



VENTURE ROUNDTABLE

A Forum for High-Tech Innovation

June 8, 2006

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June 8, 2006

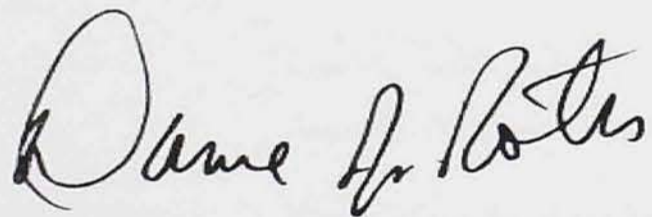
Welcome CONNECT Supporters and Friends:

On behalf of CONNECT, I am pleased to welcome you to the Venture Roundtable. We're proud to launch this new program – a synthesis of the RTA Venture Roundtable and CONNECT Life Sciences & High-tech Financial Forum – to introduce you to the cutting edge, early stage technologies being developed locally. Today we'll showcase a half dozen technologies that represent San Diego's innovative and entrepreneurial atmosphere.

The companies selected to present today passed a rigorous screening process conducted by the Venture Roundtable Advisory Committee. This committee, comprised of 20 San Diego business leaders, volunteered their time to screen all applicants and provide coaching to the presenting companies in preparation for today. The time and expertise of these individuals is crucial to the integrity and success of this program and CONNECT thanks the committee members for generously donating their time.

CONNECT would like to offer a special thanks to our program sponsors, including Lead Sponsor and host, Heller Ehrman, and Supporting Sponsors Corbin & Company, Silicon Valley Bank, San Diego Tech Coast Angels and Ernst & Young, for supporting our efforts to present today's technologies poised to become the businesses of tomorrow. I hope you enjoy today's program and look forward to your participation in future CONNECT events.

Sincerely,

A handwritten signature in black ink that reads "Duane Roth". The signature is written in a cursive, flowing style.

Duane Roth
CEO, CONNECT

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Agenda

1:00 p.m. Networking

1:30 p.m. Welcome & Introduction

Duane Roth, CEO, CONNECT

Martin Nichols, Shareholder, Heller Ehrman

1:35 p.m. Ernst & Young Venture Capital Survey Update

Bill Best, Business Development Executive, Strategic Growth Markets, Ernst & Young

1:45 p.m. Company Presentations

1:45 to 2:10 FeedeliX Wireless

2:10 to 2:35 RASIRC

2:35 to 3:00 Quanlight

3:00 to 3:30 Break

3:30 to 3:55 ConVisia

3:55 to 4:20 UCSD & Kriegman-Belhumeur Vision Technologies, LLC

4:20 to 4:45 KaDonk

4:45 p.m. Close of Presentations

Duane Roth, CEO, CONNECT

Martin Nichols, Shareholder, Heller Ehrman

5 to 7 p.m. Reception hosted by Heller Ehrman

Venture Roundtable Advisory Committee

Tim Bubnack, Silicon Valley Bank

Kevin Carroll, AeA

Nancy Davis, Heller Erhman

Martha Dennis, Gordian Knot

Mike Faddoul, Corbin & Company

Bob Farmer, Corbin & Company

Doug Giese, San Diego Tech Coast Angels

David Hayhurst, SDSU College of Engineering

Ken Hoffman, The Hoffman Company, LLC

Mike Kagnoff, Heller Erhman

Prashant Kantak, California Venture Partners

Paul Kedrosky, von Liebig Center, UCSD

Niki Krutop, Ernst & Young

Brian Langer

Ralph Mayer, San Diego Tech Coast Angels

Mike McKeever

Martin Nichols, Heller Erhman

Tyler Orion, CONNECT

Alan Paau, UCSD Technology Transfer

Tom Siegel, Shepherd Ventures

Bob Slapin, Software Industry Council

Jeb Spencer, Titan Investment Partners

Ruprecht von Buttlar

Venture Roundtable Sponsors

Heller Ehrman_{LLP}

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Certified Public Accountants and Business Consultants

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- Individual, corporate, partnership, trust, estate and not-for-profit tax compliance
- Tax planning
- Tax provision outsourcing
- Sarbanes-Oxley section 404 compliance services
- Litigation support

Please contact Bob Farmer, Director of Business Development, at 949.756.2120 ext 204, 714-865-2111 (Cell), or bfarmer@corbinocpa.com.

SVB Silicon Valley Bank

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The Tech Coast Angels, www.techcoastangels.com, is the largest angel investor network in the United States, and provides funding and guidance to more early-stage, high-growth companies in Southern California than any other venture capital, angel or other private equity group. Since its inception in 1997, TCA members have personally invested more than \$66 million in 103 companies and have helped portfolio companies attract \$613 million in additional capital, mostly from venture capital firms. As a value-add, seed and early-stage investment group, TCA offers companies much more than capital. Members also mentor and coach entrepreneurs, help recruit additional management, and provide access to institutional investors and strategic partners. TCA has more than 270 members in its four networks in Los Angeles, Orange County, San Diego and Westlake/Santa Barbara.



