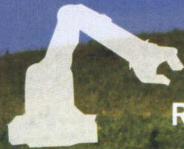




CLEAN ENERGY



ROBOTICS



SPORTS



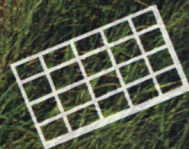
BIOFUELS



CLEAN ACTION  
SPORTS



INTELLIGENT  
TRANSPORTATION



SMART GRID



WIRELESS  
HEALTH

# CONVERGENCE

VENTURE ROUNDTABLE

FEBRUARY 23, 2011

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Welcome CONNECT Supporters and Friends:

On behalf of CONNECT, I am pleased to welcome you to the 2011 Convergence Venture Roundtable. The Venture Roundtable series aims to introduce you to cutting edge, early stage technologies being developed locally. Today we'll show you five technologies that represent San Diego's innovative and entrepreneurial atmosphere.

The companies selected to present today have passed a rigorous screening process conducted by three separate panels of industry experts, venture capitalists and business leaders. First, the Pre-screening Committee volunteered their time to screen all of the applicants and narrow down the pool. Next, the Screening Committee reviewed the remaining companies and chose the top 10 finalists. Finally, the Distinguished Judges reviewed presentations by the 10 finalists and narrowed down the competition to five winners who then received coaching in preparation for their presentations in today's program. The time and expertise of these individuals is crucial to the integrity and success of this program, and CONNECT thanks the committee members and judges for generously donating their time.

CONNECT would like to offer a special thanks to our lead sponsor and host, Latham & Watkins LLP; our supporting sponsor, Qualcomm Incorporated; and our event partner, San Diego Venture Group for supporting our efforts to present today's technologies which are poised to become the businesses of tomorrow.

I hope that you enjoy today's program and look forward to your participation in future CONNECT events.

Sincerely,

Duane Roth  
CEO, CONNECT

1:00 - 1:30pm	REGISTRATION AND NETWORKING
1:30 - 1:45am	INTRODUCTION AND WELCOME REMARKS
1:45 - 4:45pm	<b>WINNERS' PRESENTATIONS</b> (15-minute presentation followed by 15-minute Q&A session)
1:45 - 2:15pm	Hadronex, Inc.
2:15 - 2:45pm	LightStream, L.P.
2:45 - 3:15pm	MicroPower Technologies
3:15 - 3:45pm	QuantumSphere Inc.
3:45 - 4:15pm	Wavestate Inc.
4:15 - 4:30pm	CONCLUDING REMARKS
4:30 - 5:30pm	NETWORKING RECEPTION

2011 CONVERGENCE VENTURE  
ROUNDTABLE STEERING COMMITTEE

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Shaw Management Advisors, Int'l LLC

**John Dunn**  
Biogen Idec New Ventures

**Stephen Flaim**  
San Diego Tech Coast Angels

**Jack Florio**  
Brinson Patrick Securities Corporation

**Jim Schaeffer**  
Merck Research Laboratories

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CONNECT

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CONNECT EIR

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CONNECT EIR

**Jim Scott**  
CONNECT EIR

**Gad Shaanan**  
CONNECT EIR

**Ruprecht von Buttlar**  
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Cricket Wireless

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Pfizer Inc.

**John Evey**  
J. Craig Venter Institute

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CONNECT EIR

**Steve Pazol**  
nPhase, LLC.

**Brian Pollock**  
Life Technologies Corporation

**David Pyke**  
University of San Diego

**Peter Shaw**  
Shaw Management Advisors, Int'l LLC

**Avi Spier**  
Genomics Institute of the Novartis Research Foundation

**Scott Wolfe**  
Latham & Watkins LLP

**Kate Zeng**  
Sempra Energy Utilities

2011 CONVERGENCE VENTURE  
ROUNDTABLE DISTINGUISHED JUDGES PANEL

**Barry Clarkson**  
Latham & Watkins LLP

**Louis Coffman**  
Sanford Consortium

**Ricardo dos Santos**  
Qualcomm Incorporated

**Larry Fromm**  
Achates Power

**Patrick Henry**  
Entropic Communications

**David Martin**  
Legend3D, Inc.

**Tom Munro**  
Verimatrix, Inc.

**Jim Schaeffer**  
Merck Research Laboratories

**Antonius Schuh**  
Sorrento Therapeutics, Inc.

**Peter Shaw**  
Shaw Management Advisors, Int'l LLC

**Kate Zeng**  
Sempra Energy Utilities

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# Convergence Venture Roundtable

