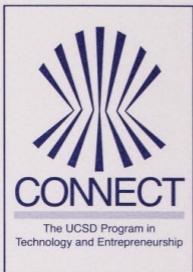




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Directory  
1988

UC San Diego Extension, X-001  
La Jolla, CA 92093  
(619) 534-6114



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## CONNECT: The UCSD Program in Technology and Entrepreneurship

CONNECT was started as a University-private sector partnership to serve the needs of high-tech entrepreneurs by linking them with the technical, financial, and managerial skills and resources which they need for success. In addition, CONNECT works with high-tech companies to foster innovation and entrepreneurship. Another important focus is to be a resource to University researchers interested in identifying commercial applications for their work.

CONNECT is entirely supported by fees charged for its programs and by funds from its sponsors, who are the leading banks, accounting firms, law firms, venture capital companies, financial institutions, investment bankers, real estate developers, financial printers, marketing firms, and high-tech companies.

CONNECT offers a series of lectures, courses, and seminars on a broad range of subjects related to starting and operating a high-tech enterprise. In addition, it provides individual counseling to high-

tech entrepreneurs who are seeking financing, developing marketing strategies, or looking for business services for their companies. The San Diego Technology Financial Forum, an annual event co-sponsored by CONNECT, brings venture capitalists and investment bankers from around the country to San Diego for the opportunity to hear 30 entrepreneurs present their business plans.

CONNECT has won two prestigious awards for its work with entrepreneurs. In 1987, the American College Testing Program/National University Continuing Education Association presented CONNECT with their annual award for the most innovative continuing education program in the country. The U.S. Small Business Administration recognized CONNECT Director William W. Otterson as the person in the southwest region who contributed the most to the development of entrepreneurship in 1986.

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## Staff:

The director of CONNECT is William W. Otterson, a successful entrepreneur best known as a founder of Cipher Data Products, Inc., now the leading supplier of computer tape drives. At CONNECT Otterson is called the "Entrepreneur-in-Residence." He is an investor in several high-tech companies and was past chairman of the San Diego Council of the American Electronics Association. He has a B.S. in engineering and an M.B.A. from Stanford University.

The associate director is Barbara Bry, who was a business writer for the Los Angeles Times. She has done consulting for Girard Capital, a San Diego-based venture capital firm, has served on the board of Girard Savings Bank, and is an investor in several high-tech companies. She has a BA. in sociology from the University of Pennsylvania and an M.B.A. from Harvard Business School.

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## CONNECT COMPANY MEMBERS

Agouron Pharmaceuticals, Inc.  
Brooktree Corp.  
Celerity Computing  
Computer Cognition  
DigiVision, Inc.  
Gen-Probe, Inc.  
Gensia Pharmaceuticals  
HNC, Inc.  
Immunetech Pharmaceuticals  
Microbio Resources, Inc.  
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QUALCOMM, Inc.  
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Valor Electronics

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Real Estate Development Firms  
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## ACCOUNTING FIRMS

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### ARTHUR ANDERSEN

John C. Arme, Managing Partner  
701 B Street, #1600  
San Diego, CA 92101  
(619) 699-6600

Arthur Andersen & Co. is an international accounting and consulting organization which provides tax, accounting and audit, management information consulting and professional education services to its clients through 226 offices in 49 countries. The San Diego office specializes in working with high-tech and government contracting companies.

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### ARTHUR YOUNG

Harry L. Casari, Partner  
110 West A Street, #1400  
San Diego, CA 92101  
(619) 238-1144

Arthur Young is an international accounting firm with a special interest in emerging businesses. The firm offers help with business plans, financial projections, and finding sources of equity as well as providing assistance with private placements and initial public offerings. Emerging business clients include Infrasonics, REMEC, Medical Imaging Centers, International Totalizator, Syntro Corporation, Pulse Engineering, Elgar Corporation, and Quidel.

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### COOPERS & LYBRAND

G. Steve Hamm, Partner  
401 West A Street, #1600  
San Diego, CA 92101  
(619) 232 8000

Coopers & Lybrand is one of the world's largest accounting and consulting firms, providing a wide variety of clients with accounting and auditing, taxation, management consulting, and employee benefits consulting. Coopers & Lybrand has offices in over 95 U.S. cities, and together with its member firms, has offices in 98 countries worldwide. High-tech clients in San Diego include Calbiochem, TeleSoft, Sanyo E&E, Decom Systems, Megahaus, Loral, DH Technology, and Kyocera.

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DELOITTE, HASKINS & SELLS

Robert Weaver, Partner  
701 B Street, #1900  
San Diego, CA 92101  
(619) 232-6500

Deloitte, Haskins & Sells is an international accounting and consulting firm. DH&S provides extensive assistance to emerging high-tech companies in the areas of financing, system consulting and networking resource. Key services to high-tech companies include assistance with mergers and acquisitions, raising venture capital, going public and structuring maquiladoras. In San Diego, DH&S serves a number of high-tech clients, including Cipher Data Products, Wavetek, Brooktree Corp., Gamma Metrics and ComStream Corp.

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ERNST & WHINNEY

Roy Brown, San Diego Office Managing Partner  
110 West X Street, Suite 1000  
San Diego, California 92101  
(619) 236-1100

Ernst & Whinney, an international "Big 8" public accounting firm, provides audit, tax and business advisory services. The Privately Owned and Emerging Business (POEB) department of the San Diego office is fully dedicated to serving the various needs of emerging companies. Current clients include Hybritech, Horizons Technology, Inc., Talaris Systems, Camino Labs, IVAC, Computer & Communications Technology Corp., Cubic Corporation, and Maxwell Laboratories.

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McGLADREY & PULLEN

David Diamond, Partner  
4025 Camino Del Rio South, #100  
San Diego, CA 92108  
(619) 280-3022

McGladrey & Pullen is a national accounting and consulting firm specializing in "future-oriented services," including assistance with capitalization and financing strategies, public offerings and private placements, mergers and acquisitions and general business consulting. Clients include Focus 21, Thomas Technologies, Systems Exploration and Allenbach Industries.



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PEAT MARWICK

Paul Richey, Managing Partner  
225 Broadway, Suite 1400  
San Diego, CA 92101  
(619) 233 8000

Peat Marwick is an international accounting, tax, and management consulting firm with local, regional, and national practices devoted to serving electronic, medical and biotechnology-based businesses, including start-up, private, and public companies. Technology-based clients in San Diego include Gen-Probe, Incorporated, Kaypro Corporation, and Siratagene.

