

UCSD CONNECT NEWSLETTER
TUESDAY, JANUARY 15, 2002
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TABLE OF CONTENTS

1. Weekly News Bulletins
 - a. Entrepreneur Development at UCSD CONNECT
 - b. San Diego's Workforce: Our Competitive Edge

2. Life Sciences
 - a. CancerVax to Acquire Cell-Matrix
 - b. Biotech Research Grants Available

3. High-Tech News
 - a. Qualcomm Commits \$200 Million Towards CDMA in India
 - b. Cardiff Awarded Seven Census Projects in Latin America
 - c. San Diego Magnetics Introduces New Currency Authentication Detector

4. The "Bits"
 - a. Management Changes at Idec Pharmaceuticals
 - b. MBA Students Need Help of Entrepreneurial Community

5. Angel Angles
Angel Company of the Month: Vectron

6. Connections
 - a. BIOCOM/San Diego Launches New Web Site

7. Who's Doing What

8. Send Us Your News By Friday

9. Subscribe & Unsubscribe

UCSD CONNECT NEWSLETTER
TUESDAY, JANUARY 15, 2002

1. Weekly News Bulletins
 - a. Entrepreneur Development at UCSD CONNECT

For 2002, CONNECT added "Best Practices in Entrepreneurship/Intrapreneurship" to its lineup of Entrepreneur Development courses, and it's off to an excellent start. The class is sold out and under way, but class administrators said a few additional seats are being made available. Best Practices is the new, interactive series covering common issues in growing and managing an organization, with a focus on maintaining innovation and creativity. Speakers include industry experts: Dr. Fred Cutler, Dr. Alan Davidson, Steven Ferrulo, Wendy Johnson, Clark Adams, Neil Senturia, Randy Broberg, Barbara Bry, Bill Payne, David Flowers and Richard Earnest.

Run collaboratively between UCSD CONNECT and the Business Department at UCSD Extension, the Entrepreneur Development series provides emerging technology companies and their executives with educational conferences, seminars, courses and programs to address a variety of issues.

CONNECT welcomes additions to Best Practices and all of the Entrepreneur Development series. A complete course listing appears in the "Who's Doing What" section of this newsletter and online at <http://www.connect.org/programs/edconnect>. To register for any course, visit <http://www.extension.ucsd.edu> or call 858-534-3400.

b. San Diego's Workforce: Our Competitive Edge

San Diego County businesses, regardless of size or industry cluster, are facing new challenges that impact their ability to stay competitive. Private sector leaders including Gene Ray of Titan Corporation, Ted Roth of Alliance Pharmaceutical Corporation, and Joann Stang of Solar Turbines will join their peers to identify regional strategies to address these challenges at Workforce Summit 2002. The event is hosted by the San Diego Workforce Partnership, which serves as the region's workforce broker by providing labor market information that helps our business community make informed decisions and by building a competitive workforce to meet our local economic needs.

Interactive strategy sessions have been designed with input from members of BIOCOM, San Diego Regional Technology Alliance, AEA San Diego and the San Diego Regional Economic Development Corporation. Session topics include "Bringing Order from Chaos: Structuring Communication Between Business and Education," "9/11 Aftermath and Economic Downturn: How Are Companies Tackling the Challenges and Creating New Opportunities," and "Workforce Challenges of the Biosciences Industry: Multiple Perspectives."

The American Society of Training and Development is providing facilitators for each session to ensure that all attendees have the opportunity to help move San Diego's economy forward. Participants can significantly impact San Diego's ability to be globally competitive and help ensure a pipeline of workers with the right skills. At Summit 2000, co-chairs Ted Roth of Alliance Pharmaceutical Corporation, Don Grimm of Strategic Design and Stephen Weber of San Diego State University brought 300 business, education and labor leaders together to identify key issues that impede business growth. Workforce Summit 2002 is expected to be another success.

