

Background information

The high-tech business incubator Technoport provides companies with access to resources that entrepreneurs and small companies typically lack. Our objective is to provide the best conditions in Luxembourg to achieve growth & success.

As an organisation within the CRP Henri Tudor, Technoport has developed services and infrastructure to accelerate the growth of promising, high potential projects and companies in Luxembourg. Technoport has a current network of 23 SMEs.

Technoport News is split into four sections:

- Company Profile** A feature on one of the exciting companies in our network
- Company News** A condensed version of highlights from the companies within our Innovation Network
- Technoport Highlights** A brief overview of what has happened at Technoport over the last two months
- Incubator Status** How big is Technoport? How many projects, companies and people are involved?

Technoport is always looking for quality projects and businesses managed by determined, proactive entrepreneurs.

For more information, visit our website at www.technoport.lu.

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Company Profile: LuxScan Technologies sells 100th scanner and announces expansion of US team

LuxScan Technologies, former start-up of Technoport and success story since 2002, is proud to announce the sale of the 100th scanner worldwide since the company's inception in 1998. The scanner, a Combi-Scan C600, was sold to Palliser Lumber in Crossfield Alberta Canada for running Spruce, Pine and Fir. The line will be built in conjunction with System TM to run one scanner and three automatic cross cut saws. "We are grateful to Palliser for the order and proud to have reached this milestone with a company in North America, one of our strongest markets," said JP Hildebrand North American business manager for LuxScan Technologies. The scanner will be delivered in mid November and using Luxscan's latest technology.

To be competitive, modern production processes require high performance, accuracy, quality and reliability. LuxScan's commitment is to meet these demands in the field of scanning systems and control engineering. Since 1998, their constant growth is sustained by high level products, outstanding service and an excellent reputation on the market.

LuxScan became the worldwide leader in wood scanning by providing a set of products for real time scanning and quality inspection in a wide range of the fields such as Doors / windows industry, Furniture industry, Flooring / parquet, Components (for construction, or furniture ..), Kitchen and bath cabinet, Glue lam beam industry, Truck flooring, Panelling, etc.

To be able to guarantee the quality of its service LuxScan Technologies also announced the formal hiring of two additional US technicians. "Luxscan Technologies is committed to the American market and this is another sign of that commitment", according to Raphael Vogrig, managing director of LuxScan Technologies. Tom Melvin has been in the fiber optic industry in machine controls prior to his employment with Luxscan. Kevin Sandore worked for a European machinery company in the metal working industry before joining LuxScan Technologies. Both men have been going through extensive training on LuxScan scanners, both at customer sites and in the LuxScan factory. "We look forward to both of these gentlemen adding to the depth of abilities and giving our customers the best service possible" added Raphael Vogrig. Both men work out of the office in Troutman NC.



LuxScan Technologies premises in Troutman, NC (USA)

Employees	+30
Sector	Manufacturing of industrial scanners for processes automation in the lumber industry
Fields of expertise	Cross-cutting; Ripping; Sorting; Stress grading; Color matching
Products	Easy-Scan; Combi-Scan; X-Scan; Match-Scan; Rip-Scanner; E-Scan; Shape-Scan L; Front End Scanner

For more information, please visit www.luxscan.com

Company News

23rd May 2007

SecureWave Buys Security for Americas Cup Team

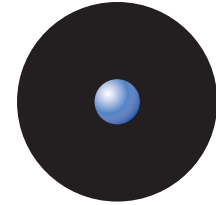
Sanctuary prevents the Victory Challenge team from losing vital data.

SecureWave SA, a worldwide leader in endpoint security solutions, has announced that the Victory Challenge team, competing in the 32nd Americas Cup, has deployed its Sanctuary endpoint security suite to prevent loss of intellectual property relating to its racing strategy and design of the team's racing yacht, Järvi (SWE96). The 32nd Americas Cup is held out of the port in Valencia: temporary home to 120 crewmembers of the Victory Challenge team. All race preparations, including boat building and modifications are done in port. Despite the fact that there are strict regulations regarding the use of USB sticks to download competitors' racing data, the close proximity of the teams in port means that there is

ample opportunity for this rule to be broken. Eric Ernst, IT manager of the Victory Challenge team, decided to remove that risk using software that prevents unauthorised USB devices from connecting to the network and blocks software from running unless it is explicitly authorised.

