept in computer operator interfaces. An opportunity exists to introduce an interface that mitigates employer liability for repetitive stress injuries and dramatically improves input efficiency. Our proprietary design, illustrated below, integrates PBX telephone functions into a superior keyboard configuration. These features will reduce occupational risks for operators that routinely access computers while servicing customers over the phone. In addition to the superior ergonomic shape and key actuation, the ISOS interface allows an operator to select among character layouts that have been optimized for a given language, phonetic alphabet, or application software. These layouts should increase throughput by 150%.

Market. There are over 100 million keyboards in the US that are proven to injure operators' hands and arms. An informed workforce is filing substantial workmen's compensation claims for these repetitive stress injuries. Attorneys are also increasingly seeking even larger personal injury awards, as witnessed by the recent \$6 million judgement against Digital Equipment Corporation. A recent introduction of an evolutionary ergonomic product, limited to basic keyboard functions, generated sales of over one million units in its first year.

Product and Technology. The ISOS design effort was intended to integrate a number of computer input devices into a compact operator interface with the following features:

- Attractive aesthetics
- Superior ergonomics
- Easier to master
- Greater efficiency
- Language selectable
- Low noise audio/telephone



The pyramidal shape is actually functional. The right panel and left panel (hidden) each present four finger-input-cavities in an anatomically radiused grip. Both index finger cavities incorporate switches to signal 6 unique strokes. The remaining finger cavities incorporate 3 switches each. This configuration yields 30 discrete inputs per set. All 101 keys on the traditional computer keyboard have been organized into logical sets to ease the transition by touch-typists. The front control panel is angled away from the operator and has conical edges. These features allow the operator's thumbs to wrap around to the front panel, while fingers remain in the input cavities. Thumbs navigate across this touch-sensitive liquid-crystal display to select alternate input sets and execute various control functions (e.g. space, shift, etc.). Wrists are maintained in a comfortable handshake position and are supported by the desktop at all times.

Strategy. Most Fortune 500 companies embrace the concept of employee wellness through formal programs to reduce both emotional and physical stresses. These firms have large computer-based workforces that could benefit from adopting the ISOS design. This concentration of buyers permits the efficient use of a direct salesforce during the initial launch of the product. After a period of trial and endorsement by corporate customers, ISOS would expand into the broader consumer segments.

Management. Jerry Dodd, President and CEO

Funding Sought. \$5 million to complete the engineering, validation, and launch of the corporate product

PO Box 7072, Rancho Santa Fe, CA 92067
Tel: (619) 792-6824 e-mail: ISOS@connectnet



Overview. Micronetix Corporation was founded in 1996. Micronetix Corporation develops, manufactures and sells high performance, cost effective Network, Internet and Intranet Servers. Micronetix Corporation also provides Internet Connection through its XLink Networks to business of any size or home users.

Micronetix Corporation servers are built around industry's open standards. By utilizing advanced technology of industry leaders such as Intel, Adaptec, Seagate, etc. Micronetix Corporation manufactures one of the fastest servers on today's market. Micronetix Corporation only uses industry leaders and build its servers around current technology, thus passing the savings right to its customers by building the fastest and most affordable servers in the market.