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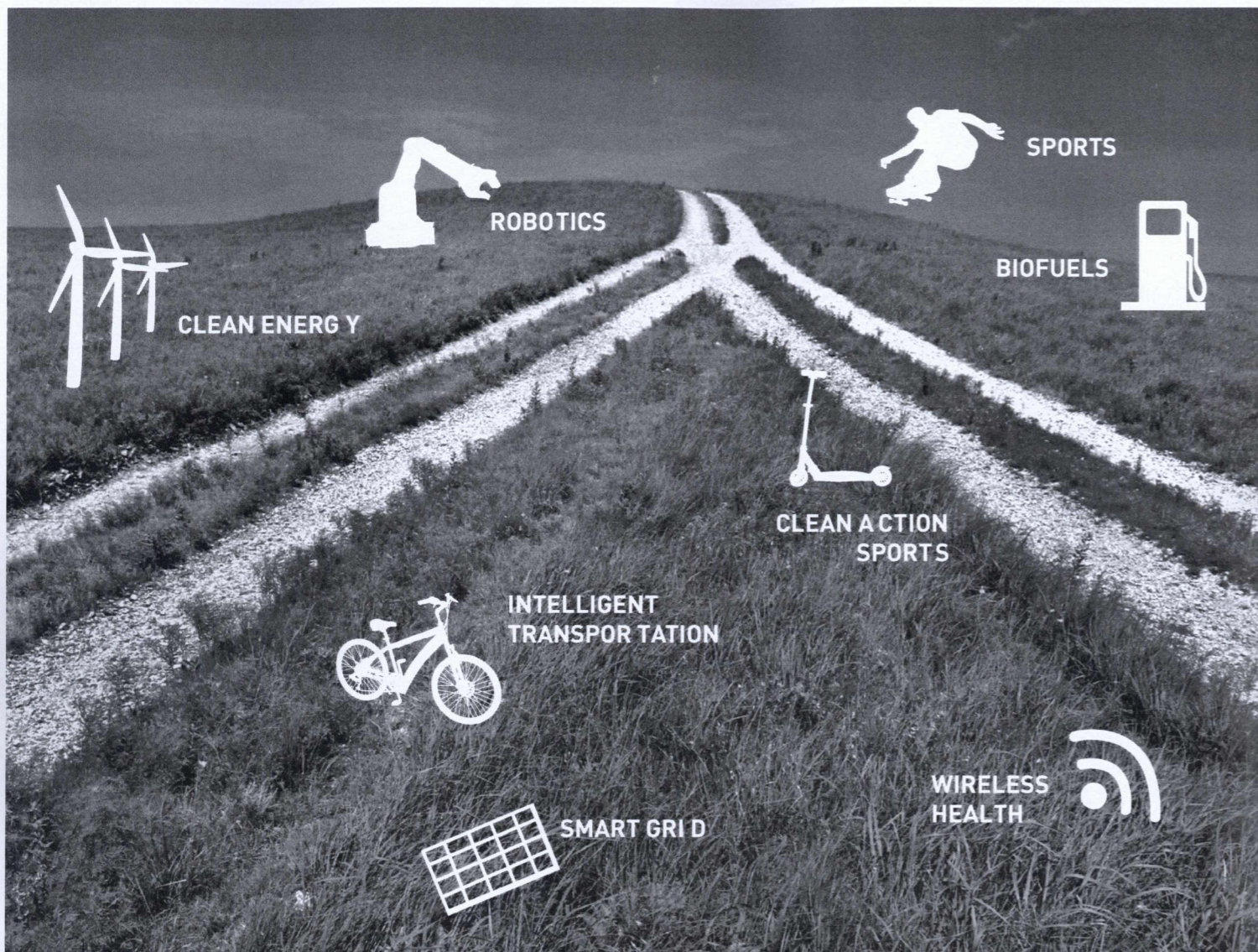
*Are you an investor seeking the latest in technology innovation?*

CONNECT is launching its Digital Life! Venture Roundtable. Some of the technologies being presented will include Web 3.0, applications, gaming, media, entertainment, cyber security business and more. Join VCs and Angel investors from across the US to hear about these exciting technologies. **Reserve your spot now!**

**April 27, 2011**  
1:00 – 5:30pm

**EVENT LOCATION:**  
Allen Matkins  
501 West Broadway  
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San Diego, CA 92101-3541