Ernst was able to draw on his experience working for Swiss banks to select the right product for the task. In particular, he was impressed by Sanctuary's ability to apply both device and application control on the network server: *"By installing SecureWave Sanctuary, I can be sure that no nasty malware is lurking on our machines and giving the game away without our knowledge. We can also be sure that no one has snuck onto Järv to download information to a USB stick,"* reports Ernst. *"The great thing is that I can still allow the team to use USB devices, while preventing everyone else from doing so. When it comes to protecting Victory Challenges data from prying eyes, Sanctuary was the obvious choice,"* he said. *"Protecting intellectual property, in this case regarding the design of the Järv and any other information that could provide competitors with an edge, requires both application and device use policies,"* said Dennis Szerszen, SVP of SecureWave. *"With removable media now offering massive storage capacities and with malware such as Trojans, keyloggers, and spyware that can execute without user knowledge, there are many threats out there that can target sensitive data. We are delighted that Victory Challenge chose Sanctuary to protect its confidential information and wish the Järv every success in her races."*

For more information, please visit www.securewave.com



SecureWave
Safeguarding Tomorrow

April - May 2007

Jamendo goes Platinum and announces new notification system

April and May have been very busy months for Jamendo and the company is proud to announce several achievements and improvements of our platform.



The major one has been the release of a new automated notification system to allow members to keep up-to-date with the releases from their favourite artists or with the replies to their reviews on the forums. Everything from private messages to new relevant album releases will be gathered on your notifications page or sent by mail after a while. Jamendo will be focusing on a few of the aspects of this important feature in the next few weeks (you can already try adding forum watchwords in your member preferences or bookmarking some of your favourite topics on the forum)

Some achievements or milestones that had been reached during these two months are: the 3000 album threshold (3 514 albums as of May 31st); the 100 000 member threshold (124 244 as of May 31st); the threshold of one million albums distributed free and legally over the BitTorrent P2P technology; the first distribution of the ad revenue with the artists and the creation of Buzz Teams for artists.

Read much more news about all these improvements on their Blog:
<http://blog.jamendo.com/index.php/category/en/>; For further information, please visit : www.jamendo.com

5th April 2007

Epuramat gets wastewater treatment branch of Chaux de Contern

After Chaux de Contern's equity investment in Epuramat beginning of this year both companies agreed to group their respective wastewater treatment activities under Epuramat. *"For us it is a strategic decision to leave our wastewater treatment business to the specialists of Epuramat"* says René Goy, Managing Director of Chaux de Contern. *"We never considered ourselves as pure investors in Epuramat but much more as a partner looking for strong collaborations."* This is an important step for Epuramat to establish itself as a major actor in wastewater treatment solutions on the local market. *"We are convinced that we can offer efficient solutions to our customers in the Greater Region",* says Achim Kopmeier, CTO of Epuramat. *"This development in the collaboration with Chaux de Contern is for us a huge prove of trust and validation of our approach."* Chaux de Contern has built, since 1950, more than 90 wastewater treatment installations in Luxembourg.



For more information: www.epuramat.com

2nd April 2007

CodaSystem gets Microsoft Mobile2Market certification for its CodaMobile v1.21 application

CodaSystem is proud to announce that its CodaMobile v1.2.1 application got the conformity certification delivered by the independent National Software Testing Laboratories (NSTL) to be able to integrate the Mobile2Market programme of Microsoft. The two major assets of the application are the ergonomic and security qualities. *“It constitutes an important step in the development of the visibility of our application. Thanks to this certification our technology can be listed in the Microsoft catalogues,”* says Frédéric Levaux, President of CodaSystem.



Who. What. When. Where.

Mobile2Market is a whole programme aimed at linking independent software suppliers, distributors, mobile operators and final users. It allows validating the compatibility of the applications with Pocket-PC and Smartphones under Windows Mobile. The selected applications are also inserted in a 'best practice' handbook for guaranteeing customer satisfaction and (as stated before) the integration in the Microsoft certified catalogue.

For more information: www.codasystem.com ; www.nstl.com,
www.microsoft.com/windowsmobile/catalog/cataloghome.aspx

31st May

Sapiens Tech launches New Revolution in Asset Management !

Asset management is ready now to become a commodity offered to online clients, just as stock exchange access, custody, or credit! Do not miss the next revolution in financial services!

Asset Management Services powered by Vestor permanently screen the stocks markets and provide a set of individualized and motivated investment suggestions, which fits with investor's current portfolio, investor's profile, and market opinions.

Sapiens Tech is specialized in the development of a new generation financial software solutions. With a team made of a dozen of enthusiastic collaborators, Sapiens Tech now focuses on the distribution of new innovative solutions based on the same concepts as those defined in Vestor Asset Management Services.



For more information: www.sapienstech.com

Technoport Highlights

30th May 2007

Technoport at PNI Cube's Annual International Workshop on "Management of academic spin-offs"

This workshop was an interesting source of thoughts and networking for the work that CRP Henri Tudor and Technoport are about to do in setting new rules in the IPR policy and also in supporting a potential entrepreneurial spin-off movement within the research teams.

PNI Cube is the Italian association of 33 university incubators and local business plan contests established back in 2004. The aim of the association is to diffuse the entrepreneurial culture within the academic world and to organize the National Innovation Award as well as the national contest of "Start-up of the year". Since 2006 the association also organises annual workshops and meetings around topics of major interest in the processes supporting the emergence and development of innovative spin-offs or start-ups. This year's topic had to deal with the management of academic spin-offs, which still seems to be, as in several other European countries, a major headache.