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PRICE WATERHOUSE

Tom Darcy, Partner  
600 B Street, #1600  
San Diego, CA 92101  
(619) 231-1200

Price Waterhouse is an international accounting firm with two offices in San Diego and over 125 employees. The Comprehensive Professional Services Department provides a full spectrum of specialized services to rapidly growing companies and entrepreneurs, particularly in the high-technology area. High technology clients include Science Applications International Corp., Synbiotics Corp., Agouron Pharmaceuticals, Inc., General Atomics, and Spectragraphics Corp., among others.

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TOUCHE ROSS & CO.

James R. Farns, Jr., Managing Partner  
401 B Street, #1400  
San Diego, CA 92101-4237  
(619) 544 4400

Touche Ross & Co. is one of the "Big 8" international accounting, tax and consulting firms. Professional financial services ranging from first stage business plan development through securities registration have been provided to numerous companies some of which include Beeba's Creations, Inc., Westbridge Research Group, Inc., V-Tech, Inc, Versaflex Delivery Systems, Inc., LSL Biotechnologies, Inc. and Pacific Communication Sciences, Inc.

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WEST JOHNSTON TURNQUIST & SCHMITT

James H. West, Partner  
2550 Fifth Avenue, #109  
San Diego, CA 92103  
(619) 234 6775

The firm has extensive experience in audit  
ing as well as a broad background in taxation.  
The firm also offers services in management  
consulting, accounting on litigation matters,  
business evaluations, and other specialized ser-  
vices. Audit clients include construction com-  
panies, retail, wholesale, service organizations,  
and non-profit organizations.

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## ADVERTISING AND PUBLIC RELATIONS FIRMS

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KENNETH C. SMITH & ASSOCIATES

Kenneth C Smith, President and CEO  
2223 Avenida de la Playa  
La Jolla, CA 92037  
(619) 459-4155

Kenneth C. Smith & Associates (KCS&A) is  
one of San Diego's largest full-service advertis-  
ing agencies. Some accounts include Scripps  
Memorial Hospitals Group, Daiwa Fishing Tackle,  
Imperial Corporation of America, San Diego  
Economic Development Corporation, Nissan  
(San Diego and Arizona), Taco Bell, Equitable  
Life Leasing, and Harrah's Hotel & Casino.

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MENTUS, INCORPORATED

Kay Bosco, Vice President, Marketing 6349 Nancy Ridge Drive  
San Diego, CA 92121  
(619) 455-5500

Mentus is a full-service marketing communications agency dedicated to the biotechnology, electronics, and aerospace industries. Mentus has experience in corporate identities, sales promotion and collaterals, advertising, telemarketing and direct mail, collaborative marketing planning, annual reports, and public relations. Clients include Hughes Network Systems, Hybritech, MTE Associates, Gen-Probe, M/A-Com Government Systems, and Mycogen.

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PATRICK J. MURPHY ADVERTISING

Patrick J. Murphy, President  
1875 East Valley Parkway  
Escondido, CA 92027  
(619) 489-6200

PJMVA is a full-service agency specializing in high-tech, financial and medical accounts. It assists in product development, marketing plans and introductions, providing ongoing public relations and effective long-term campaigns. The Emerging Business Division offers services tailored to companies making their initial launch. Clients include TEST, Intelligent Medical Systems, Cabinet Vision, and SYSTRAN.

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## CORPORATE REAL ESTATE ADVISORS

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GOLDMAN FERGUSON PARTNERS

David R Ferguson, Partner  
701 B Street, #1300  
San Diego, CA 92101  
(619) 231-9907

Goldman Ferguson Partners, Corporate Realty Advisors, acts as real estate advisors to major San Diego corporations and to emerging companies. The company does not represent landlords, developers, or market property. All efforts are focused on advising and representing corporations on their real estate needs independent of any conflict of interest,

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## ECONOMIC DEVELOPMENT AGENCIES

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### SAN DIEGO ECONOMIC DEVELOPMENT CORPORATION

Dan Pegg, President  
701 B Street, #1850  
San Diego, CA 92101  
(619) 234-8484

The San Diego Economic Development Corporation is a private, non-profit organization whose mission is to create jobs in the San Diego area. This is done through working with local firms in helping them to expand, as well as companies considering locating to the area.

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## FINANCIAL INSTITUTIONS

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### BANK OF AMERICA

Robert A. Tjosvold, Regional Senior Vice President  
450 B Street, #1900  
San Diego, CA 92101  
(619) 230-5050

Bank of America is San Diego's largest financial services institution, serving the area for over 50 years, from traditional deposits and credit products, to capital markets, trade finance and cash management services. High-tech relationships include Cipher Data Products, ISSCO, Hybntech, Kyocera, Remec, Gen-Probe, SAIC, Valor, and many more.

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CITICORP INC.

Richard Birtkau, Vice President  
401 West A Street, #1805  
San Diego, CA 92101  
(619) 699-4153

Citicorp is America's largest financial services company with \$203.6 billion in assets with offices in 91 countries. It serves the financial needs of individuals, households, small and growing companies, local corporations, multinational corporations, financial institutions, governments, and real estate firms.

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IMPERIAL BANK

Jed Harris, Vice President  
Commercial Loan Officer  
701 8 Street  
San Diego, CA 92101  
(619) 239-7741

As the 10th largest bank in California, Imperial Bank offers full-service banking services to the commercial and wholesale business community. High-tech clients in the San Diego market include Decom Systems, Inc., Computer Accessories Corp., Form Physics Corporation, Comslfeam Corp., Diatron, Inc., Medical Imaging Centers of America, Inc., Dimensional Circuits, Inc., and Pulse Engineering.

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IMPERIAL CORPORATION OF AMERICA

Richard J. Roncaglia, Vice President, Corporate Equity  
P.O. Box 23036  
San Diego, CA 92123 0036  
(619) 292-3000

Imperial Corporation of America is one of the nation's largest publicly held financial services companies with assets of \$10.9 billion at the end of 1987. Recently, ICA created a corporate equity investment capability to focus on investments in expansion-stage companies. The company has completed investments in Cross point Partners III, Wed bush Capital Partners, The Blackstone Fund, and Equity-Linked Investors-II Fund. Direct investment opportunities are presently under review.