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2Connect provides presentation training and coaching for the high-tech, biotech and professional services markets. Whether communicating with investors, presenting an organizational change initiative or delivering customer presentations, 2Connect helps presenters be themselves, simplify their message and tell a compelling story. Services include one-day, small group training sessions as well as customized one-on-one coaching sessions. Clients range from entrepreneurial start-ups working on investor presentations to Fortune 500 companies who want to enhance the level of presentations delivered internally or externally. Clients include Washington Mutual Bank, Genentech, Baker & McKenzie and LPL Financial.

Presenting Companies

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FeedeliX Wireless

Address: 7162 Pintail Drive, Carlsbad, CA, 92011
Venture Roundtable Presenter: Ted Kidane
Title: COO, Co-founder
Phone: (415)608-8612
Email: tedkidane@feedelix.com
Website: www.feedelix.com
Industry/Sector: Wireless

Has a Company been Established?
If so, when and what is the legal form: Yes. Dec 2005
Stage of Development: Seed

Amount of Capital Raised and Sources: \$10,000
Current Investors: --
Annual Revenue: --
Number of Employees: 2

Company Overview:

FeedeliX Wireless Inc. is a California based start-up company specializing in providing mobile text and instant messaging solutions for users of Non-Latin scripts such as Hindi, Chinese and Ethiopic based on a proprietary technology. FeedeliX Wireless is the pioneer in a number of challenging mobile communication areas including the distinction of being the first and only Ethiopic (70 million speakers) and Telugu scripts (50 million speakers) TXT messaging application developer. Our proprietary technologies in script editing and rendering applicable to many of the major world scripts are also considered unique. Our technology in the transmission side is an added asset that bolsters our IP positions.

Technology or Product Description:

FeedelSMS, FeedeliX Wireless' main product line is an innovative mobile messaging software package that enables non-English speaking netizens to "message" in native languages faster and more cost-efficiently than has been attempted to date. We provide low latency, "bandwidth-lite" multi-language wireless messaging solutions "invisibly" over cellular and other spectrum without interfering with existing use. Our product offerings include our flagship product FeedelSMS with launch date of May 15, 2006 and HindiFeedelSMS with launch date of summer 2006.

FeedeliX Wireless continued

Industry Overview:

SMS is a major revenue generator for carriers. In 2005, SMS generated \$50 billion revenue for carriers while the projection for 2010 is \$85 Billion. Approximately 50-60% of the global SMS traffic is in Asia. Further, Asia Pacific accounts for 50% of growth while Africa and Middle East are the next biggest growth regions with Central, Eastern and Southern Europe experiencing strong growth. Asia Pacific Region Accounts 50% of the world subscriber base by 2011. This region includes subscribers from China, India, Pakistan, Bangladesh, & Thailand which have their own unique scripts. Korea and Japan present significant growth for Multi-script application solution. Further, 1.2 trillion SMS traffic expected by 2010 with the top-10 fastest growing mobile markets all being in non-English speaking countries.

Competition:

Indic Languages – eZ Corp which entered the localized versions market in India in 2004. Limited to Hindi. Available only on ‘Hindi Localized’ phones; does not work on English key-board.

3SM Systems entered Bengalis SMS market in 2005. Murasu develops Tamil and Sinhala script for South India languages. eZ Corp, a Canadian company dominates the current “Chinese Localized’ market; however does not work on English keyboard used by International traffic coming from outside and going to China in Chinese script.

Marketing Plan:

Our 3-Channels-To-Market Will Be The Basis Of Our Business Model

1. “Embedding” within handset: This model has proven to be successful by the original pioneer of predictive English SMS – Zi Corp which has a partnership with NOKIA
2. “Partnering” With distributor/aggregators: Mobile365 and SMS.ac serve as global SMS clearing houses. They are in dire need of solving a “Tower of Babel” problem
3. “Selling” On Off-portal revenue websites: Handago and others have a proven model.

Revenue Projections:

Subscriber revenue (2006)	\$ 20,000 (3 months)
Subscriber revenue (2007)	\$ 2,000,000
Subscriber revenue (2008)	\$10,000,000
Total Subscribers (2007, 2008)	2 million/10 million

Management Team:

Ted Kidane – Co-founder

Sam Kassegne – Co-founder

Andy Raswork – Senior Advisor, Currently COO at World Space – Providers of XM type service outside US.

Atikem Haile – Senior Advisor, Formerly at Intel Capital

Solomon Bekele – General Counsel

RASIRC

Address:	11760 Sorrento Valley Road, #E , San Diego CA 92121
Venture Roundtable Presenter:	Jeffrey Spiegelman
Title:	President
Phone:	(858)259-1220 x 225
Email:	js@rasirc.com
Website:	www.rasirc.com
Industry/Sector:	Semiconductor/alternative energy
Has a Company been Established? If so, when and what is the legal form?	California S corp. 2005
Stage of Development:	Customers and Revenue
Amount of Capital Raised and Sources:	\$500K private
Current Investors:	Jeffrey Spiegelman
Annual Revenue:	Minimal
Number of Employees:	7

Company Overview:

RASIRC is a technology development company focused on the development of products that control and purify evaporative materials. This includes any materials that is a liquid or solid at room temperature, but can be evaporated, such as water. Our goal is to develop equipment that will support existing semiconductor and hydrogen based energy industries.