Workforce Summit 2002, which will also include key decision makers from education, will be held January 29 at the San Diego Convention Center from 8:00 a.m. to 2:00 p.m., with registration beginning at 7:00 a.m. Michael Kinsman, Union Tribune columnist, will moderate the opening plenary. Tickets are \$50 and include the luncheon session. Call the San Diego Workforce Partnership at 888-884-7397 for more information.

2. Life Sciences

a. CancerVax to Acquire Cell-Matrix

CancerVax Corporation of Carlsbad, Calif. announced that it has agreed to acquire Cell-Matrix, Inc., a privately held biotechnology company with intellectual property and technology in the field of angiogenesis. As part of the transaction, CancerVax Corporation, represented by Latham & Watkins, will acquire the rights to several monoclonal antibodies in pre-clinical development.

These monoclonal antibodies have possible applications in the treatment of cancer and other diseases that are dependent on angiogenesis.

Cell-Matrix has licensed and developed proprietary technologies for inhibiting and stimulating angiogenesis, and has preclinical product candidates that are antibodies that bind to denatured collagen. A critical angiogenic event is the invasion and degradation of basement membrane structures and extra-cellular matrix (ECM). ECM is composed of a dense network of collagen, laminin, proteoglycans, integrins, and other components. Proteolytic degradation of such proteins reveals unique cryptic sites that may be blocked by the Cell-Matrix antibodies, leading to the inhibition of blood vessel growth. Cell-Matrix has identified antibodies and peptides that promote or inhibit angiogenesis by interacting with these cryptic sites at the extra-cellular matrix level.

b. Biotech Research Grants Available

Lyle Turner, President and CEO of Invitrogen Corporation, announced the implementation of a Research Tools Development Grants program to encourage the discovery, development and commercialization of research tools for biotechnology researchers and companies. Grants ranging from approximately \$25,000 to \$100,000 will be awarded quarterly and will focus on a different area of research each quarter.

For the first quarter of 2002, grant applications will be accepted in the general area of Enzymes for Molecular and Cell Biology. Future quarterly grants will focus on such fields of interest as functional analysis, separations and purification, and amplification.

The program is open to new and established investigators (preferably with an advanced degree) working in academic centers, not-for-profit institutions, and for-profit companies such as start-up biotechs. A selection committee of Invitrogen personnel and external leaders in the field of molecular biology will review applications. For the area of Enzymes for Molecular and Cell Biology, the deadline for proposals is March 1, 2002. Awards will be announced in April, with payment made in May.

For more information about the Invitrogen Research Tools Development Grants Program, contact David Odelson, Grants Director, at 800-955-6288 or send an e-mail to grants@invitrogen.com. More information is available at <http://www.invitrogen.com>.

3. High-Tech News

a. Qualcomm Commits \$200 Million Towards CDMA in India

Qualcomm and Reliance Communications Limited (RCL), India's largest private-sector enterprise, announced a strategic alliance to support the introduction of next-generation CDMA wireless technology in India. As part of the alliance, Qualcomm has committed to invest up to \$200 million for a minority stake in the equity capital of RCL. RCL intends to provide basic telephone services, Wireless Local Loop (WLL) with limited mobility and national long distance services in India. RCL also proposes to enter into international long distance telephony once the sector is open to private companies.

RCL has acquired licenses for providing basic telephone services in 17 out of 21 circles in India, covering approximately 95 percent of India's population. RCL proposes to provide limited

mobility wireless services under these licenses by deploying advanced CDMA2000 1X technology during 2002.

b. Cardiff Awarded Seven Census Projects in Latin America

Cardiff Software Inc., a provider of XML-based eBusiness and eGovernment automation solutions, announced that its TELEform Information Capture System was chosen by seven Latin American and Caribbean governments to provide the automated forms processing solution for the countries' current census projects. In a related announcement, Thailand's National Statistical Office has successfully processed the country's 2000 census using Cardiff TELEform. Thailand processed 120,000 per day with a 98.5 percent automated recognition accuracy rate. Use of the software streamlined operations, reducing the number of data entry stations from 130 to 50.