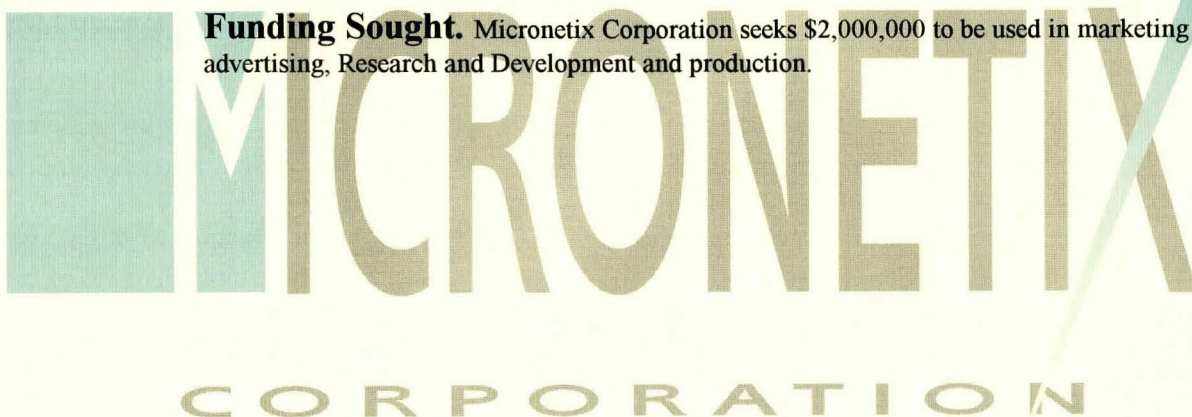
The Market. According to available statistics on server market, in 1996 there were 1 million servers manufactured and sold for a total of \$5 billion dollars. These numbers are expected to double and triple in the next two years.

Product and Technology. Micronetix Corporation offers a formidable product mix, including leading server technology capable of supporting mission critical enterprise networks, business class Internet bandwidth capacity, and experience with corporate network migration. Moreover we are qualified to offer premium Internet connectivity to the consumer market.

Strategy. This unique combination of capabilities creates opportunities to deliver comprehensive networking solutions to businesses large and small.

Management. Mr. Adam Koll is the President and Chief Executive Officer of Micronetix Corporation. Mr. Koll brings 7 years of computer industry knowledge to the company. Other team players bring valuable and extensive knowledge of networking and Internet to the company

Funding Sought. Micronetix Corporation seeks \$2,000,000 to be used in marketing and advertising, Research and Development and production.



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Phone 619 530 1122
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Novastorm Inc.

Martin Walfisz
University of Karlskron A Ronneby
S-372 25 Ronneby
Sweden

COMPANY OVERVIEW

NovaStorm is a newly started company in Ronneby, Sweden. We have offices in SoftCenter, one of Sweden's finest Computer Technology Parks, where many computer companies as well as the University of Karlskrona/Ronneby are situated.

The company is equally owned by Martin Walfisz (CEO) and Christian Pérez (President). Board members and venture capital investment firms own minority shares.

The board consists of a few of Ronneby regions most well-known and respected business men with a lot of experience within the computer industry and software development.

BUSINESS IDEA

NovaStorm's goal is to create interactive educational and entertainment products for commercial and private consumers. We combine audio, video and interaction to entertain and educate our customers.

By using global networks, such as the Internet, we give our customers the possibility to interact not only with the computer but also with people all over the world in a virtual reality. We combine old and new educational and entertainment concepts to create unique experiences for our consumers.

Our entertainment products integrate the traditional computer game market with the traditional music and video market to create a complete entertainment concept. In our products we do not only let our customers play a game, but also let them listen to music and look at videos from well known artists in a fully integrated manner.

PRODUCTS

CYBERSPACE VIRTUAL CLASSROOM

Cyberspace Virtual Classroom Internet communication software is in development by NovaStorm in cooperation with Infinitex, a California based software development company.

The software uses state-of-the-art Java components to make the program small and portable. The software is available for Microsoft Windows 95 and

Windows NT and any other platform that supports Java Virtual Machine (every popular PC platform).

The software lets instructors educate hundreds, allows for concurrent tutoring and allows students to help others. Virtual Classrooms have numerous advantages over traditional classrooms. In Virtual Classrooms the user is more likely to ask questions, the user is also more inclined to communicate with others in the Classroom and out of Classroom by e-mail. With our software instructors and/or tutors will educate users across the U.S. and the world from any Internet connected Personal Computer (including home).

CVC will be sold to schools, universities and companies that need tools for distance education. The U.S. Board of Education have been contacted and have shown interest for our technology.