Technology or Product Description:

The mission at RASIRC™ is to develop innovative material purification and delivery systems for semiconductor process tools with a primary focus on water vapor. The product line will include the Wringer™ Ultrapure Dryers, RainMaker™ humidifiers, and Intaeger™ UHP steam purification equipment. The first technology developed is a water vapor/steam purification system. RASIRC has developed a membrane purification system that is based around a unique hydrophobic material which has the selectivity to allow only water molecules to pass and reject volatile gases, particles, pyron, and ionic contaminants. This has never been done before. While steam has been used in industrial applications for centuries, the purification of live steam has not been possible due to the difficulties in material stability, effectivity, and throughput. Instead of steam purification, water vapor is generated by the combustion of oxygen and hydrogen. This well established technology has multiple limitations including thermal management, purity and particle formation, flow response time, cost, and most significant, the explosive nature of burning hydrogen in pure oxygen. The RASIRC innovation of purification of water in the steam state will allow steam to be used in many processes that are not viable today. In addition to direct steam purification, the technology can also be used vaporizer applications to allow for the controlled delivery of water and other liquid chemistries in a vapor form. As more processes move away from toxic and pyrophoric gases to safer liquid sources, a replacement for standard gas mass flow controllers is needed. The RainMaker humidifier will allow for high loading, high accuracy, and high temperature delivery of water vapor and other new chemistries.

RASIRC continued

Industry Overview:

The following are semiconductor markets we have already identified. Water vapor is used with RTP, ALD, Plasma stripping, and diffusion. For ALD, RTP, and diffusion, water vapor is needed to grow oxides. Water is often generated as a pyrolytic process to insure the purity of the water vapor. Difficulties with this process include burning of oxygen and hydrogen, the need for external torches on the diffusion chambers to prevent the 800C heat from changing the thermal profile of the tool, particulation of the torch tip, startup and shut down time, safety issues with hydrogen and excess hydrogen in the chamber. In addition, these systems have a difficult time with very low flows or low water vapor to hydrogen ratios. RTP needs high flow rates of water vapor for short periods of time. Present catalytic systems are metallic, expensive, have similar safety issues as torches, have problems with rapid cycle times and are not easily scalable due to thermal buildup in the catalytic combustion cell. ALD needs very small amounts of water vapor for High K film formation. The purity of water vapor is critical for good film formation. Bubblers cannot control water vapor purity and DLI does not have fine enough control. Plasma strip is more effective with water vapor to help lift the film of the wafer surface. Intaegeer UHP can provide high flow rates of pure water vapor in a controlled fashion. Immersion Lithography needs ultrapure water free of dissolved gases, only the Intaegeer UHP with a condenser can create water that may meet these future requirements. Presently there exists the needed to deliver ultra clean dry air that has been fully humidified. Each 248 and 193 nm dry or wet needs humidification to protect the optics and control drying during post-immersion. Only RASIRC can generate and purify the water vapor during this process. Control of the humidity in a cleanrooms. The humidity in semiconductor and medical cleanrooms requires very tight control of purity of the air. The humidity of the incoming air is controlled by injecting clean steam during cold and dry environmental conditions. One of the biggest problems today is Urea. A very small and common molecule that is often present in UHP semiconductor water. If the steam contains urea, these molecules dispersed into the air and everything in it. This can detrimental affect yield.

Wafer cleaning – As device feature sizes continue to shrink and aspect ratios increase, the ability to get sufficient energy into the bottom of the trench becomes less and less efficient with megasonics. Steam provides high energy and excellent contaminant removal capability, so is well poised to become the cleaning process of choice for next generation wafer cleaning. By moving from water to steam, the chemicals recipes used for cleaning would need only minor modifications as would be the case for the supply and waste disposal issues with the advantage of a significant reduction in cleaning materials.

Flat Panel Cleaning – The increasing size of flat panels is generating larger and larger wash tanks and the related usage of water and cleaning chemistries. Through the use of water vapor, total chemical and water usage can be significantly reduced.

In addition to semiconductor applications, this technology has applications for both hydrogen generators and fuel cells. The technology we have developed can solve a number of problems related to cost, performance, and reliability for fuel cells and hydrogen generators. Fuel cells are sensitive certain contaminants found in hydrogen. The purity of the hydrogen is dependent on the source of feedstock to the purifier. Technology we have developed can be used to insure the water is free of contaminants that will detrimentally affect its performance. In addition, seal technology we have developed will allow for higher pressure and lower cost manufacture of hydrogen generators and fuel cells.

