

# Boulder Innovation Center

*Boulder's Entrepreneurial Hub*

## Boulder Innovation Center Winter Newsletter

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### BIC & LineRate Systems Commercialize CU Technology

[LineRate Systems](#) develops software solutions for high-performance network applications. The software allows high-end custom applications to run on commodity hardware, saving customers money. In 2009, Line Rate Systems will introduce its first product targeted at load balancing and optimizing the delivery of applications over the web.

The BIC worked with the University of Colorado's Tech Transfer Office and the inventor team to understand the commercial potential of the software and create a viable start-up at the end of the process. Kate Tallman, Director of Technology Transfer for CU-Boulder commented, "The BIC connected them with a deep pool of industry veterans who acted as a sounding board and made connections for them."

LineRate Systems represents a prime example of the collaborative process utilized by the BIC. This would not be possible without our volunteer advisors. We would like to thank all who participated: *Bob Masson, Steve Cox, Sue Kunz, Bob Gill, Ron Bernal, Doug Sicker, Kevin Devault, Dan Ganousis and Tom Lookabaugh.*

### CU Carbon Capture & Emission Control Technology Forms Start-Up Company with Help from BIC

[ION Engineering](#) is commercializing technology to efficiently and economically capture CO2 and other contaminants from natural gas wells and coal fired power plants. Originating in CU Boulder's Department of Chemical & Biological Engineering, the technology became part of the BIC's Renewable Energy/CleanTech Program and underwent the BIC's collaborative commercialization process that included the technologists Dr. Jason Bara, Dr. Dean Camper, Dr. Richard Noble and Dr. Douglas Gin, CU's Technology Transfer Office and volunteer advisors from the local business community. "The BIC provided great introductions to the CU founders which led to my joining the team and spearheading the company's



development process" commented Dr. Alfred "Buz" Brown CEO of ION Engineering.

Tim Bour, the BIC's Executive Director, said "By matching cutting edge technology with the appropriate business expertise, the BIC is able to efficiently create start-ups critical for local, sustainable economic activity. The Governor's Energy Office and the grant we received under the State's Clean Energy Fund, New Energy Economic Development program was instrumental in supporting the BIC's efforts in Renewable Energy and Cleantech Industries which led to the formation of a promising new company like ION Engineering."

[ION Engineering Press Release](#)

## BIC Graduates Thrive In Down Economy

The Boulder County Business Report ran "BIC Graduates Thrive In Down Economy" in their January 31st edition. It featured four of the BIC's Alumni who recently completed their consulting engagements with the BIC. The article highlighted our clients' openness to advice, hard work, and success. The BIC would like to wish the following graduates the best as they strive to achieve their goals.

[The Organic Dish](#) - Ready to cook organic meals and dinner kits

[Altitude Spirits](#) - Certified organic vodka, Vodka 14

[NovAurora Skin Care](#) - Organic Skin Care

[Simply Boulder Natural Cuisine](#) - Natural Sauces & Drizzles

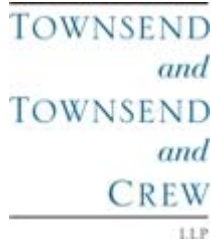
**For the complete article, please click here.**

## Program Manager Hired for 8th Continent Aerospace Business Incubator

Please welcome Eric Gricus as the new Program Manager for the 8th Continent Aerospace Business Incubator. Eric is a familiar face around the BIC and we are pleased that he accepted the new responsibility of overseeing the commercialization of space technology. As Program Manager, he will use the BIC's process and network of experts to help early stage companies grow aerospace technology into profitable businesses and investment opportunities. If you are interested in advising for the 8th Continent Aerospace Business Incubator or becoming a client, please contact Eric at [Eric@BoulderInnovationCenter.com](mailto:Eric@BoulderInnovationCenter.com).

## Program Updates Natural & Organic Program

The Natural & Organic Program continues to thrive in this struggling economy, consistently meeting with prospective companies, adding new clients and graduating others. The BIC's customized consulting engagements address issues spanning a variety of business development stages. These range from marketing and branding exercises, business plan development, distribution and sales organization advice to pitch reviews for those financing the next



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phase of their business. These activities are graciously supported by volunteer advisors like: *Bill Capsalis, Chris Bentley, Joe Beauprez, Darrin Foster, Mark Maggio, Sonja Tuitelle, Beata Pabian, Dean Abrams, Lisa Shapiro, Jennifer Ellis and Dale Kamibayashi.*

**Active clients include:**

[Two Moms in the Raw](#) - Raw, gluten free granola and crackers  
Ken's Outrageous Organics - Organic Ready to bake frozen cookies

[Sticky Fingers Cooking](#) - Naturally Boulder Pitch Slam & Scholarship Winner

[La Isha Breast SOS](#) - All Natural Pomegranate Oil-based product supporting breast health

[Goddess Garden](#) - Premium organic skin care and sunscreen

[Basket Africa](#) - Fair-trade woven baskets from Africa

[Pet Superfood](#) - Organic supplements for dogs and cats  
-Julie Dye & Lisa Bell, Program Managers

## Renewable Energy & Clean Tech Program

Our Renewable Energy and Cleantech program continues to grow, with new companies in the Boulder area starting up now and a very strong pipeline of new inventions from CU for which we will be seeking potential business drivers and advisors in the coming months.

