



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

*Most Recent News on Maryland's Business Incubators  
Presented by the MBIA ([www.mdbusinessincubation.org](http://www.mdbusinessincubation.org))*

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## **Education and Conference Center at the Higher Education and Applied Technology Center Aberdeen, MD**

[http://www.co.ha.md.us/economic\\_development/HEATCntr.html](http://www.co.ha.md.us/economic_development/HEATCntr.html)

Contact: Denise Carnaggio, email: [dbcarnaggio@co.ha.md.us](mailto:dbcarnaggio@co.ha.md.us).

### *New Tenant:*

- **ANP Technologies, Inc.** - Ray Yin, President and Chief Technology Officer  
ANP Technologies develops cutting-edge technology platforms at the nano/bio interface and to applies them in market sectors such as diagnostics/biodetection, protein/drug discovery, therapeutics, chemical and biological defense and homeland security.

## **Maryland Technology Development Center (MTDC) Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

### *New and Noteworthy:*

- **George Pappas**, the newly appointed chairman of the Maryland Technology Commission, met with business executives of 13 MTDC companies in February, seeking their views on the state of the technology industry in Maryland.
- **Dr. Alan Rudolph**, program manager of the Defense Advanced Research Projects Agency (DARPA) discussed last month how MTDC companies might access funding opportunities from his agency. DARPA, which is the high-risk investment arm of the U.S. Department of Defense, has been granted broad authority to enter into "innovative agreements and other transactions" to support research and development activities. Rudolph talked about opportunities to obtain funding in order to use the life sciences to maintain U.S. technological superiority. These opportunities

include thwarting threats posed by chemical and biological agents of harm and bioinspired and biomimetic material; signal processing applications; robotics; and human performance enhancement.

**Graduate News:**

- **Panacea Pharmaceuticals** recently received funding from the Cosmos Bio Life Sciences Alliance, an international, cross-industrial "club" designed to develop, promote and foster breakthrough technologies in bio life sciences. Under the Alliance, research-intensive early stage and emerging companies with breakthrough platform technologies are encouraged to form alliances with well-established companies seeking to move into new fields as well as to harvest returns from equity investments. Dr. Frank Young, chairman of the Cosmos Alliance joined Panacea officials in celebrating the opening of the company's new lab facility in Gaithersburg. The event attracted business executives from several European countries, New Zealand and Japan, including the Chairman of Mitsubishi Corporation.

**Technology Advancement Program (TAP)  
University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Irene Barbe, email: [ih2@umail.umd.edu](mailto:ih2@umail.umd.edu)

**New and Noteworthy:**

- **AnthroTronix, Inc.**, which commercializes advanced technology interfaces for use in the medical, educational and military fields, has been awarded Small Business Innovation Research (SBIR) grants from the Department of Defense. The grants are titled "Monitoring the Warfighter" and "Human Robot Control Interface."
- **Advanced Thermal and Environmental Concepts, Inc. (ATEC)**'s SBIR grant from the U.S. Army, "An Improved Heat Exchanger and an Oil Separator for CO<sub>2</sub> Heat Pumps," has been upgraded from Phase I to Phase II. ATEC develops miniature thermal management technologies for various mechanical, electronic and high-tech environments.
- **DataStream Conversion Services**, which develops products to change data to an electronic form, has been contracted to develop an eXtensible Markup Language (XML) preprocessor to convert medical records by a major provider of medical record classification services. DataStream also has completed the first phase of a government contract to develop an XML-based authoring and editing system for tabular data in legislative documents and is leading an effort to assemble a Maryland-based team in support of the Electronic Records Archives program at the National Archives and Records Administration.

**Graduate News:**

- **Digene Corp.**, which provides advanced testing systems that improve human healthcare, is awaiting approval from the U.S. Food and Drug Administration on its cervical cancer test, the DNA Pap. The approval would put Digene's test on the same commercial status as the Pap smear, and would target a market that the company estimates could exceed \$300 million a year. The DNA Pap combines the Pap smear with a genetic exam for 13 strains of the human papillomavirus, a leading cause of cervical cancer.

**Emerging Technology Center  
Baltimore, MD**

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

**New Tenants:**

- **Sensics** - Larry Brown and Marc Shapiro, founders and Thomas V. Brown, CEO  
**Sensics**, a spinout of Sensics from the Johns Hopkins Wilmer Eye Institute, develops virtual reality headsets. The company received a Phase I SBIR contract by NASA for the development of "A High Resolution Ultra-wide FOV Telepresence Display," worth \$54,000 [MORE DETAILS].

