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EVOLUTION

From Innovation to Industry

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UTi Launches New Company Creation Capability, IGNITE

IGNITE

UTi formally launched its technology and company development capability, IGNITE, to the faculties of Engineering, Science and Medicine in February. UTi has developed or assisted in the creation of over 41 start-up companies since its inception in 1989. The model of IGNITE has been derived from 18 years of experience in the company creation and incubation business. The IGNITE team works with researchers to envision what an innovation may become. The IGNITE model enables the pieces to be put in place to create fundable enterprises through technology, management and company development.

IGNITE will continue to make significant contributions to our community through the creation of jobs, the sharing of knowledge, and the creation of wealth opportunities for investors. The development and growth of a company is one of the most exciting possibilities in technology commercialization. IGNITE's capabilities provide the direction and strategy for success.

Resources

IGNITE has considerable resources at its disposal to minimize start-up company burn rates and maximize the potential for success.

- Virtual company capabilities
- Access to office space and infrastructure
- Development funds

People

IGNITE has strong ties to industry partners and experts who play an integral role in developing new ventures.

- Management team
- Board of directors
- Industry counselors
- Scientific advisory boards

Access to Capital

IGNITE maintains relationships and works closely with organizations that provide early stage capital.

- Government funding agencies: AHFMR, AVAC, NSRC, AET, WED, IRAP, Alberta Ingenuity, CIHR, etc.
- Institutional Investors
- Angel Networks such as: Alberta Deal Generator & VentureAlberta
- Alberta Life Technologies Investor Forum

Corporate Structuring

IGNITE provides the expertise and guidance to ensure companies are built on a strong corporate foundation that meets all regulatory requirements.

- Corporate structure planning
- Governance structure
- Virtual company capabilities

Technology Development

IGNITE provides the intellectual property expertise needed to protect, develop and build products with solid intellectual property portfolios.

- Intellectual property portfolio development
- Product planning
- Path to market development

Business Development

IGNITE provides the domain expertise required to shape, fund and grow your technology.

- Executive in Residence program - Industry expertise and experience
- Business and market analysts
- Strategic and financing expertise

IGNITE is currently working on six new potential companies in the areas of oil and gas, life sciences, medical devices and IT. IGNITE is funded, in part, by Alberta Advanced Education & Technology, Alberta Ingenuity and Alberta Heritage Foundation for Medical Research. For more information on IGNITE, please contact Paul Cataford (cataford@uti.ca), Becky Wong (wong@uti.ca), or Peter Santosham (santosham@uti.ca).



Deals:

UTI BV/SAF-T-PAK Agreement

UTI Business Ventures, acting as the agent for Calgary-based Intermed Engineering, has entered into an expanded exclusive licence with SAF-T-PAK Inc., a subsidiary of Cantel Medical Corporation, for commercialization of Intermed's phase change materials and heat stabilizing systems. SAF-T-PAK will continue to develop applications within the previously licensed field of controlled-temperature shipping of biological materials, and will undertake an extensive development program of applications within new fields of use. The agreement includes an upfront payment and annual royalty revenues.

Funding Updates

Alberta Advanced Education & Technology

University Technologies International, Calgary Technologies Inc. (CTI) and SAIT Polytechnic announced this month a special grant pool of \$250,000 for new programs and initiatives which support advancements to the technology commercialization and innovation sector. This grant pool is part of a larger funding package of \$1.5 million that Alberta Advanced Education and Technology (AET) awarded to UTI, CTI, and SAIT to further technology commercialization and collaboration in the Calgary region.

Proposals for grants are now being accepted. March 20, 2007 is the deadline for applications. Grants will be awarded for projects which add to the breadth and depth of the technology commercialization sector. These projects will enhance the existing service infrastructure, and improve the capacity to source/develop/retain management talent.

The expected outcomes from this joint initiative will be an increase in the number of advanced technology firms as well as the number of people employed in this sector; thus creating a greater critical mass in the field of advanced technology. The grants will be awarded and managed jointly by UTI, SAIT and CTI.