Congratulations to former client [Cool Energy](#) for their award of a \$500,000 Commercialization Grant from the National Science Foundation to bring their innovative SolarFlow™ to market and to new client [Nexajoule](#) for their success in obtaining a NEED grant from the Colorado Governor's Energy Office. Congratulations also to [ION Engineering](#), a new company recently formed to bring new carbon capture technology developed at the University of Colorado to market. The BIC has helped the inventors connect with their new CEO and strategist as well as establish client relationships with some of our sponsors to support their startup.

Outside the BIC...Don't miss the [Sustainable Opportunities Summit](#) March 17-19 in Denver with a very impressive array of international speakers. The very successful California Clean Tech Open is expanding to our area with the launch of the Rocky Mountain Clean Tech Open. This business plan competition offers a \$100,000 prize to the winner along with other help - contact us if you'd like more information or help putting together a strong application. Also, check out the new Colorado "Advancing Clean Energy" license plate and show your support. Details at [www.coloradocarbonfund.org](http://www.coloradocarbonfund.org).

If you are interested in becoming a BIC client or advising with one of our client companies, please contact [Linda@BoulderInnovationCenter.com](mailto:Linda@BoulderInnovationCenter.com).

-Linda Olsson, Program Manager

## Space Program

The Space Program is in full swing actively recruiting advising talent and interviewing potential clients for the [8th Continent Aerospace Business Incubator](#). The Incubator's goal is to accelerate the growth of entrepreneurial Colorado companies using aerospace technology to grow jobs along the Front Range. [Channel 9 News had a feature on the 8th Continent Aerospace Business Incubator last week.](#)

We would like to welcome the first two incubator clients:  
[Flaik](#) - *GPS based skier tracking offered at 2 (and counting) large Colorado resorts*  
[ColdQuanta](#) - *Ultracold matter devices based on Nobel Prize winning CU technology*

### Upcoming Events

**Beyond Starting Up: Scaling Up Technology Companies** is March 12th & 13th. Presented by 8th Continent and the Denver Metro Small Business Development Center, it is a two-day workshop that provides entrepreneurs with the critical evaluation tools and action steps needed to maximize the growth and profitability of their businesses. [Please click here for the flyer and registration information.](#)

**CDIO North America** is meeting at CU March 17th to the 19th. CDIO stands for Conceive, Design, Implement, Operate the key elements for designing any kind of machine or technical device. [Please click here for the agenda.](#)

If you are interested in becoming a 8th Continent Aerospace Business Incubator client or advising with one of our client companies, please contact [Eric@BoulderInnovationCenter.com](mailto:Eric@BoulderInnovationCenter.com).  
-Eric Gricus, Program Manager

## BioScience Program

The BIC's BioScience Program is supporting the commercialization of high potential technology emerging from the University of Colorado.

### CU TTO Clients include:

[3QMatrix](#) - *Novel wound healing and drug delivery products*  
3QMatrix has added Dr. Gerit Mulder, Director of Wound Treatment and Research Center Professor of Surgery and Orthopedics at the Department of Surgery/Division of Trauma University of California San Diego, as Director of Regulatory and Clinical Affairs. Doctor Mulder has served on the 3QMatrix Scientific Advisory Board since last summer. Dr. Mulder adds a wealth of experience and knowledge to the products currently being developed by the 3QMatrix team.

The company is currently actively meeting with investors regarding raising funds for further development of the wound care products being developed in the laboratory by Dr. Amber Rydholm and Dr. Chris Bowman at CU. 3QMatrix has moved into offices in Gunbarrel.

**Cello Biotech** - *Fast, Efficient Soft Matter/Bio-Material Testing*

**Detection of DNA Hybridization** - *Detecting hybridization of nucleic acids using LC and cationic surfactant nanolayers.* The BIC is actively forming an advisor team to commercialize this technology.

A BioScience focused SBIR Workshop is taking place March 24th & 25th. [Please click here for more information.](#)

If you are interested in becoming a BIC client or advising with one of our client companies, please contact

[TimP@BoulderInnovationCenter.com](mailto:TimP@BoulderInnovationCenter.com).

-Tim Prodanovich, Program Manager

## Nanotechnology/Optical/ Engineering Program

The BIC's Engineered/Optical/Nano Program is supporting the commercialization of University of Colorado innovations.

### CU TTO Clients include:

**XenoPur** - *Water purification of radionuclide & acid metals removal.* The BIC is facilitating the creation of a start-up company based on this technology and is currently forming the management team. The technology has applications in contaminated mine water remediation, industrial etching and plating waste water purification and nuclear waste water clean-up.