**RSVP TO:**  
Orlee Dykan  
858.964.1330  
[odykan@connect.org](mailto:odykan@connect.org)



## WINNERS' PROFILES

### Venture Roundtable Presenter:

Gregory Quist, President

### Contact Information:

(760) 291-1980

gquist@hadronex.com

www.hadronex.com

381 Engel Street, Escondido, CA 92029

### Has a Company Been Formed?

Yes

### Technology Readiness Level:

Actual product/service proven through successful operations

### Patents Awarded and in Progress:

Three U.S. Patents: #7,292,143; #7,589,630; and #7,598,858

Two International Patents: Mexico #20070014376 and Singapore #200717877-5

There are six utility patents pending, several provisional patents pending, PCT patent filings and individual international patents filed and undergoing prosecution.

### Annual Revenue:

\$11M projected in 2012; \$58M projected in 2014

### Amount of Funding Sought:

\$1.25M-\$2.5M in near-term capital

### Total Funding Received to Date:

\$1M

### Company Description:

Hadronex, Inc. solves problems in the water and wastewater industry through contemporary innovative accessible technology. Hadronex's first product, the SmartCover®, is the first system dedicated to sewer spill prevention. The Smartcover® integrates several 21st century technologies, the world's first direct-to-satellite communications from a manhole, low power low cost water sensors and compact high density power systems into a small, environment ally robust and user-friendly package. This hardware, combined with internet interfaces and back-end data display and analytics, creates a turn-key system that helps utilities prevent sewage spills, at the same time providing an affordable on-line wireless digital data and sensor network that gives water and sanitation utilities the ability to manage their systems more effectively and efficiently.

### Product or Service Description:

The SmartCover® Sewer Intelligence® system is a turn-key, real-time, remote monitoring system used primarily for monitoring and alarming in wastewater systems. The system operates with two primary functions; data collection and analysis and alarming. The system provides real-time continuous data and analysis through a dedicated Website hosted by Hadronex. The data is sent on a periodic basis of measured water levels in the manhole. If the system detects a circumstance where the water level exceeds an alarm threshold, or the manhole has been accessed, alarms are sent via SMS messages to operators of the system so they can respond in a timely way. The customer has complete two-way access to the remote field units to change parameters, acknowledge alarms and fine tune energy consumption to avoid costly peak use surcharges.

**Technology and/or Other Discriminators Description:**

The SmartCover® Sewer Intelligence® system consists of three major elements; remote field hardware, wireless two-way communications and customer interface with the system. The remote compact and ruggedized field hardware consists of a control and communications module, a primary lithium thionyl chloride power pack lasting at least one year, a temperature compensating ultrasonic sensor and brackets. The remote hardware mounts directly underneath a manhole cover and provides local intelligence to maximize battery life and minimize communications requirements. The unit communicates using satellite modems to the Iridium satellite system through a flush-mounted traffic-rated antenna. Local intelligence in the control module provides a means to perform significant remote processing as a means to minimize need for two-way communications, saving significant power and cost. The two-way communications is provided through the Iridium satellite constellation, enabling deployment of units anywhere on earth. The customer interface takes two forms; normal/non-alarm conditions and alarming conditions. Under normal operations, data is sent on a periodic basis from the remote location (e.g. manhole) with each message containing sensor and operational data. This data is received and processed by the Hadronex servers in San Diego, parsed to the proper customer and website and pushed out to be viewed by customers through a dedicated secure map-oriented website. Under alarm conditions, alarms are sent immediately upon the threshold condition being exceeded to the Hadronex server, where the message is parsed to the proper customer and device. These messages typically take no longer than 20 seconds to be received.

**Competitive Analysis:**

The SmartCover® is the only fully integrated turn-key product on the market addressing the issue of sewer spill prevention and sewer system monitoring. Nearly all of the purchase orders received by Hadronex have been sole-source due to the unique aspects of the SmartCover®. Nevertheless, there is competition in this area from other companies who have been, or are trying to get into, the sewer monitoring market. The most compelling competition to the SmartCover® is the current method of prevention; constant maintenance, cleaning, sewer inspections and reducing spill damage by rapid response to reported spills. The business as usual approach is insufficient and unsatisfactory, particularly with increased regulations, higher fines, higher public sensitivity to spills and the high labor costs of intense manual maintenance. Other companies in the space of sewer monitoring include: ADS (Huntsville, AL), provide flow monitoring and consulting for sewer agencies; USSS (Irvine, CA), focusing on communications and controls; and Mission Communications (Norcross, GA), focusing on pump station applications. There are several other small regional companies who offer a float switch and a cell phone solution, which is a low cost and unreliable solution. The danger from these competitors is that they could over-promise and underperform, creating resistance to the concept of widespread monitoring. The SmartCover® is a market leader rapidly developing a nationwide and worldwide presence. Combined with its significant and growing intellectual property position, Hadronex maintains and will continue to maintain a significant competitive advantage.