This funding will provide the essential resources to develop a critical mass of expertise, tools and resources to manage and build effective advanced technology start-up companies, to encourage entrepreneurship and to make industry more aware of the knowledge and technology resources at its disposal.

This partnership will focus on collaboration and complementary programming to ensure that there is no duplication of services among our interdependent organizations and programs.

Alberta Heritage Foundation for Medical Research

University Technologies International and the Alberta Heritage Foundation for Medical Research (AHFMR) announced this month new funding to assist Calgary

researchers with essential pre-commercialization activities in the area of medical and health products and services.

Funding for the pre-commercialization activities is provided through AHFMR's ForeFront Program, which supports people applying research knowledge into new medical and health products and services. This funding further demonstrates AHFMR's commitment to providing balanced support for the generation and the application of knowledge that leads to improved health. The initial funding from AHFMR to UTI is \$105,000. For information on this funding opportunity, please contact Joel Goertz at goertz@uti.ca.

"Grants will be awarded for projects which add to the breadth and depth of the technology commercialization sector"

Alberta Ingenuity

A new multi-million-dollar initiative to cultivate Alberta's high-tech entrepreneurial spirit was announced in December. Ingenuity Enterprise is a joint effort of TEC Edmonton and University Technologies International. They are helping transform technological innovations into business ventures in their regions. With more than \$3.2 million in funding over three years from Alberta Ingenuity, Ingenuity Enterprise will enhance existing programs, create new activities, and provide a province-wide framework to accelerate the vibrant entrepreneurial culture across Alberta.

Ingenuity Enterprise will deliver and promote five programs in northern and southern Alberta. The programs will light the fires for student entrepreneurs at Alberta's leading research universities. Ingenuity Enterprise programs include the appointment of two Executives in Residence, business plan competitions, workshops and other opportunities for students to think creatively about business. The programs will be showcased at an official launch April 18, 2007.

Technology in Profile

Passive Diffusion Dissolved Gas Sampler for Groundwater

Researchers at the University of Calgary have developed a new device for measuring dissolved gases in groundwater, a Passive Diffusion Dissolved Gas Sampler. Dissolved gases play a major role in the chemical evolution of groundwater and global geochemical cycles. Thus, the quantitative measurement of dissolved gases in groundwater can provide insight into changes in gas concentrations in deep water reservoirs/aquifers. Despite their value, dissolved gases are often underutilized in geochemical investigations, largely because sampling is often onerous and sample integrity can be compromised by degassing during sampling and manipulation during analysis.

Two primary areas of application of this new technology include monitoring of volatile organic contaminants and monitored natural attenuation. This is becoming an increasingly popular strategy at oil and gas impacted sites in order to demonstrate to regulators that sufficient biodegradation of contaminants is occurring.

The most commonly used dissolved gas sampling technique involves pumping groundwater into a vial followed by equilibration and analysis. However, during this method, sample degassing inevitably occurs and atmospheric contact can lead to sample contamination. Ideally, the gas concentration of groundwater should be measured while it is under hydrostatic pressure to ensure that no degassing has occurred. Therefore, samples

for analysis need to be collected under high pressure conditions so a sample representative of the in situ solution may be obtained.

The Passive Diffusion Dissolved Gas Sampler is a new device, method and system for the quantitative measurement of dissolved gases present in groundwater. The design allows for the collection of a gas sample from the test environment and, under environmental conditions, isolation of the gas within the sampler, and the ability to inject the gas directly into a gas chromatograph for analysis.

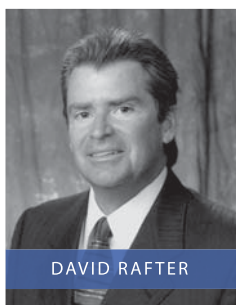
Competitive advantages of the Passive Diffusion Dissolved Gas Sampler include increases in accuracy since absolute gas concentrations can be measured, as opposed to relative concentrations; the ability to inject the gas sample directly from the sampler into a gas chromatograph for analysis; reusable, simple to operate and inexpensive to manufacture; simple routine monitoring procedure – remove gas sampler and replace with another; doesn't require pumping or disposal of contaminated water; and hydrostatic pressure release valve allows sampler to operate at significant depth.