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#### TORREY PINES BANK

Christopher L. Skillern, Vice President  
245 Santa Helena  
Solana Beach, CA 92075  
(619) 755-0173

Torrey Pines Bank is the third largest bank headquartered in San Diego County with assets exceeding \$350 million. The bank focuses on the needs of emerging mid-market firms and their executives. High-tech clients include Biomagnetic Technologies, General Biometrics (Datagene), Cymer Lasers, National Circuits, Circuit Test, and Silicon Beach Software.

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## FINANCIAL PRINTERS

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#### PANDICK CALIFORNIA INC.

Brock Telia, Vice President, Sales  
701 B Street #1300  
San Diego, CA 92101  
(619) 286-6505

Pandick California Inc. provides complete and comprehensive printing services to the financial, legal, and corporate communities. The company primarily engages in financial printing, which consists of typesetting, preparation, and printing of registration statements, prospectuses, and offering circulars. Clients include many of San Diego's publicly held companies.

---

#### SORG PRINTING COMPANY

Michael Davis, Account Executive  
401 West A Street, #120  
San Diego, CA 92101  
(619) 544-9888

Sorg is the oldest financial printer in the United States. The firm provides financial printing for high-tech and biomedical companies going public or who are already public. Offices are located in San Diego, Newport Beach, Los Angeles, Palo Alto, San Francisco, Seattle, Minneapolis, Chicago, Washington, DC, Hartford, and New York.

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## HIGH-TECH COMPANIES

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AGOURON PHARMACEUTICALS, INC.  
Peter Johnson, President and CEO  
H025 North Torrey Pines Road  
La Jolla, CA 92037  
(619) 535-5500

Agouron Pharmaceuticals, Inc. designs and develops drugs that are engineered to provide significant advantages in treating major human diseases. Founded in 1984, Agouron became a public company in 1987 and is pursuing a long-term plan to establish itself as an independent pharmaceutical firm. The company has pioneered an inter-disciplinary drug design technology based upon the three-dimensional structure of proteins that play key roles in disease processes.

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BROOKTREE CORPORATION  
James A. Bixby, President  
9950 Barnes Canyon Road  
San Diego, CA 92121  
(619) 452 7580

Formed in 1981, Brooktree Corporation designs, develops and markets high performance data conversion and mixed signal (analog/digital) devices based on a proprietary design technology which allows system designers to integrate complex, high performance analog and digital functions on a single chip using standard CMOS or bipolar manufacturing technologies.

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CELERITY COMPUTING  
Steve Vallender, President  
9692 Via Excelencia  
San Diego, CA 92126  
(619) 271-9940

Celerity Computing, founded in 1983, manufactures and distributes two series of high-performance scientific and engineering computer systems. Celerity's first product series, the C1200 distributed systems, are supermini class computers. The Celerity 6000, Celerity's more powerful line of departmental supercomputers,

provides engineers and scientists with even more power for computer-intensive applications such as mechanical computer-aided engineering, imaging and animation, and scientific research.

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COMPUTER COGNITION

Pamela Coker, Ph.D., President  
6696 Mesa Ridge Road  
San Diego, CA 92121  
(619) 453-6660

Computer Cognition has developed and sells sophisticated commercial software applications. The company also conducts research and development in the area of advanced artificial intelligence systems. Commercial products include ACUCOBOL® and ACUITY v general accounting, wholesale distribution, manufacturing, and project job cost systems. In artificial intelligence, the company has developed the Context Activated Memory Device (patent pending) which is capable of understanding English. There are 29 employees.

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DIGMSION, INC.

John D. Cambon, President  
5626 Oberlin Drive  
San Diego, CA 92121  
(619) 458 -tm

DigiVision, Inc. manufactures and sells electronic imaging products to the health care industry. DigiVisions products are used in a wide variety of interventional and diagnostic clinical procedures to enhance medical images. The Company was founded in 1982 and currently employs 25 people.

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FISHER-SCIENTIFIC GROUP INC.

Richard Cramer, Chairman and CEO  
11255 North Torrey Pines Road  
La Jolla, CA 92037  
(619) 457-3565

Fisher-Scientific Group Inc., a technology-driven company, supplies a broad spectrum of essential products for the medical and research industries.



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GEN-PROBE INCORPORATED

Thomas A. Bologna, President and CEO 9880  
Campus Point Drive  
San Diego, CA 92121  
(619) 546-8000

Gen-Probe is a leader in the development, manufacture, and marketing of clinical products based upon proprietary genetic probe technology. Gen-Probe has focused its initial development programs on infectious disease diagnostic products, followed by cancer and viral diagnostics and therapeutic applications. Current customers include Roche Biomedical Laboratories, Memorial Sloan-Kettering Cancer Center, and UCLA Medical Center.

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GENSIA PHARMACEUTICALS

David Hale, President  
11075 Roselle Street  
San Diego, CA 92121-1207  
(619) 546-8300

Gensia Pharmaceuticals is a biopharmaceutical company formed in 1986 to discover, develop, manufacture, and market novel drugs for the treatment and diagnosis of human diseases, with focus on the treatment and diagnosis of cardiovascular disease, and the treatment of cerebrovascular, neurological and inflammatory disease. The company was founded based on technology discovered at UCSD.

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HNC, INC.

Robert L. North, President  
5501 Oberlin Drive  
San Diego, CA 92121  
(619) 546-8877

HNC, Inc., formerly Hecht-Nielsen Neuro-Computer, was founded in October 1986 by Dr. Robert Hecht-Nielsen and Todd Gutchow. HNC is the first company solely devoted to supplying neural network hardware, software, applications training, and customer support to commercial and aerospace/defense industries. Neurocomputers, the hardware implementation of neural networks, are self-programming computer systems whose structure resembles that of the brain and nervous system.

---

HYBRITECH INCORPORATED

Donald Grimm, President  
11085 Torreyana Road  
San Diego, CA 92121  
(619) 455-6700

Hybriftech Incorporated is a worldwide research-based corporation that develops, manufactures, and markets human medical diagnostic products utilizing monoclonal antibodies. Hybritech is also engaged in the research and development of therapeutic products from monoclonal antibodies.