**Market Size:**

\$3.5B target market

**Management Team:**

Gregory Quist, President

David Drake, President

Tim DeMarco, Vice President, Sales and Marketing

**Venture Roundtable Presenter:**

Chris McKellar, President

**Contact Information:**

(858) 342-9725

cmckellar@lightstreamliner.com

www.lightstreamliner.com

1222 Innovative Dr #110, San Diego, CA 92154

**Has a Company Been Formed?**

Yes

**Technology Readiness Level:**

Actual product/service proven through successful operations

**Patents Awarded and in Progress:**

1. Method of manufacture of UV light cured fiberglass reinforced pipe reliner
2. Production equipment (2)
3. Method of manufacturing pressure pipe reliner(5 embodiments)

**Annual Revenue:**

\$5,492,000 projected in 2012; \$23,569,000 projected in 2014

**Amount of Funding Sought:**

\$3M

**Total Funding Received to Date:**

\$3.4M

**Company Description:**

LightStream manufactures ultraviolet light-cured fiberglass reinforced resin tubes for the in situ rehabilitation of underground pipelines for cities and other public agencies, as well as for companies with large underground infrastructure.

**Product or Service Description:**

Manufacture of UV pipe reliner for sewer (and in the future for water), hydrocarbon and other pressurized transmission systems (in pipe sizes from 6" - 48" in diameter). LightStream also manufactures, sells and services UV curing equipment.

**Technology and/or other Discriminators Description:**

Fiberglass-reinforced resin pipe rehabilitation is the Cadillac method in the cured-in-place-pipe (CIPP) industry. When installed, the new pipe within a pipe is stronger than the original pipe as a stand-alone structure and is seamless for unrestricted flow. It is one-third the cost of digging, removing and replacing pipe. There are changes in road surface, no traffic disruption and the pipes are extremely strong, quickly installed and environmentally friendly. With pressure pipe potential, its applications and opportunities are vast.

**Competitive Analysis:**

UV fiberglass manufacturers of UV cured fiberglass liner U.S. Company; Reline America (German Licensed) European Companies, Saertex, Multicom, Berolina. The multiliner LightStream's competitive advantages include that it is 100 percent American made, full product line (the only U.S. company able to manufacture sizes above 24"), its cost of entry is much lower than any other (as producer of curing equipment, contractors' start up costs are 25-35 percent less than its competitors). LightStream's innovation of pressure pipe will revolutionize the pipe rehabilitation universe and find LightStream (and its licensees) its only source of product.

**Market Size:**

\$660B to \$1.1T will be spent over the next 20 years to replace water and sewer systems in the U.S.

**Management Team:**

Chris McKellar, President

Jeff Johnson, COO

Richard Montemarano, Director of Marketing

Rene Quitter, Director of Production, R&D

Kent Zapata, CFO

**Venture Roundtable Presenter:**

Jon Siann, Founder, CEO and President

**Contact Information:**

(858) 449-6205

jon.siann@micropowerapp.com

www.micropowerapp.com

4225 Executive Sq. Ste. 430, La Jolla CA 92037

**Has a company been formed?**

Yes

**Technology Readiness Level:**

Product/service prototype demonstration in an operational environment

**Patents Awarded and in Progress:**

Two patents have been submitted with 116 claims. One pertaining to the technology and one pertaining to the business applications. They are currently working their way through the U.S. patent process. They have had 110 claims passed through the European PCT.

**Annual Revenue:**

\$37K projected in 2012; \$101K projected in 2014

**Amount of Funding Sought:**

\$5M

**Total Funding Received to Date:**

\$2.6M

**Company Description:**

MicroPower's breakthrough technology drastically reduces the power required for video surveillance cameras, thus unleashing new market usage models and slashing the cost of ownership by eliminating expensive cable pulls and equipment.

**Product or Service Description:**

MicroPower's truly wireless video solutions require no data or power cables. They uniquely address the video security market and ignite an era of hands-free, wearable video tele-presence.