PROJECT GENESIS

Project Genesis is an online strategy multi-player computer game that is to be developed by NovaStorm. The development is estimated to start in February/March 1997 and is to be finished in the second half of 1998.

The game is placed in a futuristic StarWars-like universe where different coalition and alliances fight to gain control over the universe. The game is played in 3D virtual reality outdoor and indoor worlds where the players form teams of 8-16 members and fight other competing teams. The game features a unique concept allowing for both 1st person view (as in the famous Doom) and 3rd person view to combine the popularity of traditional action games (e.g. Quake) and traditional strategy games (e.g. Command & Conquer: Red Alert).

The game will be developed for Windows 95/NT using modern and object-oriented technologies, such as C++ programming, DirectX and MMX.

Project Genesis is targeted at a mature audience (14 years of age and up). We will market and distribute the product all over the world through an established publisher.

FUNDING SOUGHT

We seek up to \$600,000 to be used in the development of the CVC software. For Project Genesis we seek up to \$500,000 for product development.

Pacific DataVision INC.

6235 Lusk Blvd. San Diego, CA 92121
619.597.8805 (FAX 619.455.1922)

Chairman/CEO: Peter Lasensky (ptrbilt@cerf.net)

President/COO: Richard Rohmann (rohmann@compuserve.com)

Financing sought: Strategic marketing partner or
Seed: \$100,000
1st stage: \$500,000

Proposed Use of Funds: Product Development - 20%; Marketing - 80%

Legal Form: California corporation (in formation)

	<u>Current</u>	<u>5th Yr. Est.</u>
Annual Sales:	0	\$20 Million

Company Overview (Summary): Pacific DataVision was formed by Peter Lasensky and Richard Rohmann to develop and market unique software for the construction & real estate industry.

Product/Technology Description (Summary): Initial product is *ProfiTrack™*, a database of key business information enabling managers to track, analyze, and project company performance in a manner not found in any existing shrink-wrapped software product. *ProfiTrack™* is aimed at building contractors, but has potential application in other industries with similar business processes.

Market: General and subcontractors with between 2 and 100 employees, comprising approximately 600,000 - 800,000 businesses in the US. In general, the initial products will be positioned to sell via direct mail and/or telemarketing contact with customers.

Competition: No current competition from any off-the-shelf product with the features of *ProfiTrack™*. Primary competition would be custom-built applications costing 10 to 100 times more.

Future products: The company intends to develop and market a family of related products, each of which can stand alone, but more importantly can interface with the others via the *ProfiTrack™* database. When one of our customers desires the functionality offered in these modules, we intend to make the sale based on the advantages of this compatibility. By combining these modules, our customers can in effect create an enterprise application sharing a common database engine.

Financial Projections: The Company does not intend to make sales forecasts until the results of its initial test marketing efforts have been analyzed. Our unofficial goal is to achieve -- within five years -- a customer base of 50,000 units (about 6-8% of the relevant market) which purchases an average of \$400/year in products, upgrades, and support services, producing revenues of \$20 million per year.



PetWell: First In Managed Animal Health Care

Market: Americans are more willing than ever to spend on health care for their pets. In 1993, spending on veterinary services more than doubled from \$5 billion in 1987 to over \$10 billion. There are approximately 110 million dogs and cats residing in more than one half of American households. As the mass of the American population ages and as families have fewer children, pets will continue to step into the typical household as a loved family member.

Overview: PetWell is a monitored, reduced fee-for-service managed care network of veterinarians and other service providers, that has developed programs and savings structures to meet the needs of pet owners, providers and insurance companies. PetWell will accomplish this through a comprehensive network of veterinarians and other providers who agree to: background and educational verification, pre-defined fee schedules, treatment review, and compliance with program procedures.

Products: PetWell's products address all types of pet owners:

Access: Enrollee receives access to PetWell's network of providers, pre-defined fee schedules, treatment review, pharmacy discounts and savings on grooming, kenneling and other products. Pet owners receive savings from 10% to 50% by using PetWell's providers. Revenues are generated through an annual membership fee.