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IMMUNETECH PHARMACEUTICALS

Gordon V Ramseier, President  
11045 Roselle Street  
San Diego, CA 92121  
(619) 457-2553

Immunetech Pharmaceuticals was founded in 1981 and employs 80. The company is pioneering the discovery and commercialization of small peptides for the treatment of human immune system abnormalities. The company's first compound, pentigetide, is an anti-allergy product line which is awaiting FDA approval. The second product, TCMP-80, for autoimmune diseases, will begin human testing on multiple sclerosis during 1988.

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KAYPRO CORPORATION

David Kay, President  
R.O. Box N  
Del Mar, CA 92014  
(619) 481-4300

Kaypro Corporation develops, manufactures, and supports a wide range of quality microcomputer systems. The company markets its general purpose computers primarily to businesses and professionals. Currently, the company has over 500 employees.

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MICROBIO RESOURCES, INC.  
Dexter W Gaston, Jr., President  
6150 Lusk Blvd., B 105  
San Diego, CA 92121  
(619) 587-0600

Microbio Resources is a biotechnology company dedicated to the commercialization of products from algae. Microbio produces provatene<sup>®</sup>, an all natural beta carotene concentrate, and is currently focusing its attentions upon the use of natural carotenoids as nutritional supplements, food colorants, and animal feed ingredients.

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MYCOGEN CORPORATION  
Deborah J. Ferris  
Director, Public and Shareholder Relations 5451  
Oberlin Drive  
San Diego, CA 92121  
(619) 453 8030

Mycogen Corporation develops bio-pesticides to protect agricultural crops from insect and weed damage. Founded in 1983, Mycogen was the first company to receive approval from the EPA to field test a microbial bio-pesticide product developed with recombinant DNA techniques. Mycogen's products are based on microorganisms and the biotoxins they produce. These products effectively eliminate targeted weeds and insects but do not harm other closely related plant species or beneficial insects. Since Mycogen products are developed from natural agents, they are safer to use and more environmentally compatible than chemical pesticides.

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QUALCOMM INCORPORATED  
Dr. Irwin M. Jacobs, President and CEO  
10555 Sorrento Valley Road  
San Diego, CA 92121  
(619) 587 1121

QUALCOMM specializes in telecommunications and information processing to provide systems design, research, development, and manufacturing services for a broad range of satellite, airborne, and terrestrial applications for both government and commercial applications. QUALCOMM began operations in July 1985. Two of the founders, Dr. Irwin M. Jacobs and Dr. Andrew J. Viterbi, Chief Technical Officer, were the founders of Linkabit Corporation.

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#### QUIDEL

Joseph Stemler, President and CEO  
11077 N. Torrey Pines Road  
La Jolla, CA 92037  
(619) 450-1533

QUIDEL is a biotechnology company with a strong science base in immunology protein chemistry, and molecular biology in both diagnostics and therapeutics. It produces rapid immunodiagnostic assays such as tests for pregnancy, fertility, Strep A, allergies, and bovine progesterone, which require no instrumentation for the professional and home health care markets. Therapeutics are targeted for the treatment of allergy, allergic asthma, and autoimmune diseases.

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#### ROHR INDUSTRIES, INC.

Dr. Alek Mikolajczak, Vice President, Technology & New Products  
P.O. Box 878  
Chula Vista, CA 92012-0878  
(619) 691-2478

Rohr, a leading aerospace supplier, provides propulsion system integration, design, development, manufacturing, and support services to the aerospace industry worldwide. Rohr conducts product research and development in advanced composites and metals, high-temperature materials, acoustics and manufacturing processes for existing and future applications.

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#### SCIENCE APPLICATIONS INTERNATIONAL CORPORATION, INC.

Dr. J.R. Beyster, President  
10260 Campus Point Drive  
San Diego, CA 92121  
(619) 546-6503

Science Applications International Corporation (SAIC) was started in San Diego 19 years ago as an ownership sharing company. A high-technology company, SAIC's business is largely research and development. Its employees now number nearly 7,000 throughout the U.S. While maintaining an annual growth rate of about 15-20%, SAIC remains employee-owned and committed to that concept.

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SCIENTIFIC COMPUTER SYSTEMS CORPORATION  
Barry Rosenbaum, President and CEO 10180  
Barnes Canyon Road  
San Diego, CA 92121  
(619) 546-1212

Scientific Computer Systems Corporation (SCS) is a privately held company founded in 1983 that manufactures, sells and services the SCS-40, the fastest near-supercomputer and only true Cray-compatible system available to day. Currently, systems are installed in Fortune 500 companies, government laboratories and universities. The SCS system achieves 50 to 300 percent faster performance than comparably-priced competitive systems by virtue of its unique architecture that includes a patented, high-speed bus structure.

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SYNBIOTICS CORPORATION  
Edward I Maggio, Ph.D., President  
natViaFrontera  
San Diego, CA 92127  
(619) 451-3770

Synbiotics is a leading biotechnology company applying proprietary monoclonal antibody technology to the commercialization of human and veterinary products useful in diagnosis, prevention, and treatment of disease. The firm currently markets nine products. For the future, it is establishing a leadership position in anti-idiotypic monoclonal antibody technology. The company was founded in 1982, employs 119 people, and has recently completed a profitable fiscal year.

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SYNTRO CORPORATION  
Cam Garner, President  
10655 Sorrento Valley Road  
San Diego, CA 92121  
(619) 453-4000

Syntro uses the tools of modern biotechnology to produce products for animal health market, specialty chemicals, and human health markets. Syntro's first products, vaccines against diseases of swine, cattle, and poultry, are being produced and marketed from SyntroVet, a subsidiary located near Kansas City, Kansas. Founded in 1981, Syntro currently has 90 employees.

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SYSTECH CORPORATION  
Dean B. McDaniel, President  
6465 Nancy Ridge Drive  
San Diego, CA 92121  
(619) 453 8970

Systech Corporation is a producer of data communication products for the OEM computer market. The company, which was started in 1981, currently has 150 employees and sells its products internationally.

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TALARIS SYSTEMS INC.  
Lawrence J. Alves, Vice President, Finance & Administration  
6059 Cornerstone Court West  
PO. Box 261580  
San Diego, CA 92126  
(619) 587 0787

Talaris Systems Inc. develops advanced laser printing systems and markets them to businesses and organizations needing solutions for quality in-house document preparation and production. Talaris recently developed a sophisticated new laser printer architecture designed to support local area printing in a networked or multi-user computing environment. Founded in January 1983, Talaris has 90 employees.