**Technology and/or other Discriminators Description:**

The technology reduces power up to 99 percent, allowing practical operation of up to one year with battery or more than 10 years with solar power. It is cable free and has a simple setup, "peel-and-stick" installation wherever needed and it is easily portable. Tiny wearable cameras feature full-motion video and have been designed for a myriad of vertical and consumer applications.



**Competitive Analysis:**

Video surveillance cameras must either have power cables run to where they want the cameras, which accounts for up to 80 percent of the installation costs, or very expensive cameras with very large solar panels and batteries. MicroPower makes it practical and financially feasible to put cameras where they need to be without the expensive power cable pull.

**Market Size:**

Over \$6B spent on cabling and installation per year

**Management Team:**

Jon Siann, Founder, CEO and President  
 Brad Wallace, COO and CFO  
 Chris Williams, VP Engineering  
 Bob Ehlers, VP Business Development and Marketing

**Venture Roundtable Presenter:**

Kevin Maloney, CEO and President

**Contact Information:**

(714) 545-6266  
 kmaloney@qsinano.com  
 www.qsinano.com  
 2905 Tech Center Drive, Santa Ana, CA 92705

**Has a company been formed?**

Yes

**Technology Readiness Level:**

Product/service prototype demonstration in a relevant environment

**Patents Awarded:**

1. U.S. Patent 7,282,167: Method and apparatus for forming nano-particles.
2. U.S. Patent 7,803,295: Method and apparatus for forming nano-particles.
3. U.S. Patent 7,713,043: Apparatus for uniform feeding of powders.
4. U.S. Patent 7,709,127: Electro-catalytic recharging composition.
5. U.S. Patent 7,700,214: A metal hydride fuel cell cartridge and electrolyzer electrode.
6. U.S. Patent 6,444,337: Fuel cell with low cathodic polarization and high power density.
7. U.S. Patent 6,824,914: Amine-based fuel cell/battery with high specific energy density.

**Annual Revenue**

\$5.8M projected in 2012, \$45.8M projected in 2014

**Amount of Funding Sought:**

\$5M

**Total Funding Received to Date:**

\$20M

**Company Description:**

QuantumSphere, Inc. (QSI) develops and manufactures proprietary high-performance nanoscale catalysts which are used to increase the rate of chemical reactions. Demonstrated results by QSI reduce costs and increase efficiency in the generation, storage and use of energy. QSI also actively develops high-value commercial applications for its products across a range of carefully selected clean energy and power storage markets. This includes membrane electrode assemblies (MEAs) and battery electrodes for use in large-scale grid storage applications.

**Product or Service Description**

QSI manufactures nanoscale catalyst particles. The fully-patented process generates a unique nanocatalyst that has a metal-oxide shell around a core metal particle. QSI's product has high purity, a small size typically in the 5-30nm range and a very narrow size distribution. All of these properties are key to the activity and associated performance attributes of the nanocatalyst in end-use applications. QSI currently sells the nanocatalyst powder as well as fuel cell membrane electrode assemblies (MEAs), battery electrodes and bespoke catalytic liquid solutions for emission reduction and chemical process applications.

**Technology and/or other Discriminators Description:**

QSI's core technology utilizes heating elements to evaporate metal elements. The vaporized metal is then condensed using a controlled flow of Helium quench gas. Careful introduction of a small amount of oxidant can be applied to create a thin metal oxide over each condensed nano particle formed. The metal oxide not only prevents agglomeration of the nano-particles but it also provides some unique catalytic properties that differentiate QSI's product from other nanocatalyst manufacturing techniques. Sophisticated control algorithms enables QSI to manufacture the nanocatalyst particles within a very tight size distribution and with high purity. These properties, when incorporated into membrane electrode assemblies, battery electrodes and certain industrial chemical catalysts result in greater activity and enhanced performance and durability. QSI has also developed MEAs using its nanocatalysts that enable fuel cells to utilize higher concentrations of methanol thereby providing longer operating duration. The battery electrodes that QSI has developed are providing breakthrough performance in power storage applications.

**Competitive Analysis**

QSI's competitors are predominantly manufacturers of nanocatalyst materials and producers of competing MEA and electrode technologies. Example companies include: Nanostellar, Electric Fuel, SDC Materials, Zeolyst International, Mach I, Sachtlbeen, Oxinica and Acta. QSI's competitive advantage over this competition lies in its ability to manufacture an extremely pure catalyst that is uniform with a very tight range of size distribution. QSI's ability to deliver product in the 5-30nm range in large quantities at lower cost are also key differentiators. QSI has developed IP around the electrode and MEA components that have been developed. Larger catalyst companies such as Johnson Matthey, BASF, Umicore and Sud Chemie are viewed as partners rather than competitors. QSI is actively leveraging their supply channels to fast-track commercialization of its products in the chemicals sector.