Insurance Plans: Similar to human health insurance, underwritten by an insurance company. Services are covered up to 80% when an in-network provider is used. Pharmacy, grooming, kenneling and other savings are available. Revenues are generated from an annual premium.

HMO Plans: Similar to human health maintenance organizations, underwritten by an insurance company. Coverage of up to 100% on most services, when an in-network provider is used. Pharmacy, grooming, kenneling and other savings are available. Revenues are generated from an annual premium.

Distribution: There are over 225,000 insurance agents and brokers that qualify to sale PetWell's products. Additionally, PetWell will market its products directly and through referrals from participating providers.

Potential: Currently, 61 million households provide regular care for over 92 million pets. PetWell predicts that at least three percent of these households will purchase one of its products in the next seven years, totaling over \$60 million in annual sales.

Management Team: James McKenna, CPA, CEO and Founder, Doug Reeves, COO, Angela McKenna, Director of Marketing, and Maxx Vega, CIO. Current advisors: two veterinarians, an insurance broker and an accredited investor.

Funding: PetWell is seeking \$750,000 in seed capital to build a network of providers in San Diego County, develop and market products, and complete management team and infrastructure.

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EL CAJON, CA 92021

PHONE/FAX
(619) 447-6495

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<http://www.revestusa.com>

Overview: Founded in 1996, Revest Financial Software, Inc. is committed to the development and sale of creative analytical and negotiation software products to the commercial leasing real estate industry. The company has completed its initial product, REVEST POWER LEASE, and is positioning for the objective of providing stand-alone commercial leasing software products that will become industry standards for lease analysis and comparison.

While only introduced to the market in October 1996, REVEST POWER LEASE has already begun to capture the imagination of nationally recognized institutions in the real estate industry. Our innovative software is designed to expedite the commercial real estate leasing process by providing tools that are easy to use for all, not just technical specialists. ***A free demo REVEST POWER LEASE can be downloaded from our web site.***

The Market: Our initial target focus includes Commercial Brokers, Landlords, Tenants, Asset Managers, Real Estate Developers, Government, Business Schools and Universities. This is a world-wide market opportunity, and we ultimately plan to target other user sectors including Appraisers, Attorneys, and Financial Institutions.

Product and Technology: The core technology for REVEST POWER LEASE is a windows based application program written in Visual Basic. This Patent Pending software was three years in development. It has the unique capability to solve for financial parity between parties, when desired. Multiple lease scenarios for the same or different properties—with equal or varying square footage are easily compared. A wide variety of reports is available that can be pre-selected and printed simultaneously.

Pricing on the basic unit will vary with larger installations (multiple computers), but on average, individual computer installations are in the \$695 to \$995 range with extended technical support available at 18 percent of revenue. Add-on modules are planned for specific uses such as forecasting retail sales and percentage rents, etc.

Strategy: Revest Financial Software, Inc. intends to develop and expand its product lines through continuous interaction with its associations in the real estate industry. We are also examining the prospect of providing lease analysis services and data based information to our customers. Our primary objective is to provide the means for standardized electronic communication with common and understandable information.

Management: Jack Webster and Stephen Vida, are majority owners and founders. The board is currently being expanded to include advisory representatives from the industry in conjunction with the addition of a veteran CEO and other management personnel.

Funding Sought: We seek \$500,000 to complete our management team, conduct our marketing programs, and prepare for an IPO or other venture.

REVEST
FINANCIAL
SOFTWARE, INC.

6336 GREENWICH DR.
SUITE E
SAN DIEGO, CA 92122-5922

619.642.4660
619.642.4770 fax



THE COMPANY

TechnoVision Communications, Inc., (TVC), a technology based company, was formed in November of 1995, when founding partners David Fann and Otto Mayes brought together a team of individuals to bring to market a suite of video conferencing systems not available in the marketplace. The founders have brought together a total of over 30 years experience in the telephone, communications, and computer industries. They also bring the important and necessary backgrounds needed to develop and deliver high quality, low cost, PC-based video conferencing solutions to the marketplace.