**New and Noteworthy:**

- **Artifact**, which provides software that empowers developers to easily leverage existing software assets in order to build better software, has secured a Series A investment of \$4.75 million. Intersouth Partners led the investment with Draper Atlantic and Mid Atlantic Venture Funds (MAVF) participating as well.
- **Salar Inc.**, which develops custom IT software for the healthcare market, is currently in a trial with Johns Hopkins Pediatrics Division for their medical charge capture system.

- **The Emerging Technology Center (ETC)** is hosting a Brown Bag Lunch, "Lessons Learned From an Experienced Startup CEO - sizing your market, analyzing your competition, and identifying initial customers," on Wed., March 5th at 12 p.m. Jim Sanders, president of the Columbia Group, an investment and consulting firm, will share his insights from his time as: an analyst for IDC, Director of Competitive Intelligence for FIND/SVP, an investor and consultant to early stage companies and an experienced startup CEO. For more information, contact Kim Anderson at 410-327-9150 or [kanderson@etcbaltimore.com](mailto:kanderson@etcbaltimore.com).
- **VISICU, Inc.**, which is developing advanced technology to revolutionize the delivery of critical care medicine, announced that two additional health systems have successfully implemented VISICU's eICU system as a strategy to reduce medical errors and save lives. The eICU systems were implemented at Sutter Health, a leading not-for-profit community-based provider in Northern California, and New York-Presbyterian, the country's largest private sector academic medical center. In addition, an eICU implementation is nearing completion at Advocate Health Care in Chicago.
- Steve Hammalian, an ETC Mentor, is arranging a one-day program on technology transfer and commercialization for a delegation from China, the Zhejiang Advanced Technology Management Group, that is visiting the **Institute for Global Chinese Affairs at the University of Maryland College Park**. They will start the day at TEDCO with Steve Fritz and arrive at ETC at 10:30 a.m. on Tuesday, March 11 for a tour of the ETC facility and an overview of the program with the ETC's Ann Lansinger and John Fini. This is the third year that the ETC has participated in the tour.

## **techcenter@UMBC**

### **University of Maryland, Baltimore County**

<http://www.umbc.edu/techcenter>.

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

#### ***New and Noteworthy:***

- The **techcenter@UMBC** is holding the third annual **UMBC Visionaries in Information Technology Forum** featuring industry experts, UMBC faculty and corporate partners, including Richard W. Peebles, vice president and general manager of Software and Electronics Business Group and the chief technology officer of the Office Group for Xerox Corporation. They will share ideas on the future of information technology and its role in shaping the modern business environment. The event will take place on Fri., March 14 from 7:30 a.m. to 9:30 a.m. at the BWI Airport Marriott. For more information, please visit <http://techport.umbc.edu/partners/visionary.asp>.
- UMBC's Center for Women & Information Technology and the **techcenter@UMBC** will be holding the **Doing Business in Government: Marketing Strategies** program on Tues., April 8 from 9 a.m. until noon on April 8 at **techcenter@UMBC**. The event is aimed at teaching entrepreneurs how their companies can connect with government opportunities. For more information, contact Stacy Cotter at 410-455-5900 or [scotter@umbc.edu](mailto:scotter@umbc.edu).

## **Howard County Economic Development Authority's NeoTech Incubator Columbia, MD**

[www.hceda.org/incubator](http://www.hceda.org/incubator)

Contact: Carol Morrison, email: [cmorrison@hceda.org](mailto:cmorrison@hceda.org)

#### ***New and Noteworthy:***

- **Business Devices Inc.**, which develops software to simplify Internet connection and collaboration among enterprise applications and devices, has signed an agreement with Nexair, which specializes in welding equipment rental and sales, medical gases and supplies, compressed gases, Welding Safety and welder repair services. Business Devices will transition Nexair's installed database and all new customers to Business Device's system. With this and other pending contracts, two employees have had their status changed from part-time to full-time employee.
- **Medisolv**, an e-Health company providing web-based information technology solutions to hospitals and other healthcare institutions, has begun installing and customizing its Physician Portal product at Maryland General Hospital.
- **Syncrodyne Systems Corporation**, which is developing a power amplifier for wireless devices that is capable of ultra-high gain and ultra-high efficiency, has hired Bill Lawrence as its new CEO.