**Market Size:**

\$100B globally

**Management Team:**

Kevin Maloney, CEO and President  
Patrick Deane, CFO and COO  
Fabrizio Rinaldi, Director Emissions Reduction  
Jason Norman, CTO and VP Business Development  
Kim McGrath, Director of Fuel Cell Research

**Venture Roundtable Presenter:**

Michael Bier, CEO

**Contact Information:**

(310) 266-1212  
mjbier@wavestateinc.com  
www.wavestateinc.com  
333 Washington Blvd. #15, Marina Del Rey, CA 90291

**Has a Company been established?**

Yes

**Technology Readiness Level:**

Product/service prototype demonstration in an operational environment

**Patents in Progress:**

Non-provisional patent published 10/09/2008: U.S. -2008-0249431-A1 PCT published 9-2009: WO 2009/004403

**Annual Revenue:**

\$9M projected in 2011, \$205M projected in 2014

**Amount of Funding Sought:**

\$3M-\$5M

**Total Funding Received to Date:**

\$750K

**Company Description:**

Wavestate Inc. develops and markets cutting-edge technology to improve neurointensive care. Its Neurotablet is designed for both clinical and field settings and has FDA approval for monitoring electrical silence in induced coma patients. Additional brain function monitoring capabilities, in development, are expected to make the Neurotablet the most robust, convenient and useful neuromonitor available.

**Product or Service Description:**

The Wavestate Neurotablet is an innovative brain monitor for use in neurointensive care as well as emergency medicine and in- and out-patient monitoring. The Neurotablet fills the gap in medical monitoring and can be easily integrated in current hospital systems. It is lightweight, portable, wireless and has a touch-screen interface. It received FDA (510K) approval in June 2010 and Wavestate plans to commence placements in Q1 2011. Wavestate's technology uses proprietary algorithms that automate brain monitoring including seizure detection and induced coma, reducing the costly burden of poor patient management. Neurotraumatic algorithms are exclusively licensed to Wavestate, Inc. by the University of California. The underlying technology offers sustainable competitive advantages and a strong value proposition, both in terms of financial benefits and patient well-being.

**Technology and/or other Discriminators Description:**

By successfully extrapolating and anticipating coma and seizure EEG patterns by the algorithms imbedded in Wavestate technology, medical staff will be able to immediately read and react to changing depth of anesthesia. Currently EEG staff, nursing staff and a board certified neurologist must all participate in drug titration. Wavestate's technology will allow for simple and direct titration with only initial orders from a neurologist and with further development, Wavestate's technology will have the capacity to auto-titrate. Its user interfaces are designed to provide staff that has no knowledge of EEG, the ability to use brain monitoring when they would not have otherwise been able to. Wireless Wavestate neuromonitors consist of two separate pieces of hardware. Patients are connected to an amplifier by a set of wires. The amplifier must cleanly and reliably boost a very small electrical signal from the brain, enough so that it can be filtered and processed by the computer. Wavestate amplifiers as well as its monitors have wireless capability, which impacts their use in the hospital. In critical and emergency settings, wireless capability has value in ease of use. There will be no power wire, no wire attaching amplifier to monitor and no wire attaching the monitor to the hospital server. This speeds up patient setup. This is necessary as neurocritical patients are very often transported around the hospital for testing, surgery, frequent MRI and CT scans and bed exchanges. Further, emergency and military use of brain monitoring is made possible.

**Competitive Analysis:**

Primary competitors are currently EEG providers; Nicolet Biomedical, Nihon Kohden, Biologic Systems Corp. and Astromed Grass. These EEG recorders display raw EEG waveforms on a computer display. Ability to interpret a pattern from these devices requires specialist knowledge. Further, a neurologist is required to provide expert analysis. These devices are cumbersome, not user-friendly and often not available for long duration monitoring. Unique patented technology, functionality and ease of use is not available in this market. The simple numeric display in real time eliminates the need for skilled interpretation of EEG waveforms.

**Market Size:**

\$1B worldwide market opportunity growing to \$1.5B by 2014

**Management Team:**

Michael Bier, CEO  
 Dane Coyer, President, Chief Operating Officer and Director  
 Robert Armstrong, CFO  
 Simon Griffin, VP of Marketing and Sales  
 David Kaiser, CTO, Research and Development

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