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TEST, Inc.  
Gloria Ma, Chairman  
4025 Avati Drive  
San Diego, CA 92117  
(619) 272 2299

TEST is a manufacturer of instruments used to measure critical, physical properties of composite materials. The company's customers include aerospace manufacturers, automotive manufacturers, sporting goods manufacturers, composite material suppliers, government agencies, universities and research institutions.

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VALOR ELECTRONICS  
Jack VanderKnyff, President  
6275 Nancy Ridge Drive  
San Diego, CA 92121  
(619) 458-1471

Valor is a rapidly growing magnetic technology-based company which produces components and subsystems for the computer and communications market. Valor has strong off-shore manufacturing in Mexico, Hong Kong, and China.

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## INVESTMENT BANKING FIRMS

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FIRST AFFILIATED SECURITIES  
William Patton, Senior Vice President 6970  
Miramar Road  
San Diego, CA 92121  
(619) 578-9030

First Affiliated Securities, Inc. is a subsidiary of FAS/Bekhor International, Inc. FAS is a full-service nationwide investment banking firm with over 200 offices. FAS has arranged financing for many firms including International Totalizator, Women's Health Centers, and Decom Systems.

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SORRENTO ASSOCIATES, INC.  
Robert M. Jaffe, President  
401 West A Street, #604  
San Diego, CA 92101  
(619) 237-0500

Sorrento Associates is a San Diego-based investment banking and venture capital firm. The company specializes in private placements and mergers and acquisitions. It also manages an \$8.5 million venture capital fund which concentrates on investing in companies located in the southwestern United States. Clients and portfolio companies include Comstream Corporation, Laser Power Corporation, Lumonics Inc., Souplanfation, Telephone and Data Systems Inc., and Pacific Communications Sciences, Inc.

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## LAW FIRMS- GENERAL

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### BROBECK, PHLEGER & HARRISON

Craig Andrews, Partner  
225 Broadway, Suite 600  
San Diego, CA 92101  
(619) 234-1966

The San Diego office of Brobeck, Phleger & Harrison specializes in representing start-up ventures, emerging growth companies and venture capital funds, and has particular expertise in biotechnology and electronics. Companies represented include Gen-Probe, Inc.; Immunotech Pharmaceuticals; Elgar Electronics Corporation; IDEC Pharmaceuticals; Mycogen Corporation; Bio-Magnetic Technologies; Progenx, Inc.; Biosym Technologies; and Enter Computer.

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### DALE & LLOYD

William J. Dale, Partner  
9404 Genesee Avenue, #300  
La Jolla, CA 92037  
(619) 4571100

Dale & Lloyd is a general practice law firm with a section devoted to formation and development stage businesses which includes public and private securities offerings. High-tech clients include Westbridge Research Group, TEST, Inc., Robot Research, Distributed Communications Corp., Data Trek, inc., Chopp Computer, Tech. Inc., and Artecon, Inc.

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### GRAY CARY AMES & FRYE

T. Knox Bell, Partner  
401 B Street, #1700  
San Diego, CA 92101  
(619) 699-2787

Gray, Cary, Ames & Frye is San Diego's largest law firm with over 150 attorneys organized into seven specialty departments. An inter-departmental group specifically focuses on the needs of start-up and emerging companies. High-tech clients include Wavetek Brooktree Corp., Computer Accessories Corp., Telios Pharmaceutical, Comstream Corp., Talaris Systems, Four Pi Systems, and Xytronyx.



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HIGGS, FLETCHER & MACK  
Patrick D. Webb, Partner  
401 West 'A' Street, Suite 2000  
San Diego, CA 92101-7908  
(619) 236-1551

Higgs, Fletcher & Mack, with more than 70 attorneys, has an interdisciplinary practice focusing on high-technology companies' needs in evaluating and negotiating computer contracts, resolving disputes between computer users and vendors, and litigating unfair competition and trade secret cases. Representative clients include Rohr Industries, Synergy Microsystems, Spin Physics, Eastman Kodak, Organization Systems, Inc., and Maxon Technologies.

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JENNINGS, ENGSTRAND & HENRIKSON  
Matthew Gertinger  
2255 Camino Del Rio South  
San Diego, CA 92108  
(619) 557-7644

Jennings, Engstrand & Henrikson (JEH) is one of San Diego's oldest and largest law firms. The firm offers a broad range of legal services including general business and corporate law, civil litigation, and public agency law. JEH has offices in Mission Valley and in downtown San Diego,

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LATHAM & WATKINS  
Kenneth M. Poovey, Partner  
701 "B" Street, Suite 2100  
San Diego, CA 92101  
(619) 235-1234

Latham & Watkins is a national law firm with a 46-attorney office in San Diego specializing in corporate/securities law, real estate and finance, employment law, environmental law, tax and litigation. High-tech clients include start-up and emerging companies as well as large multi-national companies including National Semiconductor Corporation, Hybritech Clinical Partners, Ltd., Hughes Aircraft Company, Precision Aerotech, Inc., Emerald Systems Corporation, Cytotech, Inc., Pacific Communication Systems, Inc., and International Totalizator Systems.

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LUCE, FORWARD, HAMILTON & SCRIPPS  
William L. Hoese, Partner  
4250 Executive Square, #700  
La Jolla, CA 92037  
(619) 535-2611

Luce, Forward, Hamilton & Scripps represents the full spectrum of services and proven expertise necessary to meet the diverse needs of emerging and established high-tech companies: including business formation, financing, taxation, patents and licensing, labor and international trade transactions. Clients include Vitarel MicroElectronics, NAPP Systems, and Pulse Engineering.

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MACDONALD, HALSTED & LAYBOURNE  
Donald Joseph, Partner  
101 West Broadway #1200  
San Diego, CA 92101  
(619) 236-1441

Macdonald, Halsted & Laybourne is a corporate and commercial full-service law firm with offices in San Diego and Los Angeles. Among others, the San Diego office performs services for Hybntech, IVAC, General Biometrics, Ventana Growth Fund, and Dura Pharmaceuticals. In addition, the San Diego office has extensive experience in the reorganization and recapitalization of troubled companies.