THE MARKET

Desktop:

The first market identified by TVC is the Desktop market. This market shows tremendous potential. Sources show 90,000 units were sold in 1995, 700,000 were sold in 1996, projections for 1997 at 2.5M and over 5M in 1998.

Business Conferencing:

The next market that TVC is targeting is Business Conferencing. This segment is primarily focused on the Board Room environment. Projections for North America only, furnished by the International TeleConferencing Association (ITCA) are projecting 1996 revenues at \$4.2B with an increase to over \$8B in 1997.

Telemedicine:

Telemedicine can also be used in the general administration of health information networks. Projections in Telemedicine video conferencing market projections is predicted to escalate from \$20M in 1997 to over \$100B by the year 2000. TVC will be a major player in this market. TVC is currently working on projects at Scripps Health and the University of Southern California School of Medicine in Los Angeles.

PRODUCTS AND SERVICES

TechnoVision provides standards based (H.320), next generation video conferencing solutions. The product offering is the highest quality available today in the desktop and conference room environment at a low cost to the end user. This is accomplished by providing non-dedicated PC-based systems.

DISTRIBUTION

TVC's strategy has been to establish both domestic and international channels to market, distribute and sell the current and new product offerings developed by TechnoVision. This strategy allows TVC to reach more markets faster, resulting in increased revenues and market share. Current distributors include ATMnet and TeleVideo who are San Diego companies.

MANAGEMENT TEAM

David Fann - President, Otto Mayes - VP Engineering, Larry Jernigan - CFO

FUNDING SOUGHT

TechnoVision is seeking \$6M to complete R&D of next generation of video conferencing systems which will give us an unfair market advantage over the competition.

1425 Russ Blvd. Suite T-109-V San Diego, CA 92101
Telephone 619.231.0555 • Facsimile 619.232.9454
www.technovisioninc.com



2042 Bering Drive, San Jose, CA 95131
408-467-9500 [fax 408-467-9505]

COMPANY/BUSINESS OVERVIEW

TEDCO was incorporated in January 1996, with the purpose of developing a second-generation, hazard activated, automatic gas shut-off valve system. The patent rights to a first generation "earthquake valve" were sold to a manufacturer in Washington State. Unlike the first generation product, the second generation product will be a modular and retrofittable safety system.

TEDCO is preparing to enter the marketplace. Prototypes are ready, cost reduction refinements are under active development, including a revolutionary installation method that does not require plumbing skills. Funding is being sought and strong marketing connections are being nurtured. The company has agreements for the use of their previously patented technology, and has applied for several new patents. Full manufacturing capabilities are available to meet massive market demand for product.

Development is also underway for a simpler, less expensive valve for mobile homes and multi-family residences. Immediate attention will also be directed towards the add-on components, that transform the basic mechanical valve into an expandable, "Smart Safety System".

PRODUCT/TECHNOLOGY DESCRIPTION

TEDCO will offer an ingenious merging of fail-safe mechanical technology with state-of-the-art electronics, providing a uniquely retrofittable Smart Safety System (patents pending). A magnet provides both positive closure and manual on/off capability (Patented). No other valve on the market provides this extra safety feature. It is the only valve without rubber-like gaskets which can environmentally degrade, so it can be used anywhere in the world. As an electronic system it can stand alone or interface with a security system, or integrate into a "Smart House". The proprietary technology is also adaptable for use in other industries.