The BIC is showcasing breakthrough Optical/Information Technology discoveries in March. Dr. Robert McLeod will offer a glimpse into the hardware innovations developed in CU's Electrical Engineering Department.

If you are interested in becoming a BIC client, attending the meeting with Dr. McLeod or advising with one of our client companies, please contact [Kena@BoulderInnovationCenter.com](mailto:Kena@BoulderInnovationCenter.com)

-Kenneth Altshuler, Program Manager

## IT Program (Software & Hardware)

The IT Program is pleased to see the successful formation of LineRate systems and will continue to support the company as it moves towards releasing its first product. Based on strong advisor interest, the BIC is retooling the program to better align it with client demand and interest from the local community.

-Tim Bour, Executive Director

The BIC is looking for interested Advisors to help in the commercialization of exciting and promising ideas. If interested, please contact

[Advisor@BoulderInnovationCenter.com](mailto:Advisor@BoulderInnovationCenter.com)

## BIC Sponsor Information

### Eltron Research

[Eltron Research & Development, Inc.](#) and its affiliates provide technology development and custom equipment fabrication to new

and established businesses.

Eltron commercializes novel technologies involving energy, chemistry, advanced materials, sensors and environmental systems. Drawing on more than 25 years of experience, Eltron's Contract R&D Services help entrepreneurs rapidly assess the commercial feasibility of technologies and accelerate technology development. We have resources that can serve as an "Instant R&D Department" for companies seeking additional skills or manpower before staffing up, enabling organizations to meet business demands for new products and adjust to changing market trends. Companies seeking commercialization guidance can turn to Eltron. Our executive staff has decades of experience moving technologies from concept to market.

Continental Technologies, an Eltron affiliate, offers services for custom fabrication of chemicals, fuels, solids and other processing equipment. Continental designs, engineers, fabricates, installs, operates and provides training for bench-scale systems, pilot-plants, skidded units, and commercial plants for traditional and alternative fuels, chemicals, catalysts and other industries.

Eltron Water Systems is an Eltron spin-out commercialization water purification and disinfection technologies originally developed by Eltron. Eltron Water Systems is seeking field trial partners to complete testing of a new-to-the-world system that produces and delivers peracetic acid (PAA) on-site, improving processes while decreasing operational costs. PAA is an effective, non-halogen based biocide and disinfectant. The system offers a green option for companies that need to control bacterial growth in systems or on hard surfaces.

Eltron is excited to be part of the BIC network and happy to be the founding member of a new sponsorship category - Research & Development Services. We look forward to working with organizations to develop and commercialize technologies.

For further information, contact Len Dolhert, VP Business Development, at 303-530-0263 x.110 or [ldolhert@eltronresearch.com](mailto:ldolhert@eltronresearch.com). Also, visit [www.eltronresearch.com](http://www.eltronresearch.com).

## **Faegre & Benson, LLP**

[Faegre & Benson LLP](#) represents entrepreneurs, fast-growth companies and their investors at all stages of an enterprise's life. We advise emerging companies on structuring their organizations for optimal growth on a local, national and international level. Our emerging companies lawyers guide clients through venture capital financings, intellectual property strategies, joint ventures, labor and employment, distribution and license agreements, and various exit

strategies.

Entrepreneurs and venture investors use our services because we provide practical, efficient advice based on deep business experience and commitment to contributing to the bottom line. We develop long-term relationships with our clients to gain a thorough understanding of their business to best guide them through their business growth cycle and possible exit strategy.

We represent angel investors, venture capital firms and hedge funds in venture capital and private equity transactions. We have relationships with venture capital funds in Boulder, throughout Colorado and many coastal funds. During the past two years our firm has represented issuers and venture capital firms in more than 50 venture capital financing transactions that raised more than \$400 million, of which more than one-third were cross-border transactions.

With more than 120 lawyers practicing in our Boulder and Denver offices, we are one of the largest law firms in the Rocky Mountain region. We are a founding sponsor of the Boulder Innovation Center and our lawyers have been active in Colorado's entrepreneurial community for 25 years. For more information, please contact Chris Hazlitt at [chazlitt@faegre.com](mailto:chazlitt@faegre.com) or (303) 447-7753, or visit [www.faegre.com](http://www.faegre.com).

This edition of the BIC's newsletter highlighted two successful commercialization projects which we feel are critical to the sustainable economic growth of the economy. The BIC was able to harness the skilled business acumen of the local community and match it with some of the best technology emerging from the University of Colorado.

We could not do this without the support of our volunteers and Sponsors. The BIC is a 501c (6) non-profit. We rely on members of the public sector and private sector for sponsorships to support our annual operating costs. If you or your company would like to discuss ways you can help provide needed financial support of the BIC, please contact us. Your help is greatly appreciated.

**Sincerely,**

Tim Bour, Executive Director  
Boulder Innovation Center  
303.444.2111

[Tim@BoulderInnovationCenter.com](mailto:Tim@BoulderInnovationCenter.com)

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