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PROCOPIO, CORY HARGREAVES AND SAVITCH  
M. Wainwright Fishburn, Jr., Partner  
530 B Street, Suite 1900  
San Diego, CA 92104  
(619) 238-1900

Procopio, Cory, Hargreaves and Savitch is one of downtown San Diego's long-standing commercial services law firms. A multi-disciplinary team of lawyers has placed particular emphasis on representation of emerging and operating companies in Southern California. Representative technology clients include Synthetic Genetics; Corvas, Inc.; Advanced Medical Modeling Systems; LTI Biomedical; Insight Electronics; and Data Based Solutions, Inc., publishers of Data Based Advisor.

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SELTZER CAPLAN WILKINS & McMAHON

David J. Dome, Partner  
3003 Fourth Avenue  
San Diego, CA 92103  
(619) 295-3003

SELTZER CAPLAN WILKINS & McMAHON is a general practice law firm with over 45 attorneys who practice in various specialties. Attorneys work with start-up technology companies in many areas, including formation, capitalization, acquisition, and copyright protection. Seltzer Caplan Wilkins & McMahon represents a broad group of emerging high-technology companies and venture capital clients.

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SHEPPARD, MULLIN, RICHTER & HAMPTON John R.

Bonn, Corporate and Tax Partner  
701 B Street, 10th Floor  
San Diego, CA 92101  
(619) 239 3669

Sheppard, Mullin, founded in 1927, is a nationally recognized firm of over 200 attorneys with offices in Los Angeles, Newport Beach, San Diego, and San Francisco. The firm represents issuers, investment bankers, and financial institutions in connection with corporate finance, banking, venture capital and securities transactions, both domestic and international.

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SPENSLEY HORN JUBAS & LUBITZ

John Land & Craig Johnson, Resident Partners 101  
West Broadway Suite 1980  
San Diego, CA 92104  
(619) 696-0567

SHJ&L represents the general needs of technology-oriented enterprises. Areas of practice: patent, copyright, trade secret, trademark, licensing, business formation, corporate, securities, commercial, employee relations, and international trade law, and related litigation. Languages: Japanese, Chinese, Korean, Spanish, French, and German. Offices: San Diego, Los Angeles, Costa Mesa, and Washington, DC. Clients include C Itoh; Emulex; Kyocera; Loral Electronics; Symbion; Western Digital.

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## LAW FIRMS- INTELLECTUAL PROPERTY

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### BAKER, MAXHAM & JESTER

Lawrence A. Maxham, Partner  
HO West C Street, #1202  
San Diego, CA 92101  
(619) 233-9004

Baker, Maxham & Jester is a San Diego-based patent and trademark law firm, offering domestic and foreign representation. Established high-tech clients include Cipher Data Products, Datagraphics, Gould Electronics, Megatek, Nissan Design International, Rohr Industries, and Tacan Aerospace Corporation. The firm also represents many start-up and emerging high-tech companies.

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### BROWN, MARTIN, HALLER & MEADOR

Terrance A. Meador, Partner  
110 West "C" Street, #1300  
San Diego, CA 92101  
(619) 238-0999

Brown, Martin, Holler & Meador, San Diego's oldest and largest patent law firm, provides patent, trademark copyright and other intellectual property legal services to local high-tech companies such as Scientific Computer Systems, Touch Technologies, Qualcomm, Oaysys, LTI, Biomedical, DigIVision, American Innovision, International Totalizator Systems, AMCC, Underwater Kinetics, and Stratagene.

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DRESSLER, GOLDSMITH, SHORE, SUTKER &  
MILNAMOW, LTD.

Stanley A. Becker

Douglas A. Bingham

11300 Sorrento Valley Road, #200

San Diego, CA 92121

(619) 546-1555

Dressler, Goldsmith is a national firm of over 20 attorneys specializing in the practice of intellectual property law with particular emphasis in the biotechnology electronics, computer, and medical fields. The firm has offices in Chicago, San Diego, and Washington, DC. Among the firm's clients are Scripps Clinic and Research Foundation, Johnson & Johnson, Baxter Travenol, Helene Curtis Industries, Dennis Connor Sports Inc., Clonetics, Pharmacia Genetic Engineering, Personal Computer Products Inc., and Weyerhaeuser.

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KNOBBE, MARTENS, OLSON & BEAR

William Bunker, Partner

101 West Broadway, #1640

San Diego, CA 92101

(619) 235-8550

Knobbe, Martens, Olson & Bear is the largest intellectual property law firm in Orange and San Diego counties with nearly 30 attorneys specializing in domestic and international patent, trade secret, trademark and copyright matters, including related litigation and licensing. High-tech clients include: Cyfotech, Pacific Biotech, Vical, Battelle, USC, Four Pi Systems, Comstream, DEI, Systech and Robot Research.

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SPENSLEY HORN JUBAS & LUBITZ

John Land & Craig Johnson, Resident Partners 101

West Broadway, Suite 1980

San Diego, CA 92101

(619) 696-0567

SHJ&L represents the general needs of technology-oriented enterprises. Areas of practice: patent, copyright, trade secret, trademark, licensing, business formation, corporate, securities, commercial, employee relations, and international trade law, and related litigation.

Languages: Japanese, Chinese, Korean, Spanish, French, and German. Offices: San Diego, Los Angeles, Costa Mesa, and Washington, DC. Clients include: C. Itoh; Emulex; Kyocera; Loral Electronics; Symbion; Western Digital.

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## REAL ESTATE DEVELOPMENT FIRMS

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### McKELLAR DEVELOPMENT OF LA JOLLA

Christopher S. McKellar, President  
1250 Prospect Street, Suite 103  
La Jolla, CA 92037  
(619) 459-3891

Of all San Diego real estate development firms which both build and market residential, commercial office and industrial/special use properties, McKellar Development of La Jolla is the largest. Its biotechnical and "dry" research clients include Quidel, Systech, Xytronyx, Scripps Clinic and Research Foundation, Sybia, Physical Dynamics, 4th Generation Technology, La Jolla Institute, Clinetics (Orange County), Techniclone (Orange County), and Pharmacia.

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### NEXUS DEVELOPMENT CORP.

Maureen O'Connor, Vice President  
6333 Greenwich Drive  
San Diego, CA 92122  
(619) 587-2100

Nexus is a full-service real estate development firm specializing in office and research and development parks. Tenants include General Dynamics, Ormcon Corp., Photon Research Associates, Vical Inc., Texas Instruments, and American Defense Systems.