c. San Diego Magnetics Introduces New Currency Authentication Detector

San Diego Magnetics, a supplier of document security products, announced the addition of MicroDAST-F to its family of sensors. The sensors provide precise readings of magnetic security features in currency and secure documents. In contrast to most sensing devices, the new product creates its own magnetic field during operation, eliminating the need for pre-magnetizing media. This enables an additional level of security not available with conventional document verification methods. The new product utilizes proprietary thin film technology to provide features for the verification of high value documents and banknotes.

4. The "Bits"

a. Management Changes at Idec Pharmaceuticals

Idec Pharmaceuticals Corporation announced the promotion of William R. Rohn to President and Chief Operating Officer. Rohn will continue to be responsible for sales, marketing, business development, biopharmaceutical sciences, manufacturing, process sciences, quality and medical affairs. Additionally, he will take on responsibility for chemistry, manufacturing and controls (CMC) and regulatory affairs. William H. Rastetter, Ph.D., will continue as Chairman and Chief Executive Officer.

John Dunn has been appointed the company's Senior Vice President, Legal and Compliance, and General Counsel. Mr. Dunn will head Idec's legal and compliance departments and serve as a member of the company's senior management team. Kenneth J. Woolcott, Idec's General Counsel since 1992, will continue at the company as Special Counsel for a transition period.

Herbert Boyer, Ph.D., has been named to the Board of Directors. In 1976, Dr. Boyer and Robert Swanson founded Genentech, Inc., an early biotechnology company. Using a technique patented by Dr. Boyer, Genentech licensed to Eli Lilly and Company its human insulin technology.

b. MBA Students Need Help of Entrepreneurial Community

A team of five MBA students at San Diego State University (SDSU) will be competing in the Western Regionals of the Venture Capital Investment Challenge (VCIC) February 7 to 9. The VCIC is a national business-student competition where teams act as venture capitalists and are judged on their ability to make funding decisions about real companies.

This year's team needs the help of the local entrepreneur community. In preparation for the event, the SDSU team will be holding a mock competition at the Entrepreneurial Management Center on Friday, January 24. The team needs venture-fundable companies that are willing to present their business plan for evaluation, followed by a round of Q & A. It's an opportunity for companies to practice their pitch and get feedback from the team. If your company is interested in assisting in the team's practice competition, contact Matt Scholl at mattscholl@hotmail.com or 619-255-2176.

5. Angel Angles

Angel Company of the Month: Vectron

In the history of "SMT" magazine, a trade journal for the electronics assembly industry, the word "revolutionizing" has only been used once on the cover. It was in reference to San Diego's Vectron, an early stage company specializing in automated optical inspection (AOI) technology. The company was founded in 1994 by president and CEO Joe Vilella, along with Doug Skiff, to design automated equipment to improve manufacturing processes. The San Diego Tech Coast Angels (SD TCA) played an important role in positioning Vectron for success.

The company's flagship product is the K2 AOI, a large format color imaging system that inspects circuit boards in manufacturing facilities and identifies bad ones for removal. It operates in color, at a resolution of 4.1 million pixels, and with an image size of up to 5.5 inches. According to Vectron, the competition is gray scale, 700 pixels, and .25 to .5 inches. The core technology of the company is patented, and 13 additional patents are pending worldwide. Qualcomm and Motorola are on the customer list.

Vilella realized the magnitude of the market after touring a Qualcomm assembly line in 1995. "The bottleneck for the facility was their AOI," he said. Other companies would have similar problems. Electronic components used on circuit boards are extremely small (the current standard is 0201, at 0.020 x 0.010 in.). Vectron has developed a product with 6 million pixel support to remain at the market's leading edge -- to be unveiled at the APEX trade show in January 2002.