Dr. Pozzollo, president of PNI Cube, introduced this workshop as a necessary discussion several years after the implementation of the Italian "297 law", setting the basement for the academic spin-off movement in Italy. The major questions or challenges he saw were basically four: A) the need of establishing an efficient relationship (and not only legal one) between the university and the researchers who decides to become entrepreneurs; B) the question of knowing

if universities and academic boards really know what it means to take shareholder positions in such companies (in terms of responsibilities and reactivity, i.e. professionalism in the work); C) an efficient management of the Intellectual Property Rights (IPR) policy within the universities and D) the question of the financing of such activities.

The interesting parts of this workshop were without a doubt the parallel sessions in the afternoon where issues like *"How to scout spin-off projects from research?"* and *"What management models for academic spin-offs?"* were treated. The first topic insisted on the so-called *'department antennas'* needed to make an efficient job in terms of scouting the interesting teams and projects and allowing an efficient link with the incubators. The second topic clearly showed that each case of spin-off is quite unique in the implementation and that laws can just set the basic requirements for the transfer but not more.

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April – May 2007

Great feedbacks from pilot projects in the Sales and Marketing Support Structure

2007 has shown to be a very positive year in terms of experimenting the actions developed to support our companies in their sales and marketing issues. In 2006 we were already able to make an initial fine-tuning based on the experiences gathered with Conostix and Mocom. Today we have been able to expand these tests on several other companies with more targeted or broad missions. The return from the entrepreneurs is very good and the word of mouth starts to show an increasing interest in this kind of services. The aim for Technoport is to establish a clear process by the end of the year with a clear partnership programme for external consultants or service companies and also a clear pricing structure. Don't miss the next edition where we will discuss more in deep one of the case studies we did.

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Future activities

12th June 2007

Microsoft Enterprise & Development Summit 2007 at Technoport

Microsoft and Technoport are happy to invite you to the "Enterprise & Development Summit 2007". During this presentation day you will receive an overview of the evolution of the Microsoft platform and products to solve major company challenges. With no less than 10 speakers, all experts in their field of activity, you will get a complete view on the topics.

Do not miss this free one-day training event. Subscription is mandatory and for a software developers audience.

For further information: http://www.microsoft.com/belux/msdn/fr/events/devdays_lux.msp

19th June 2007

Airfield announces RFID training at Technoport

RFID is still giving rise to a whole range of questioning: How can RFID concretely be used? Is it really providing a ROI as sales-pitches suggest? How can one implement a real RFID project?

"RFID: point of truth" that's the title of a training session organised by Airfield on June 19th 2007. The content is based on the successful sessions organised previously in France and Luxembourg. The target public are managing directors, logistic, production, methods, and IT decision makers. Arnaud Bellaire, CEO and founder of Airfield, will held this training based on his field experience in the application of RFID. The training takes place from 9.00 to 12.30 and will be very practice oriented.



For further information and subscription visit www.airfield-rfid.com

25th June 2007

The JCI Luxembourg Creative Young Entrepreneur Award (CYEA)

The CYEA is the international competition to recognize young entrepreneurs, and the role of creativity in their success. The main goals of CYEL are to honour creative young entrepreneurs, to create interest in entrepreneurship among innovative young business people, promote and support business creativity and new enterprise or segment development and to promote JCI as well as the project sponsors as leaders in creating, supporting and honouring the entrepreneurial spirit. The Jury evaluates the nominees applications following several criteria as: the company actual status and success, the degree of ingenuity, creativity and innovation embodied by the nominee's entrepreneurial achievement, the degree of difficulty in launching and building the company, the risks involved and the plans and prospects for the future and the creative planning skills of the nominee. This year final award ceremony will take place June 25th in the premises of ARCELOR-MITTAL in Luxembourg. Watch out for the winners in the next edition!

For more information: International competition, www.jci.cc/cyea; National competition, www.cyel.lu.

Incubator Status: Facts & Figures of Technoport

Location & development

• Available space for high-tech companies	1,600 m ²
• Occupation rate	85 %
• Actual average tenancy period	3.4
• Companies accepted in 2006	4
• Number of companies accepted by the board of directors since 1998	40

Technoport Innovation Network Development

• Number of companies within the Technoport Innovation Network	23
• Hosted companies	14
• Success stories	9

Employment & Turnover

• Total positions within the Technoport Innovation Network	+190
• Positions created during 2006	51
• Estimated turnover 2006	+20.5 M Euro

Development of expertise during 2006

• University internship positions	20
• PhD thesis	5

Synergies during 2006

• Co-operation with CRP Henri Tudor (R&D projects or other)	17
• Inter-company synergies created	19

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