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#### SNYDER-LANGSTON BUILDERS

John S. Christiansen, Marketing Manager  
701 8 Street, #560  
San Diego, CA 92101  
(619) 232-7332

Snyder Langston Builders meets the high-tech/biotech facility owners need for specialized construction management and general contracting services. Clients for which The company has provided research and development manufacturing facilities include Hybritech, Scripps Clinic and Research Foundation, Sorrento Electronics, and General Instruments.

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#### HE PHAIR COMPANY

Jeffrey D. Phair, President  
900 Lane Avenue  
Chula Vista, CA 92013  
(619) 421-4000

The Phair Company is a full-service real estate company that provides facilities planning and construction services to emerging businesses in San Diego County. The company assists businesses in identifying facility requirements (size, location, tenant improvements) and then custom builds the facility on a lease with option to purchase basis.

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#### TRAMMELL CROW COMPANY

Steve Williams, Managing Partner  
701 B Street, #200  
San Diego, CA 92101  
(619) 230-1600

Trammell Crow is the nation's largest privately held real estate development and management firm. The company owns and/or manages more than \$14 billion of commercial, residential and specialized real estate properties, including 275 million square feet of commercial space, 80,000 apartment units, 26 hotels, 10 hospitals, 4 million square feet of public distribution centers, and 4 million square feet of market centers.

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## VENTURE CAPITAL COMPANIES

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### 3i VENTURES

Richard Schneider, Principal  
450 Newport Center Drive, #250  
Newport Beach, CA 92660  
(714) 720-1421

3i Ventures provides start-up and early stage financing to companies in high growth industries such as biotechnology, computers, electronics, healthcare, industrial automation and telecommunications. Current portfolio companies include Cytotech, Gensia, Viagene, Camino Labs, Immunetech, Biomagnetic Technologies, Athens, and Progenx.

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### ASSET MANAGEMENT COMPANY

John Shoch, Partner  
2275 East Bayshore Road, #150  
Palo Alto, CA 94304  
(415) 494 7400

Asset Management Company is a 23 year old venture capital firm focusing primarily on early stage technology investments. Past and current portfolio companies include Hybritech, IDEC, Amgen, Archive, and Applied Micro Circuits.

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### AVALON VENTURES

Kevm J. Kmsella Managing General Partner  
1020 Prospect Street, #405  
La Jolla CA 92037  
(619) 454-3803

Avalon Ventures is a private venture capital imited partnership which targets high growth, high technology areas for investment. The firm makes investments only in the pre-start-up stage of financing. Companies which Avalon Ventures has founded include NeoRx Corporation, Spectragraphics, ANSA Software, Athena Neurosciences, and Synoptics, Inc,



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**BiOVEST PARTNERS**

Howard E. (Ted) Greene, Jr., General Partner  
12520 High Bluff Drive  
San Diego, CA 92130  
(619) 481-8100

Biovest Patners is a venture capital firm focusing on early stage financing of technology in the human health care area. Limited partners are the Hillman Company Suffer Hill Ventures, and Stanford University. Current portfolio companies include PYXIS, Vical, Cytel, Amylin, Neurex, and Biosite Diagnostics.

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**BURR, EGAN, DELEAGE & CO.**

Thomas E. Winter, Partner  
575 Anton Boulevard, #440  
Costa Mesa, CA 92626  
(714) 557-9250

Burr, Egan, Deleage & Co, is a private venture capital firm with more than \$300 million under management. The company primarily invests in electronics, biomedical, and broadcast communications projects, as well as new ideas in many fields. The firm invests in seed, start up, and later stage companies. Past investments include Genentech, Tandem, Chiron, Triad, Print-ronix, and Federal Express.

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**CROSSPOINT VENTURE PARTNERS**

Robert Hoff, General Partner  
4600 Campus Point Drive, #103  
Newport Beach, CA 92660  
(714) 852-1611

Crosspoint Venture Partners, a venture capital partnership, provides initial "seed" start-up capital and entrepreneurial management assistance for new technology and health care business opportunities. Investments range from \$50,000 to \$3 million. Past investments include Inmac, Personal CAD Systems, Cubicomp, Vitaphore, Neurocare, and Athens.

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#### DOMAIN ASSOCIATES

Jennifer H. Lobo, General Partner  
One Palmer Square  
Princeton, NJ 08542  
(609) 683-5656

Domain Associates provides early-stage financing and organizational support to technology-based companies participating in the health care, chemical, and pharmaceutical industries. Investments in San Diego include Biomagnetic Technologies, Inc., Camino Laboratories, Cytotech, Inc., Gensia Pharmaceuticals, Immunetech Pharmaceuticals, and Viagene, Inc.

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#### ENTERPRISE PARTNERS

James H. Berglund, General Partner  
7855 Ivanhoe, #300  
La Jolla, CA 92037  
(619) 454-8833

Enterprise Partners is a venture capital firm which makes a broad range of investments in Southern California companies. Current portfolio companies include Biomagnetic Technologies, Inc., Tokos Medical Corporation, Elgar Corporation, National Medical Homecare, Inc., Progenx, Inc., Aspen Diagnostics, and Lab Support, Inc.

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#### FAIRFIELD VENTURE PARTNERS

Ned Olivier, General Partner  
650 Town Center Drive, #810  
Costa Mesa, CA 92626  
(714) 754 5717

Fairfield Venture Partners is a source of equity capital for resourceful individuals who are dedicated to building major companies. The company was founded in 1981 and currently manages over \$100 million. Investments in the San Diego area include Gensia Pharmaceuticals, Viagene, Four Pi Systems, Cytotech, GenProbe, Biosym, IDEC, and Athens.

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GIRARD CAPITAL, INC.

R.B. "Buzz" Woolley, President  
4320 La Jolla Village Drive, #210  
San Diego, CA 92122  
(619) 457-5114

Girard Capital invests in a broad range of industries including software, artificial intelligence, electronic components, and nuclear systems as well as non-technology companies. Past investments include Cipher Data Products, Valor Electronics, Gamma-Metrics, and Interamics,

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IDANTA PARTNERS

David Dunn, Partner  
10075 Barnes Canyon Road  
San Diego, CA 92121  
(619) 452-9690

Idanta Partners is a venture capital firm that invests in and provides support for new and growing companies. The firm invests at various stages of corporate development, but specializes in assisting able and experienced managers with the formation of new businesses. Investments include Prime Computer Inc., Iomega Corporation, and Pacific Communication Sciences, Inc.