The involvement of the San Diego Tech Coast Angels goes back to the mid 1990s. "It was critical to getting us to where we are today," Vilella said. "It was very hard for us to raise money in the dot-com era. Someone joked in the '90s that we should add 'dot-com' to our name. The angels saw through that." Angel investments in Vectron total approximately \$3.5 million. Advice and support were in ample supply, as well, with SD TCA founder and early supporter Vern Yates becoming chairman of the board and Charles Mathews becoming a director.

It's common for the CEO of an early stage company to exude confidence, but with Vilella it's somewhat different. While confident, he referred to the company's purpose (producing the best AOI systems available) as a "mission" and a "duty," not just a vehicle to rake in cash. Rather, money is a natural side effect of being the best. Vectron is "on track to becoming a two to three million dollar a year company -- if we take our responsibility extremely seriously." And it would appear that he does.

Editor's note: More information about Vectron is available online at <http://www.vectroninc.com>. To find out more about the San Diego Tech Coast Angels and the submission process, visit <http://www.techcoastangels.com>.

6. Connections

a. BIOCOM/San Diego Launches New Web Site

San Diego's trade association for the life sciences industry, BIOCOM/San Diego, has revamped its online presence. BIOCOM members, and anyone who wants to know what's happening with San Diego biotech, can get information in a new, professional format that's easy to use. Major sections include Public Policy, Purchasing Group, Professional Development, Events, Membership and the weekly newsletter "Biocommunique." The new site is at the same address, <http://www.biocom.org>.

7. Who's Doing What

At CONNECT

**** CONNECT Entrepreneur Development (CED) Winter 2002 Courses are available for registration. The courses are designed for entrepreneurs and executives with early-stage technology organizations looking to strengthen business and/or entrepreneurial skills.

The complete course listing:

- How to Start and Finance Technology Companies, with Ken Olson: Thursdays 6-9 p.m., Jan. 10 - Mar. 14
- Best Practices in Entrepreneurship/Intrapreneurship: Wednesdays 7-10 p.m., Jan. 9 - Mar. 13
- Technopreneurial Marketing, with Michael Lutz: Wednesdays 7-10 p.m., Jan. 9 - Mar. 13
- How to Develop a Business Plan, with Michael Green: Mondays 6-9 p.m., Jan 7-28
- CRM for Emerging Technology Companies with Darren Gooding and Uday Ghatikar: Mondays 6-9 p.m., Feb. 4-25
- Marketing Strategies for Emerging Technology Companies, with Barbara Bry: Mondays 6-9 p.m., Mar. 4-18
- Intellectual Property for Biotech Companies, with Cathryn Campbell: Tuesdays 6-9 p.m., Jan. 15-29
- How to Manage an Early Stage Biotech Company, with Cathryn Campbell: Tuesdays 6-9 p.m., Feb. 5 - Mar. 12

More information is available online at <http://www.connect.org/programs/cdconnect>. To register for all courses, go to <http://www.extension.ucsd.edu/ced> or call 858-534-3400.

At UCSD

**** "Semiconductor Heterostructures: From Physics to Devices" is a Nobel Symposium coming to the University of California, San Diego (UCSD). Three winners of the Nobel Prize in Physics -- Dan Tsui, Herb Kroemer and Zhores Alferov -- will participate in a public symposium at UCSD. All have done groundbreaking work that helped to pave the way for smaller, cheaper and more powerful semiconductors, and their presentations will address future advances in the science and manufacture of microchips and components. January 31, 1:45 to 5:30 p.m., UCSD Price Center Theater. Appear in person or watch a live stream on the Internet, visit <http://www.soc.ucsd.edu/NobelSymposium>.

**** UCSD Extension Winter Quarter has begun. Learn more at one of the upcoming student orientation meetings:

- Sorrento Mesa: Wednesday, February 6 from 6-7:30 p.m.