- **Syntonics**, which provides precision oscillators for use on spacecrafts, was awarded a \$619,000 development contract from the U.S. Navy Engineering Logistics Office. This 12-month contract requires Syntonics to develop a Fiber Optic Amplifier Extension that will enable Special Operations Command users to “remote” amplifier/antenna sets from their radios using fiber optic cable. This contract is supported by funds from the Technical Support Working Group, the national interagency research and development program for combating terrorism through rapid research, development, and prototyping.
- **VOTARA Corp.**, which develops voice-activated technologies for telecommunications systems and the Internet, has received \$80,000 in angel investment and closed \$80,000 in sales during the past six weeks. They also have launched the first site for Stroehmans Bakery with the potential for 52 additional sites soon.

**Graduate News:**

- **a2z Inc.**, which develops software used to manage and market trade shows, conferences, seminars and meetings, signed three new contracts with Gung Ho, Computer Associates and Michigan Association for Computer Users in Learning. a2z's Floor Plan Management Tool will be provided for their shows. In addition, The Expo Group, one of the leading show contractors in the U.S., has contracted with a2z to provide the Floor Plan Management Tool to all of their 100 clients. Also, a2z's Michael Hatch, Sr. Vice President of Marketing and Sales, has been invited to present a new seminar on Technology for Managing Corporate Events at the TS2 2003 Conference in July at the Washington Convention Center, Washington, DC.

## **Technology Assistance Center (TAC) Incubator Lanham, MD**

[www.pgcedc.com](http://www.pgcedc.com)

Contact: Wanda Plumer, email: [WLPlumer@co.pg.md.us](mailto:WLPlumer@co.pg.md.us)

**New and Noteworthy:**

- **Verche Technologies and Management Solutions**, which specializes in program and project management, has hired a new employee and announced plans to expand their operations within the incubator, adding administrative support space. Verche also recently entered a Mentor-Protege Program with The Washington-Harris Group, Inc., a company specializing in comprehensive health services, logistical support services and management consulting and contracting to public and private entities, including information technology regionally, nationally and globally.

## **Maryland Technology Development Corp. (TEDCO)**

### **DBED & TEDCO Present Newest Findings in Md. Entrepreneurs Genealogy Study Series**

ANNAPOLIS, MD (February 10, 2003) – The **Maryland Technology Development Corporation (TEDCO)** ([www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)) released two reports on the career pathways taken by founders of communications equipment and information and asset security companies in Maryland and provided policy recommendations to continue the tech sectors' future growth. The reports, “Founders of Maryland Technology Companies: Communications Equipment” and “Founders of Maryland Technology Companies: Information and Asset Security” were funded by TEDCO and the Maryland Department of Business and Economic Development (DBED). The Johns Hopkins Institute for Policy Studies prepared the reports.

(The reports are available online at [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).)

### **TEDCO Awards \$250,000 to Assist Companies Transferring Technologies through the Maryland Technology Transfer Fund**

COLUMBIA, Md. (February 6, 2003) — The **Maryland Technology Development Corporation (TEDCO)** ([www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)) today announced that it awarded a total of \$250,000 among five companies from its Maryland Technology Transfer Fund (MTTF). Each company received \$50,000 to assist in the transfer of technology

from either state universities or federal labs located in the state. The companies that received the funds were Embedded Research Solutions, Falcon Systems, LNK Corporation, CryMed Technologies and Agnik, LLC.

## **TEDCO Events: TEDCO to Present Details of Maryland Technology Transfer Fund Program**

**The Maryland Technology Development Corporation (TEDCO)** ([www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)) will hold an informational briefing at its Columbia headquarters to present details of the Maryland Technology Transfer Fund (MTTF) program. This briefing will teach companies how to use TEDCO's capital programs to help transfer technology from Maryland universities and federal laboratories to the Maryland marketplace. It will take place on Fri., March 14, 2003 from 2 p.m. to 3:30 p.m.

The program also will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process, and the terms of the agreement, among others. The MTTF awards provide up to \$50,000 in funding for technology development and require matching funds from that company dependent on company size.

Attendees MUST register. For more information or to RSVP, call Linda Saffer at (410) 715-4175 or [info@marylandtedco.org](mailto:info@marylandtedco.org).

*The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

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