RASIRC continued

Competition:

There are many choices when process requirements specify water vapor or steam. The choices include Bubblers, Contactors, Direct Liquid Injection (DLI), catalytic combustion or pyrolytic torches. The Intaeger UHP gives the user the ease and safety of bubblers and DLI and the purity and process control of pyrolytic torches. DLI is costly and problematic with different flow rates. At low flow rates control has limited accuracy and at high flow rates is susceptible to bubbles in the liquid which generates erratic values. DLI needs a metallic vaporizer and it cannot provide any purification of the liquid being vaporized, since everything in the liquid is vaporized into the process. Bubblers are low cost, but have inaccuracies due to the temperature of the gas, liquid, operating pressure, liquid level, and thermal droop. They require a carrier gas. Relative to contamination, they cannot prevent entrainment of dissolved gas, volatile molecular contaminants, and micro-droplets which can carry particulate and ionic molecular contaminants. Bubblers also have very limited gas flow rates. Membrane contactors can be used for allow gas transfer between a liquid and gas. Membrane contactors are made with hollow fiber membranes which are porous. This allows for the simultaneous transfer of the gas into the liquid and the liquid into the gas. Because the membrane is porous it can only limit particulate with little effect on molecular contaminants. Pyrolytic Torch and catalytic system limitations include start up time, particulate generation under long term use, purchase price, process requires an excess of O₂ or H₂ to insure complete combustion of one constituent with net excess leaving the tool which requires gas abatement and excess gases can slow the oxidation process of the wafer, or lead to non grain uniformity and reducing throughput. Combustion of H₂ and O₂ is dangerous and explosive with known accidents having occurring causing a furnace tube to explode.

Marketing Plan:

The six step plan is as follows:

- Develop and validate initial technology and opportunity
- File provisional patents on process, device, and application
- Sell initial systems into chasm crossing segment
- Successfully complete installation and dominate segment
- Raise additional Funding
- Repeat in next adjacent segment

Revenue Projections:

	2006	2007	2008	2009	2010
<i>Sales</i>	295,000	2,500,000	5,000,000	10,000,000	20,000,000
<i>Gross Profit</i>	135,000	1,625,000	3,500,000	7,100,000	14,000,000
<i>Net Profit</i>	(976,000)	(880,000)	67,000	2,088,000	6,378,000

RASIRC continued

Management Team:

Jeffrey Spiegelman – CEO

Ron Scioscia - CFO

Dennis Cobb – VP Engineering

Dr. Daniel Alvarez – Chief Technology Consultant

Russell Holmes – R&D Mgr.

Keith Barnes – World Wide Sale Mgr.

- 80 years semiconductor experience

- 5 of 6 worked together at Aeronex

Quanlight, Inc.

Address:	3112 Almahurst Row, La Jolla, CA 92037
Venture Roundtable Presenter:	Vladimir Odnoblyudov
Title:	CTO, co-founder
Phone:	(858)336-7140
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Website:	
Industry/Sector:	Solid State Lighting
Has a Company been Established?	
If so, when and what is the legal form:	C-corporation, established in spring 2006
Stage of Development:	Seed
Amount of Capital Raised and Sources:	\$50,000 - Von Leibig Center for Entrepreneurism and Technology Advancement, UCSD
Current Investors:	
Annual Revenue:	\$0
Number of Employees:	5

Company Overview:

Quanlight seeks to dominate yellow-amber-red (YAR) light-emitting diode (LED) market with our patent-pending LED technology. For the signage, traffic signaling, automotive, and cell phone backlighting markets, our LED technology creates significant competitive advantages:

- Brighter by 4x using the same amount of power
- Consumes less power to produce equivalent brightness
- Costs half as much to fabricate
- Improves color stability with temperature by 5x

Technology or Product Description:

Quanlight is developing a unique Yellow-Amber-Red (YAR) Light Emitting Diode (LED) technology that will produce 4x the brightness from the same amount of electrical power, has 5x the color stability with changing temperature, and costs half as much to manufacture as existing YAR LEDs. This dramatic improvement in performance and manufacturing cost will be achieved through the use of a unique semiconductor material and LED structure. The Quanlight technology will be licensed to existing LED manufactures to be used as a superior cost and performance component in current products including traffic signals, automotive signals, mobile phone backlights, and signage. In the longer term, the Quanlight LED will be used to create cost-effective products utilizing RGB white light, such as residential lighting or high-efficiency LCD televisions. The streamlined manufacturing process utilizes existing LED fabrication technology, allowing easy and rapid adoption of the technology by licensing companies.

Quanlight, Inc. continued

Industry Overview:

The LED market can be divided into two broad categories: white-light LEDs and colored LEDs. White light LEDs are produced using two approaches: 1) RGB, utilizing red, green and blue (RGB) color LED chips; 2) phosphorus, using a blue LED chip covered with phosphorus to produce white light. RGB is more efficient and produces a higher quality light, but phosphorus has a lower initial cost. Both approaches are not yet ready to compete with incandescent and fluorescent bulbs, but Quanlight technology will hasten the day that RGB white LEDs take over the lighting industry by drastically reducing the cost of producing the red component. The color of an LED is determined by the platform technology (material system). AlInGaN material system is used for blue/green LEDs. Yellow amber red (YAR) LED's are produced by using an AlInGaP material system. (Appendix A explains the LED). Colored LEDs are used in cell phone keypad and display backlighting, traffic signals, indoor and outdoor signage, interior and exterior automotive. Current state-of-the-art YAR LED chips have low luminous efficiency; poor high-temperature (high-power) characteristics and limited color stability.