---- North County Center: Thursday, March 7 from 6-7:30 p.m.
Get answers to all your questions, find out about financial aid, how to enroll, online courses, career services and more. Enroll now on the Web at <http://www.extension.ucsd.edu>, or call 858-534-3400.

**** "UCSD Neurosciences Graduate Seminar Series" upcoming schedule:

---- Molecular Mechanisms of Gating and Modulation of Cyclic Nucleotide-Gated Channels:
Jan. 22

---- Distinct Regulation and Roles of bHLH Transcription Factors in Spinal Cord Development:
Jan. 29

For more information and seminar locations, call 858-534-7875. All seminars open to the general public.

AROUND TOWN

**** "SD TCA Angel Seminar," is presented by the San Diego Tech Coast Angels (SD TCA). The seminar will provide an in-depth overview on angel investing for accredited investors. Thursday, January 17, 7:30 a.m. to 4:30 p.m., with refreshments from 4:30 to 6:00 p.m.; Manchester Executive Conference Center at the University of San Diego (USD); Cost (includes continental breakfast, luncheon and refreshments at 4:30): \$250/TCA and Aztec Venture Network members, \$350/non-members; To register (limited to first 25 participants): Karen at CONNECT, connecttca@ucsd.edu or 858-534-6114; Sponsorship Information: Don Grimm at grimmdw@aol.com or 858-259-5278; Event Information: Bill Payne at bpayne@san.rr.com or 858-759-1616.

**** "Attacking the Market: Creating a 'Buzz' for Your Product" is presented by the San Diego Regional Technology Alliance. The event will serve as a guidepost to help entrepreneurs navigate the path to launching and developing their ventures by engaging in the correct sales and marketing techniques. January 17, 8:00 a.m. to 12:00 p.m.; Mission Valley Marriott, 8757 Rio San Diego Drive; Cost: \$35/pre-registered, \$45 at the door. Register: poskin@sdrta.org or 619-615-1050 ext. 200.

**** "Double Feature" business presentation is being hosted by UCR Connect. Donald K. Dougherty, president & CEO of BotanaMedica, Inc., will discuss "Comfort Zone - A scientifically advanced product for personal pain management." Agenor Mafra-Neto, CEO & founder of Moritor Technologies, Inc., will discuss "Moritor - Democratization of Knowledge in Agriculture." Friday, January 18, 11:30 a.m. to 1:30 p.m.; UCR Extension, University Village, 1201 University Ave., Suite 207, Riverside; Cost, cash or check only: \$10.00/members, \$12.00/non-members, lunch included; RSVP by January 16: 909-699-3560 or jwilson@ucx.ucr.edu. Info: <http://www.ucrconnect.org>.

**** "Economic Forecast 2002: Where are we headed?" is presented by BIOCOM/San Diego as part of the organization's Monthly Breakfast Series. The prospect for a slow, but real upturn in the economy during 2002 is looking brighter. Join Elizabeth Corcoran, manager of the Silicon Valley Bureau for Forbes, will discuss the sectors of business technology that look promising to Forbes. She will also share her insights into what has made some regions hotbeds for innovation: Silicon Valley for information technology and San Diego for biotech. January 23, 7:30 to 9:00 a.m.; La Jolla Marriott; Cost: \$35/members, \$55/non-members; Register & Info: <http://www.biocom.org>, araphael@biocom.org or 858-455-0300.

**** “Demystifying Internet Quality of Service (QoS): Making QoS Work for You” is presented by CENIC. The workshop looks at Internet QoS technology for improved network utilization. By configuring routers and switches, QoS ensures networks will deliver a guaranteed level of throughput for mission-critical network traffic. Thursday, January 24, 10:00 a.m. to 2:00 p.m.; auditorium of the San Diego Supercomputer Center at UCSD, directions at <http://www.sdsc.edu/Visitors/directions.html>; Register: http://www.cenic.org/Workshops/qos_workshop.html; Info about CENIC: <http://www.cenic.org>.