This technology is currently available for licensing. For more information please contact Alison Borrajo at borrajo@uti.ca.

In the Spotlight UTI Introduces Two New Executives in Residence



GREG OGRADNICK



DAVID RAFTER

UTI is pleased to welcome two new Executives in Residence to the IGNITE team. Greg Ogradnick and David Rafter joined UTI in January, 2007. Their primary responsibilities are to work with start-up companies by providing expertise in company formation, recruitment of management and acting as the Chief Executive Officer during the initial start-up phase of the company.

Prior to joining UTI, Greg Ogradnick was the co-founder and President of Conceptis Technologies Inc. Based in Montreal, Conceptis was a leading medical media and education company whose main asset was the web portal <http://www.theheart.org>. After co-founding the company in 1996, Greg helped lead the company through significant growth before selling the business

to WebMD in 2005. Prior to founding Conceptis, Greg worked at leading health care and biotech companies including Baxter International and Genentech in various sales and management positions. A graduate of the University of Alberta, Greg brings extensive experience in health care, information technology and biotech to his role at UTI.

David Rafter was President and CEO of Ceramics in Motion Inc., Calgary, prior to joining UTI. Ceramics was a private start-up company which raised venture capital to develop thermal sprayed ceramic coated artificial hips and knees. The company garnered \$30 million in venture support. David was also one of the founding executives of Synsorb Biotech Inc., a biotechnology company headquartered in Calgary. During his time with Synsorb the company raised approximately \$60 million from private, venture and public markets. The company ultimately was listed on the Toronto and NASDAQ stock markets. David has also held additional senior positions with other research-based organizations.

Please contact David Rafter rafter@uti.ca or Greg Ogradnick ogrodnick@uti.ca for more information on their current projects.

Events:

Getting From Bench to Bedside

Translating your research from the lab bench to the clinic can be a very rewarding experience. However, getting there requires awareness and early preparation.

Join UTI staff for informal discussions on technology commercialization topics that can have an impact on successfully bringing your research from bench to bedside.

Heritage Medical Research Building, Atrium - Faculty of Medicine, 12:00 - 1:30 p.m.

Interactive presentations will be 30 minutes followed by the opportunity to drop in and discuss your individual questions with the UTI Medical and Life Sciences team.

Wednesday, March 28, 2007

Publication and patenting: Can I do both in academia?

Wednesday, April 25, 2007

Contracts with industry: the good, the bad and the ugly.

Coffee and cookies provided. Bring your lunch and your questions.



SOUTHERN ALBERTA INTELLECTUAL PROPERTY NETWORK

UTI Staff

We would like to hear from you. Please contact any of our staff with your inquiries, thoughts or insights.

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The SAIP Network Highlights the Importance of Research Collaboration

On Thursday, March 1, 2007, the Southern Alberta Intellectual Property (SAIP) Network held its second annual conference at the University of Calgary. The conference focused on opportunities for collaboration with sessions highlighting funding for collaboration, models of collaboration and a poster session demonstrating collaborative projects. The conference brought together members from the academic community and industry to share ideas and insights.

"The conference allowed our members to come together with industry and academia and learn from some key experts in this field," states Janet Scholz, Manager, SAIP Network.

The SAIP Network supports, facilitates and encourages collaboration among research organizations and partner industries in research and development leading to commercially interesting products and services. The SAIP Network works together among partners in the research and business communities. For more information on the SAIP Network, please visit our website, www.saipnetwork.ca or contact Janet E. Scholz, Manager, SAIP Network at 270-2449 or scholz@uti.ca.

The SAIP Network was formed in 2005 to draw on the collective knowledge of its members in the area of intellectual property mobilization. This collaboration will increase the benefit to Albertans of our growing investment in research. The Network works together to enhance technology commercialization projects by extending value-added services from our institutions to those in the Network and to industry partners.

Thank you to our funding agencies: NSERC, SSHRC and CIHR.

SAIP Network Members: UTI/University of Calgary, SAIT Polytechnic, Red Deer College, Mount Royal College, University of Lethbridge and Olds College.



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