Competition:

Quanlight technology creates four primary competitive advantages:

- Generates up to 4x the brightness of current YAR LEDs with the same amount of power
- Consumes 66% less power than current YAR LED chips to produce the same brightness
- Maintains up to 5x the color stability with changing temperature of current YAR LEDs
- Cuts LED chip manufacturing cost by up to 2x

Quanlight's technology is protected by patent, and represents a massive leap forward in efficiency and cost relative to competing technologies. While the LED industry has achieved consistent improvements in performance, this has been due to improvements in light extraction and thermal management. In order to compete with Quanlight's 8x cost of light advantage, a rival company would have to develop a separate breakthrough semiconductor material technology. It is not apparent that any company has such a technology ready for market and new development would take significant time and money. As the first company to offer these breakthrough efficiencies, Quanlight is poised to gain a significant share of the YAR LED market prior to the development of any significant competition.

Marketing Plan:

Quanlight intends to joint venture with or license our technology to existing LED companies. The following are the target markets that our technology will be competitive in. Traffic lights use green, amber and red LEDs. Two thirds of these LEDs are within the scope of Quanlight's technology. In 2002, 20% of the traffic signals in North America used LEDs, which has grown to about 60% today. The United States has one of the highest penetrations of LED-based traffic signals, but we expect higher adoption among Europe and other regions once our lower cost InGaN YAR LEDs can be fabricated. Despite an 80% increase in energy savings, afforded by the current LED-based traffic signal, high initial cost has been a major barrier to wider market adoption. The initial cost for the current LED-based traffic signal is \$150, as compared to about \$30 for incandescent lamp-based traffic signals (NSTAR electric).

Quanlight, Inc. continued

The signage market is dominated by halogen and neon products, which currently have a 40% or greater initial cost advantage over LED systems. However, even at a price premium LED signage is growing in popularity due to features such as high brightness, full-color capability, programmability, and content versatility. With further reductions in cost of light utilizing Quanlight technology, LED signage options will become increasingly competitive. Also, for outdoor applications, such as traffic signals and signage, color stability of LED is vital. LEDs have to operate between -200 and 1200 without changing the emission color. Current AlInGaP YAR LEDs suffer from the lack of the color stability and thus require special costly thermal management in the packaging to address this issue, which further drives up the cost. For mobile devices, Quanlight's LEDs will provide a low-cost, bright and efficient YAR LED for backlighting, a market that will total \$3.7 billion by 2011. This segment is currently dominated by blue-white LEDs. Using Quanlight's YAR LEDs will reduce the cost of the cell phone by >15 cents if using the same color, and >50 cents if changed from blue-white to either yellow or amber. Additionally, the 50% to 66% decrease in power consumption for backlighting will extend the battery life by 15%. In the automotive segment, LED-based stop and turn signals are used only in high-end cars due to the higher cost of current LED-based signals over conventional lamps. In addition to being brighter and more durable than conventional lights, LEDs also provide safety benefits. By lighting up around 250 msec quicker than bulbs, braking distance is reduced by 22 feet for a vehicle traveling at 65 mph. Adoption in the automotive industry is limited only by a 50-60 lumen per dollar price barrier for lower-end cars. Quanlight LEDs will break this barrier by a wide margin.

Revenue Projections:

Quanlight will require one year to develop its technology into a market ready state, after which it will pursue a joint venture or licensing model to sell the technology to existing LED manufacturers. While no revenues will be generated the first year, by year 3 a positive net income is projected with substantial revenue growth in the following years.

Management Team:

Management team includes:

Dr. Charles Tu – Associate dean of Jacobs School of Engineering (UCSD); world-renown expert in new semiconductor materials and devices.

Vladimir Odnoblyudov – CTO – co-inventor of Quanlight technology; leading researcher in field of semiconductor lighting; Electrical Engineering PhD candidate from UCSD in summer 2006.

Neil Senturia – CEO – Serial hi-tech entrepreneur.

ConVisia, Inc.

Address:	111 Elm St. #250, San Diego, CA 92101
Venture Roundtable Presenter:	Steve Stautzenbach
Title:	President
Phone: Office:	619.233.4166 , Cell: 213.448.0721
Email:	Steve.stautzenbach@convisia.com
Website:	www.convisia.com
Industry/Sector:	On-demand application software
Has a Company been Established?	
If so, when and what is the legal form:	Yes. California C corporation
Stage of Development:	Customers and Revenue
Amount of Capital Raised and Sources: connected individuals	\$410,000 from angel investors – friends and family + industry
Current Investors:	See above
Annual Revenue:	First revenue in 2006
Number of Employees:	4 full-time, 3 part-time

Company Overview:

ConVisia, Inc. is a high-tech software company with headquarters in San Diego, CA. ConVisia provides a hosted software system that allows for complex documents and images – such as architectural drawings, design diagrams, or as-builts – to be uploaded to a centralized platform and made available for redlining and collaboration.

Technology or Product Description:

The ConVisia hosted software system, titled ConVisia Design Collaborator™ as it faces our target customers will allow these customers to edit and share changes to other project team members instantly. The system was designed using the very latest in technology and development tools for maximum speed, portability and high-resolution image viewing. It focuses on operational simplicity, a high-level of security authorization, and detailed reporting and tracking.