**** “The Mystique of Business Valuations” is presented by UCR Connect LINKS. John Cooper and Bob Lauer, partners in the San Diego firm of Lauer, Georgatos & Cooper, Certified Public Accountants, will discuss the art and the science of business valuations. January 25, 11:30 a.m. to 1:00 p.m.; City of Murrieta City Hall, 26442 Beckman Court, Murrieta, Calif.; Cost (lunch included, no credit cards): \$10.00/UCR Connect members, \$12.00/non-members. Register & Info: 909-699-3560, jwilson@ucx.ucr.edu or <http://www.ucrconnect.org>.

**** “Tech Mecca 2002” awards and networking event is hosted by The T Sector magazine, and UCSD CONNECT is among the co-sponsors. Last year, over 900 technology leaders, investors, supporters, and watchers attended, and this year is expected to be another success. Find out who will be named Tech Leader of the Year and Tech Supporter of the Year, hear San Diego business leaders reflect on 2001 and predict trends for 2002, and enjoy buffet-style networking and food. The event takes place January 31 at 6:00 p.m. at the On Broadway Event Center, 615 Broadway, downtown San Diego. For more information and to register, visit <http://www.techmeccaevent.com>.

**** “National Security after 9-11: The Importance of Technology Transformation, to and from the US Military” is a January “Headliners” event from the San Diego Telecom Council. A panel of experts will discuss how early-stage technology companies can work more effectively with the US Government as a customer and source, licensing opportunities for new technologies that have been developed by the US Military, and find channels of funding that may be available through DOD initiatives. The keynote speaker will be Admiral Bill Owens USN (Ret.), former Vice Chairman of the Joint Chiefs of Staff. January 29, 5:00 to 7:30 p.m., Hilton Torrey Pines; Cost: \$40/non-members, \$45 at the door; Register: <http://www.sdtelecom.org> before 5:00 p.m. Friday, January 25.

**** “Attracting the Capital: What Investors Want from You” is presented by the San Diego Regional Technology Alliance (SDRTA). Panelists will discuss different funding options for an entrepreneur's new venture including grants, equity and loans. The seminar will also cover issues such as legal issues associated with investment, valuation and exit strategies. February 21, 8:00 a.m. to 12:00 p.m.; Mission Valley Marriott Hotel, 8757 Rio San Diego Drive; Cost: \$35/pre-registered, \$45 at the door. Register: poskin@sdrta.org or 619-615-1050 ext.200.

**** “Sensor Networks for Healthcare, the Environment and Homeland Defense,” is the annual Research Review of the University of California (UCSD) Jacobs School of Engineering. The event includes the San Diego Telecom Council's “SensorNet” Special Interest Group Luncheon and Trade Show. Featured speakers include William Wulf, National Academy of Engineering; David Kay of SAIC; RADM Kenneth Slight of SPAWAR; David Brin, science fiction author and futurist; and many UCSD faculty members. February 21, 11:30 a.m. to 1:30 p.m.; February 22, 7:30 a.m. to 5:00 p.m.; both days at UCSD Price Center; Register & Info: http://www.soe.ucsd.edu/Research_Review.

For a comprehensive listing of current events in the technology industry, visit the Southern California Technology Calendar at <http://www.socaltechcalendar.com>.

8. Send Us Your News By Friday

Editor: Brian Blazevic

Editor-At-Large: T George Harris

The CONNECT Newsletter is published weekly on Tuesdays by UCSD CONNECT. The deadline for submissions is 5:00 p.m. on Friday prior to Tuesday publication. CONNECT welcomes company information and program announcements; however, all information is printed at the discretion of UCSD CONNECT and only on a space available basis. The Newsletter does not print company earnings reports or job listings. Event announcements must include date, time, sponsoring organization, a brief description and contact information.

SEND COMPANY NEWS AND ANNOUNCEMENTS to connect5@ucsd.edu.

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