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INSTITUTIONAL VENTURE PARTNERS

Samuel D. Colella, General Partner  
3000 Sand Hill Road  
Building 2, Suite 290  
Menlo Park, CA 94025  
(415) 854-0132

Institutional Venture Partners is a private venture capital partnership with over \$150 million in capital under management. IVP invests in start-up and early stage companies in the biotechnology, computer, electronics, medical, and specialty retailing industries. Past investments include Archive, Borland, Bridge Communications, Businessland, Cipher Data Products, Collagen Corporation, LSI Logic, Micropolis, Rolm Corporation, Seagate Technology, Sequent Computer Systems, Stratus Computer, and 3Com Corporation.

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JOHN M. THORNTON & ASSOCIATES

John M. Thornton, President  
2125 Evergreen Street  
San Diego, CA 92106  
(619) 222-9576

John M. Thornton & Associates specializes in financing data communications and electronics companies during their initial stages of development. Past and current investments include Micom, Wavetek ISSCO, Mitek, Dynamic Instruments, Software Products International, and Medical Materials Inc.

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KLEINER, PERKINS, CAUFIELD & BYERS

Brook Byers, Partner  
4 Embarcadero Center, #3520  
San Francisco, CA 94111  
(415) 421-3110

Kleiner Perkins Caufield & Byers is a venture capital partnership with a base capitalization of over \$390 million. The firm has invested in over 100 high-technology companies including Genentech, Tandem, Lotus, Compaq Computers and Sun Microsystems. Companies located in San Diego include Hybritech, Cipher Data Products, Gen-Probe, Gensia Pharmaceuticals, IDEC Pharmaceuticals, and Progenx.

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MENLO VENTURES

Douglas Carlisle, Partner  
3000 Sand Hill Road  
Building 4, #100  
Menlo Park CA 94025  
(415) 854-8540

Menlo Ventures is a twelve-year-old venture capital firm currently managing approximately \$150 million. The company invests primarily in the following four areas: computers and software; biotechnology and healthcare, telecommunications equipment and services, and semiconductors. Investments in San Diego/Southern California include Sunward Technology, MedClub, Synergos, Enter Computer, MMI Medical, SensorMedics, and Data Electronics. Menlo Ventures specializes in start-up and early-stage companies.

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#### PEREGRINE VENTURES

Gene I. Miller, General Partner  
1299 Ocean Avenue, #306  
Santa Monica, CA 90401  
(213) 458-1441

Peregrine Ventures is a venture capital firm that focuses on early stage investments in the fields of medical/life sciences, telecommunications, and information systems. Investments have included Applied ImmuneSciences, Catheter Technology, Integrated Device Technologies, Microwave Modules and Devices, Teadata and QUIDEL.

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#### SEQUOIA CAPITAL

Nancy Olson, Associate  
3000 Sand Hill Road,  
Building 4, #280  
Menlo Park CA 94025  
(415) 854-3927

Sequoia Capital manages a \$300 million family of venture capital funds and will manage the growth of every stage of a young private company. Since being formed in 1973, Sequoia has invested in more than 125 companies. Sequoia is managed by a team of experienced partners who have started, built, and operated large and successful companies.

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#### SOUTHERN CALIFORNIA VENTURES

B. Allen Lay Partner  
9920 La Cienega Blvd. #510  
Inglewood, CA 90301  
(213) 216-0544

Peter Halter, Partner  
1988 MacArthur Blvd., Ste. 830  
Irvine, CA 92715  
(714) 752-9341

Southern California Ventures, with \$45 million under management is a venture capital firm investing in seed and early stage companies in Southern California with major emphasis on medical and high technology opportunities. SCV invests only its partnership funds which were provided by major financial institutions, corporations, and individuals. Recent investments include Advanced Surgical Instruments, Oncotoc, Physical Optics Corp. Alldata Corp. and Vestro Foods.

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#### U.S. VENTURE PARTNERS

William K. Bowes, Jr., General Partner  
2180 Sand Hill Road, #300  
Menlo Park CA 94025  
(415) 854-9080

U.S. Venture Partners is a venture capital partnership with over \$335 million in committed capital under management. The firm invests in high-technology, biomedical, specialty retailing and consumer based product businesses. Past and current portfolio companies include Amgen, Applied Biosystems, Advanced Cardiovascular Systems, AMCC, Sun Microsystems, and Xoma.

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#### VENTANA GROWTH FUND

F. Duwaine Townsen, Senior Partner  
1660 Hotel Circle North, #730  
San Diego, CA 92108  
(619) 291-2757

Ventana Growth Fund, an international venture capital partnership, was formed in 1984. Investments have been made in over 25 start-up companies including Cymer Laser, Brooktree Corporation, Telios Pharmaceuticals, Pancretec, Medical Imaging Centers of America, Dimensional Circuits, Computer Accessories, Agouron Pharmaceuticals, Diarron, Gascard Club, General Biometrics, and Infrasonics in San Diego County.

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## STAFF

**William W. Otterson**

Director

**Barbara Bry**

Associate Director

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# CONNECT STEERING COMMITTEE

**James Berglund**

Partner  
Enterprise Partners

**Knox Bell**

Partner  
Gray, Cary, Ames & Frye

**Dr. Gerard Burrow**

Dean  
UCSD School of Medicine

**David Diamond**

Partner  
McGladrey, Hendrickson & Pullen

**Dr. Edward Frieman**

Director  
UCSD Scripps Institution  
of Oceanography

**David Hale**

President and CEO  
Gensia Pharmaceuticals, Inc.

**Dr. Donald Helinski**

Director  
UCSD Center for Molecular Genetics  
Professor, Department of Biology

**Dan Pegg**

President  
Economic Development Corporation

**Dr. Lea Rudee**

Dean  
UCSD School of Engineering

**John M. Thornton**

President  
John M. Thornton and Associates

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Senior Vice President  
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**Dr. Mary L Walshok**

Associate Vice Chancellor  
Extended Studies and Public Service, UCSD

**Robert D Weaver**

Partner  
Deloitte, Hoskins & Sells

**Steve Williams**

Managing Partner  
Trammell Crow Company

**R.B. "Buzz" Woolley, Jr.**

President  
Girard Capital, Inc.



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