Industry Overview:

The ConVisia solution has broad application to anyone with the need to collaborate over a two dimensional image. ConVisia is focusing initially on the AEC and Real Estate Development industries.

The AEC industry is immense in size and employs over 8M management and field personnel in more than 700,000 firms, 10% of whom would use such a collaboration solution. This translates to a potential addressable business of more than \$650M. By reducing delays and improving collaboration between architects, developers, engineers, clients, contractors, developers, and project managers, this solution can improve bottom-line costs by over 10% per project.

ConVisia, Inc. continued

Competition:

Our market research has identified little direct competition to our hosted image collaboration solution at this time. You can do similar things by combining a number of products together from AutoDesk (Buzzsaw/DWF Composer/AutoCAD). This solution is cumbersome for customers, takes time to learn, and is expensive to implement. ConVisia incorporates aspects from three areas of related competition including; horizontal collaboration tools (Webex, LiveMeeting), project management software (Meridian, Sage Timberline), and high-end image source software (CAD, Photoshop). While these solutions provide pieces of the puzzle, they do not fill the communication gap between the 'owner' of the detailed image (Architect, Designer, Physician) and their clients and downstream decision makers. ConVisia is providing the unique combination of delivering images to a mobile device such as a tablet PC while providing a highly scalable and secure hosting service, traceable collaboration editing, and high-resolution scanning services for legacy paper image conversion to digital files. No other solution provides locally rendered images fitting to the remote device screen - a stark contrast to the 'screen scraping' of standard collaboration tools. And the ConVisia ASP model allows deployment on customers' own server system if security of information is a premium concern.

Marketing Plan:

ConVisia Marketing will reach our targeted customers utilizing a multi-pronged approach. Key early adopters will continue to drive the product definition, and provide customer references and case studies. There will be a comprehensive direct marketing program including website, PR, advertising, direct mail, online promotion, and tradeshows to deliver a low cost client acquisition model for small and medium sized firms. A small, skilled direct sales team will focus on enterprise site licenses that deliver highly referencable clients from the top tier of these markets, and on strategic partnerships .

Revenue Projections:

2006 - \$ 591,000

2007 - \$ 5,557,000

2008- \$13,387,000

Management Team:

Josh Roach - Founder, CTO, Board Chair

Intuit, Accelrys, HNC, A-Life Medical

Steve Stautzenbach - President

Digital Map Products, Ulead, Software Publishing Corp

Julie Walker - SVP Marketing and Product Strategy

Agilent Technologies, Hewlett-Packard, Lyncroft

UCSD & Kriegman-Belhumeur Vision Technologies, LLC

Address:	13239 Sunset Point Way, San Diego, CA 92130
Venture Roundtable Presenter:	David Kriegman
Title:	General Partner
Phone:	858-692-0914
Email:	kriegman@kbvt.com
Website:	http://www-cse.ucsd.edu/~kriegman/
Industry/Sector:	Digital Photography
Has a Company been Established? If so, when and what is the legal form:	Company is presently operating as an LLC. In conjunction with investment, the company would be reorganized as a Delaware or C corporation.
Stage of Development:	Concept/Proof of Concept
Amount of Capital Raised and Sources:	0
Current Investors:	0
Annual Revenue:	\$300,000
Number of Employees:	3

Company Overview:

Kriegman Belhumeur Vision Technologies, LLC (KBVT) was founded in 2004 by David Kriegman at UCSD and Peter Belhumeur at Columbia University. KBVT has developed next generation 3-D to 2-D face recognition technologies using revenues from DoD (via Unisys Corp) and the Center for Commercialization of Advanced Technology (CCAT). The Company will be transitioned to a Delaware or C corporation for investment and growth.

Technology or Product Description:

FaceFX: Single-click Web/desktop tools for processing human faces in digital images and videos. Our motivation is the opportunity presented by the 200 billion digital photographs which are taken each year, of which 80-90% have people (human faces) in them. It has been well understood by the photography industry and is a simple fact of the human condition that people want to look their best. As we move from film to screen and print, there is a glaring need for a new category of image enhancement tools that concentrate on what matters most – our image. FaceFX will deliver a point and click complement to the point and shoot cameras – truly simple and powerful post-production techniques for the masses. The software offers the user:

- Automation
- Simplicity – better image is a click away for general consumers
- Face is the Focus
- Completely automatic features – apply in mass
- Semi-automatic enhancements – point and click
- Replication – multiple face throughout many images

UCSD & Kriegman-Belhumeur Vision Technologies, LLC continued

Our Edge: Expertise and IP

- Recognized leaders in face recognition technology
- Patent pending gloss-removal technology for images and videos, and future related ideas and inventions.
- Trade secrets: Automatic flash correction, automatic red eye reduction, blemishes removal, wrinkle removal, and other automated face effects.

How are we different from image processing suites like Photoshop?