MARKET ANALYSIS

Mandates for "earthquake valves" on all new construction have created strong consumer interest in the City of Los Angeles. Additional City and statewide mandates are pending. The huge and lucrative potential encouraged fast market entry of several crude devices that create safety hazards of their own. Recently one such valve was introduced by the local utility company and subsequently captured most of the market. TEDCO has been successful in alerting insurance companies, and City, State and Federal agencies to the potential hazards; consequently, tougher standards for these products are imminent. With that, TEDCO will be the **only cost-effective** valve remaining in the market! **Only TEDCO** has developed a low, cost highly reliable valve for multi-family residences. **Only TEDCO** has after-market potential with electronic "add-ons". **Only the TEDCO valve** will operate in worldwide environments. TEDCO will be positioned to capture a major share of a billion dollar market.

MANAGEMENT TEAM

Eugene Oster: owner Oster Magnetics; 30 years experience designing/manufacturing industrial/research electro-magnets for an International market.

James McGill: Inventor of "SSP" valve; founder of Seismic Safety Products. 10 years experience with "earthquake valve" industry. Mechanical engineer.

Douglas Arduini: owner Arduini Design and Development. Electronic engineer, instrumentation and sensor specialist.

Lois Munson: Sales and marketing consultant; business development and market strategy specialist.

Christopher McColloch: MBA, Santa Clara University, in Finance and Marketing.

Jay Cooper: Attorney, contracts specialist.

USE OF FUNDS

TEDCO is seeking 4-6 million dollars for the first two years. Product is ready, and can be in the market in three months. Initially, funds will support an aggressive marketing effort, as well as manufacturing, facilities, hiring, distribution, etc. A large contingency fund is part of this package, and will be used immediately to buy back an earlier patent.

Virtually Commerce Corporation



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Tel: 619-232-0062

Web: <http://www.virtually.com>
email: vcc@virtually.com
Fax: 619-232-0069

Company and Business Overview. Virtually Commerce Corporation ("VCC") is an internet media company founded in 1994 and based in San Diego, California. VCC seeks to capitalize on the growth of the Internet and the growing demand for regional information, travel reservations, interactive advertising, and product sales by developing and managing regionally based internet guides called Virtually® sites. VCC currently has four regional guides on the internet: Virtually San Diego, Virtually San Francisco, Virtually Los Angeles, and Virtually Mexico.

VCC's main revenue streams are: 1) Regionally based internet guides supported by advertising revenue, product sales, and real time travel reservations. 2) Internet and Intranet Campaign Development and 3) Internet marketing, training, and consulting

Intellectual Property. VCC owns the registered trademark for use of "Virtually" on the internet and future versions of the electronic commerce in three trademark classes. (serial number: 2,023,138). VCC also owns the internet domain name: <http://www.virtually.com>. All three VCC revenue streams are protected by the trademark.

Product and Technology. VCC utilizes available internet programming technologies such as HTML, C++, PERL, CGI, and JAVA to produce the Virtually guides. The same technologies are used when constructing internet or intranet products for our clientele. VCC has successfully launched 4 guides that act as agents, or reference points for the Internet user in each Virtually region. Currently, there are six additional Virtually guides in beta testing scheduled for release in the first quarter of 1997. The guides can be accessed by anyone with an internet connection via an internet service provider or online service.

The Market. The primary market consists of two groups. 1) Internet browsers and 2) Businesses and corporations desiring to advertise and conduct business online. There are currently between 20-30 million users worldwide on the internet. The Virtually guides currently have a monthly viewership of 30-35,000 users originating from over 120 countries worldwide. (Source: CERFnet internet statistics)

In 1996, \$300 million USD were spent on advertising and product sales on the internet. This number is expected to grow to \$5-7 billion USD by the year 2002, a **twentyfold** market size increase over the next five years. The number of internet users is expected to grow to over 100 million users by the year 2000. (Source: Jupiter Communications)

Strategic Direction. VCC plans to expand the Virtually product line nationwide by 1998 in order to become one of the premier regional guides on the internet. Virtually plans to expand using one of three strategies or a combination of the three: 1) The sale of Virtually® franchise business units in each region Virtually plans to represent or 2) Partnership with a larger corporation to fund the nationwide rollout 3) A second venture round of \$3-10 million to fund the rollout.