	<u>Adobe Photoshop/Elements</u>	<u>FaceFX</u>
<u>Purpose</u>	General purpose	Specialized face processor
<u>Emphasis</u>	Flexibility	Automatic features
<u>Abstraction</u>	Pixel level processing	Object level processing
<u>User level</u>	Moderate - Expert	Novice
<u>User time</u>	Minutes – Hours	Seconds
<u>Web deployment</u>	Extremely difficult	Easily possible

Industry Overview:

The digital photography market is growing at a 20% annual rate, with more than 200 billion digital photos taken this year. 80-90% of these photos contain faces. Recent Web dynamics are creating opportunities for photo sharing and usage and are being adopted at an even more rapid rate. More than 10 million photos are being uploaded to photo sites per day. Recent notable activities in this sector include:

- High profile acquisitions (Ofoto, Picasa, Flickr, Snapfish)
- Photo-printing sites (Yahoo photos, Ofoto, Snapfish, Shutterfly)
- Photo-sharing sites (Flickr, Photobucket, Webshots, Imageshack)
- Photo-organization (Riya - face recognition based)

Digital photography market is huge and profitable!

Competition:

Direct competitor

- Realillusion: FaceFilter studios (Desktop software) and FaceFilter live (online version) which is difficult to use.

Potential competitors

- Photo-printing sites and photo-organization software. These have limited image processing tools: crop, rotate, resize, red-eye removal, color balance.
- General purpose image processing suites: (Adobe Photoshop, MS Digital Image, Corel Paintshop Pro, Ulead PhotoImpact, Vicman Photo Toolkit, myImager). General purpose, difficult and slow to use, not focused on processing human faces.

KaDonk, Inc.

Address:	12902 Dorathea Terrace, Poway, CA, 92064
Venture Roundtable Presenter:	Anders Heie
Title:	President, Founder
Phone:	(858) 342-5510
Email:	anders@kadonk.com
Website:	www.kadonk.com (under construction)
Industry/Sector:	Software/Project Management
Has a Company been Established?	
If so, when and what is the legal form:	Delaware Corporation as of April 2006
Stage of Development:	Seed (Currently in Beta-Test phase with 1 company)
Amount of Capital Raised and Sources:	None raised so far
Current Investors:	-
Annual Revenue:	-
Number of Employees:	2

Company Overview:

KaDonk! was founded 2006 by Anders Heie, Dipanshu Sharma, and Jari Niskala. The goal of KaDonk! is to put 'Information at your fingertips', which we are implementing through our product 'LiveProject Dashboard'.

Technology or Product Description:

LiveProject Dashboard:

- Offers LIVE monitoring of Microsoft project files
- Runs on developer machines without the need to install Microsoft Project
- Provides Collaboration between Team and Manager
- Provides easy feedback to plans, and Manager approval of changes
- Monitors Bugzilla errors LIVE
- Runs as a Dashboard, providing clear overviews, easy-to-use interface, and always LIVE information
- Create reports from plans, directly to affected people.
- Allows sharing of related project documents through Server
- Future expansions:
 - Enterprise tools: Lotus Notes, Office, Enterprise Databases,
 - Online: Web Interface

KaDonk, Inc. continued

Industry Overview:

Project Management is a \$1 billion+ per year market (Gartner). The tool-of-choice is Microsoft Project, which retails between \$500-\$1000 per license (Depending on version). Gartner reports Microsoft Project has more than 30% of the project management market. IDC expects the market to grow to \$2.67 billion by 2008. Our market survey showed a clear need for an inexpensive tool to leverage the Microsoft Project capabilities, without the large investment per license. LiveProject expands and leverages existing Microsoft Project installations, but also works with just one Microsoft Project installation (for Manager). Only managers of the project need to have licenses to MS project. Contributors/developers do not need the licenses, thus allowing for huge savings for corporations. We aim to be the Dashboard of Choice for Project Management, transparently overlaying any existing tool in the industry.

Competition:

Microsoft Server:

Offers collaboration features, but at a higher price does not offer dashboard. Still requires Microsoft Project installed on all machines. Does not integrate with other tools.

Microsoft Project Viewers:

Several companies offer MS Project Viewers priced at \$40-\$70. They have no collaboration features and work only with Microsoft Project.

Basecamp:

Online Project Management tool, which offers simple project management, but no advanced features such as those available in Microsoft Project. Does not integrate with Microsoft Project.

Marketing Plan:

We will focus on professional Project Management publications, online sales and, through a limited free offering, generate a word-of-mouth buzz:

- Online keywords through search engines
- Join Microsoft Partner Program
- Articles (WSJ, CIO, etc.)
- Gain awareness by giving away free limited edition to Open Source community
- Testimonials, referrals from customers

KaDonk, Inc. continued

Revenue Projections:

Based on our three-tier subscription model (Free Trial, Basic, Professional), combined with our low overhead, we expect to break-even in 2007:

- 2006: First release

Revenues: N/A

- 2007: Additional features

Revenues: \$1.2M

- 2008: Advanced features

Revenues: \$5.8M

Management Team:

Anders Heie

(President, Founder)

Dipanshu Sharma (Chairman)

(Founder V-Enable)