Management Team.

Neil Greer, President and CEO.

M.S. Candidate in Management and International Business: San Diego State University Graduate School of Business.

Catherine Simmons, M.S., CFO.

Graduate: San Diego State University Graduate School of Business.

Kevin Dearing, COO.

M.S. Candidate in Information Systems: San Diego State University Graduate School of Business

Funding Sought. Deal A: **Lump Sum-** Up to \$10 million USD. Deal B: **Staged Investment- Round one:** Up to \$2 million USD. **Round Two:** Up to \$10 million USD.



Overview: In the summer of 1995, the chance meeting of two professionals, one a prominent lawyer with over 17 years of superior legal service, the other a computer systems consultant, gave birth to an idea. From this simple beginning grew Zalkin Technologies digital information solutions.

Zalkin Technologies "DOCUWORM" state of the art digital software and service centers combine to provide cost effective document imaging, archival database development and indexing capability. Zalkin Technologies is the "one-stop shop" for archival storage and conversion of existing records.

The Product: Our software product currently named *Docuworm*, (Document to CD-WORM) enables it's users to be digital imagery service bureaus allowing any person the ability to offer Digital Service to either their own office or as a "service for hire". DOCUWORM does not look, feel or act like the typical program. It is so simple and fun to operate that it is disarming to the most intimidated user. The "DOC-U-WORM" character acts as a tour guide directing the uninitiated through the program. Need help? Our little friend talks you through the problem. We use a 49 field SQL compliant flat file database compared to 5 to 10 on most systems. These extra fields ensure that all legally required audit trail information is recorded and retained for each document. DOCUWORM meets the Internal Revenue Service requirements for retention of documents as optically imaged originals in lieu of the hard copy. Audit information, such as the identity of the person who scanned the document, the type, model and serial number of the scanner used, the date the document was scanned, and the software used, forms a portion of the audit information. Most jurisdictions now permit the introduction into evidence in a court of law optically imaged business records. Our initial light and standard versions are Twain compliant allowing use with the most popular scanners on the market, while our pro version will also be ISIS compliant.

The Market: Examples of the target market for this package is the small business entrepreneur; local copy center, court reporters, mid-size law/medical offices, accounting firms, real estate brokers, insurance companies, publishers, attorney services, medical transcriptionists, and independent paralegal services.

The People *Emmanuel Zimmer, Esq.* Chairman, a Harvard Law School graduate with over 40 years of experience representing major corporations in merger and acquisition matters. *Irwin M. Zalkin, Esq.* : President, graduate of U.C.L.A. and California Western School of Law in San Diego, California 18 years of major litigation experience. *Victor Cicarrelli* : Former United States Navy Operations Specialist, with twelve years of experience designing and developing high level information display systems.

What Do We Need Now to Realize Our Potential?

We are a start up company with limited resources. Mr. Zalkin has loaned the company over one hundred thousand dollars to get started with research and development. The company has earned over one hundred thousand dollars in approximately the first six months that it has offered imaging services. In order to grow the company and take the program to market in a substantial way, we need a significant infusion of capital. We are looking for an investor or investors willing to provide the company with \$3,000,000.00 to grow the company to an estimated \$30,000,000.00 in sales over the next five years. We anticipate that the company will be cash positive and self sustaining in two years. The digital imaging industry is currently estimated to be a billion dollar industry and is expected to grow to a twenty billion dollar industry over the next five years. Anyone familiar with the incredible growth of the software industry will realize that our projections are quite reasonable.

We will require an estimated \$250,000.00 for preliminary expenses which include hiring programmers, purchasing additional hardware, and contracting with professional consultants. We anticipate a negative cash flow of approximately \$1.8Mil for Year 1 of the business. We anticipate that \$3,000,000.00 will carry the business to a point where the company is self sustaining.

ZALKIN TECHNOLOGIES

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