Advisors: Marco Thompson (WindRiver), Rajiv Kumar (Co-founder of Widcomm)

Lawyers: Wain Fishburn, Cooley Godward

The following companies were selected as Alternate Presenters:

Tavisys Consulting

Address:	10402 Camino San Thomas #M, San Diego, CA 92127
Venture Roundtable Presenter:	Serge Belongie
Title:	Co-inventor
Phone:	(858) 822-5163
Email:	sjb@cs.ucsd.edu
Website:	www-cse.ucsd.edu/~sjb
Industry/Sector:	Vehicle Surveillance, Security, Traffic Detection
Has a Company been Established?	
If so, when and what is the legal form:	Not yet. Tavisys is serving as the temporary organization, a Delaware or C corporation will be formed as investment funding is available for the MMR venture.
Stage of Development:	Concept/Proof of Concept
Amount of Capital Raised and Sources:	None
Current Investors:	None
Annual Revenue:	None
Number of Employees:	4

Company Overview:

Dedicated to deploying revolutionary vehicle recognition systems (HW+SW) for suspicious vehicle detection, and vehicle management applications.

Technology or Product Description:

Advanced computer vision techniques applied to the recognition of Make/Model/Year and various other vehicle characteristics, in addition to license plate information.

Industry Overview:

LPR (license-plate-only recognition) is the current state of the art, LPR spending is expected to grow to \$2B by 2009. LPR will be a subset of the MMR system capabilities and product offerings.

Tavisys Consulting continued

Competition:

Existing LPR companies and alternative technologies

Marketing Plan:

Sell direct to federal/state/local agencies, insurance companies, auto dealers, parking lot managers, etc.

Revenue Projections:

Not available.

Management Team:

Serge Belongie, Marshal Dhillon, Adam Fleming

Webmetrics

Address:	6150 Lusk Blvd Ste B200, San Diego, CA 92121
Venture Roundtable Presenter:	Tim Drees
Title:	CEO
Phone:	(877)524-8299x401
Email:	tdrees@webmetrics.com
Website:	www.webmetrics.com
Industry/Sector:	Internet Services
Has a Company been Established?	
If so, when and what is the legal form:	Corporation as of Oct, 1999.
Stage of Development:	Customers and Revenue
Amount of Capital Raised and Sources:	Bootstrapped with SBA
Current Investors:	Founders
Annual Revenue:	Confidential. Company is profitable.
Number of Employees:	25

Company Overview:

Webmetrics is dedicated to helping business achieve optimally performing internal and customer facing web applications in order to maximize employee productivity, reduce costly business process failures and maximize the web channel revenue.

Technology or Product Description:

We provide 24/7 website and web transaction monitoring via synthetic user experience simulations from a global monitoring network (SiteMonitor). We provide load testing for pre and post-product websites and web applications to ensure reliability and scale-ability. (SiteStress)

Industry Overview:

The web monitoring services and load testing segments can be classified as mature yet evolving. As new technologies such as web services, Software as a Service (SaaS) and mash-ups become increasingly popular, web monitoring services become more mission critical- poising the industry for a major growth spurt.

Competition:

Keynote Systems and Mercury Interactive both offer monitoring services as part of their solution sets. Both companies are large and publicly held, and not able to react to market trends as quickly as Webmetrics.

Webmetrics continued

Marketing Plan:

Marketing campaigns focus on cost-effective programs for online advertising, search engine optimization and email newsletters. We are beginning to expand our brand awareness by demonstrating thought leadership through white papers, aggressive PR, analyst relations and speaking engagements.

Revenue Projections:

2007: \$13.5M

2008: \$61M

2009: \$115M

2010: \$190M

Management Team:

Tim Drees, CEO & Co-founder

- Software Engineer and Entrepreneur w/ more than 10 year experience
- Systems Engineer for NaviSite Internet Services, managing million dollar ecommerce platform.
- Manager of Systems Integration department for Lockheed Martin Telemetry & Integration
- B.S. in Computer Science, UCSD

Doug Taylor, COO & Co-founder

- Engineer and Programmer w/ 10 years experience
- Helped bootstrap the company via NetworkSolutions investment & IPO (SAIC subsidiary)
- Served as Lead Engineer, SAIC
- B.S Business Information Systems, CalPoly

Peter Kirwan, Chief Marketing Officer

- Recent addition to Sr. Management Team
- Serial Entrepreneur & Internet Visionary
- Sold ServerCast to NaviSite and became CTO through \$30B IPO
- In charge of M&A for NaviSite, acquiring several companies

About the CONNECT Venture Roundtable

The CONNECT Venture Roundtable aims to introduce concepts in technology to the venture capital community. Today, San Diego businesses and investors thrive in a collaborative environment where the pathway to venture funding is more easily navigated by venture-ready companies. The new CONNECT Venture Roundtable was conceived to fill a void by connecting venture capitalists with all stages of technology - from the early stage, disruptive technologies emerging in their area of interest to the more advanced or venture-ready companies. By engaging the venture community early in the technology business development process, CONNECT hopes to not only introduce potential investments, but to also assist in building investment pipelines through the introduction of today's technologies poised to become the businesses of tomorrow.

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