

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 22 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: Patchlink completes SecureWave acquisition

SecureWave, former start-up and success story of Technoport, is proud to announce its acquisition by PatchLink Corporation.

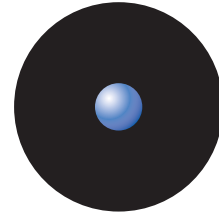
PatchLink Corporation is a global leader in security and vulnerability management. The company announced it has completed an all stock merger with SecureWave, a worldwide leading provider of endpoint security solutions to more than 1,700 customers worldwide on July 12th 2007. Financial details of the transaction were not disclosed. The combination of these Common Criteria certified offerings creates the industry's first comprehensive security platform for unified protection and control of all enterprise servers and endpoints. The acquisition follows closely on the heels of PatchLink's February, 2007 acquisition of Harris STAT.

"Through significant organic growth and strategic acquisitions, PatchLink is evolving into a global provider of security solutions for the world's largest and most demanding IT environments," said Pat Clawson, PatchLink Chairman and CEO. *"We believe PatchLink is now poised to capitalize on a significant market opportunity as the de facto provider of policy-based enterprise security solutions."*

SecureWave Sanctuary provides unified policy enforcement for centrally managing and monitoring device and application use to protect against data leakage and malware threats. By employing a positive security model, Sanctuary enables only authorized applications to run and only authorized devices to connect to laptops, PCs, servers, terminal services servers and thin clients. These capabilities, combined with PatchLink's vulnerability management solutions, provide organizations with enterprise-wide policy management to assess and prioritize vulnerabilities, proactively enforce application and device security policies, and automatically patch and remediate vulnerabilities across their entire IT infrastructures. *"The technical and geographic synergies between the two companies made this a logical next step in moving towards unified protection and control that cuts across multiple departments within an enterprise,"* said Bob Johnson, CEO of SecureWave. *"This combination provides our customers and our partners with a best-of-breed product portfolio based on the positive security model that consolidates infrastructure, unifies management and administration, lowers cost of ownership and provides end-to-end risk reduction."*

"Reactive security drives a maddening environment of ad hoc and emergency updates to signatures, patches and security policies. However, organizations realize that proactive security measures are the best way to maintain a consistent level of security risk management." said IDC Research Director, Charles Kolodgy. *"This emphasis on fixing problems before they occur will create a significant market for integrated security policy and remediation management. A proactive stance will also reduce security risk across the enterprise. PatchLink's acquisition of SecureWave provides solutions to reduce risk."*

As part of the agreement, Mangrove Capital Partners, an original investor in Skype and the primary shareholder in SecureWave SA, will be given a seat on the PatchLink board.



SecureWave
Safeguarding Tomorrow

Employees	+ 80 (+ 50 in Luxembourg)
Fields of expertise	Leading provider of endpoint security solutions
Subsidiaries	Milton Keynes (UK), Herndon, VA (US)

For more information, please visit www.securewave.com

Company News

14th June 2007

CodaSystem launches "Shoot & Proof" – a B2C solution

CodaSystem is proud to announce the launch of "Shoot & Proof". The software can be downloaded on smart-phone and camera-phone and makes it possible to provide certified pictures bringing the proof of a fact or a situation to individuals and professionals. "Shoot & Proof" is easy to use and by downloading the software from the site www.shootandproof.com, any private individual or professional gets a free five pictures version. Every picture that is taken is encrypted, tattooed, time stamped, located, and stored on a secured server during one-year at least.



With this B2C solution, CodaSystem allows everyone, in an extremely simple way, to create undisputable digital pictures, and view them on a professional Web platform. Pictures are indexed and sorted by date of capture and they are positioned on a card. The picture can also be commented and associated with keywords enhancing research. This simple and highly protected solution has already proven a rapid return on investment and important savings.

For more information, please visit www.shootandproof.com

17th July 2007

Jamendo closes Series A funding from Mangrove Capital Partners

Jamendo is thrilled to announce that they closed a significant amount of Series A funding from Mangrove Capital Partners, the well-known early backer of Skype. Jamendo allows users to listen and download for free more than 40,000 DRM-less music tracks under Creative Commons license. So far, 3 million albums have been legally downloaded from the Jamendo platform, which currently counts 500,000 unique visitors per month. Since January 2007, Jamendo has been offering to its artists a Revenue Share programme: half of the advertising revenue are shared with the registered artists.



Laurent Kratz, founder and CEO of Jamendo, commented: *"We are very proud to welcome Mangrove as a new shareholder in our company. We share the same vision of the future of music. With this funding, we plan to become the undisputed global player of free music. More than a music-sharing platform we are economically supporting and promoting the long tail of music. We have a proven business model where music is not only proposed for free to end consumers but we are also closing an increasing number of partnership agreements and licensing deals."*

Alongside personal pages, pictures and videos, Jamendo is the fourth pillar on which young bands, musicians and unsigned artists are relying to promote their music and image on the global scale. With a strong presence in most of Continental and Central European markets, Jamendo intends to allocate dedicated resources to manage the acceleration of traffic and content acquisition in regions like North America, Brazil, India and Russia. It will also increase the cultural diversity of both the music and the user feedbacks.

"With the aim at becoming the biggest independent music portal online, we believe Jamendo is the most appropriate and flexible answer to the current online revolution that the music industry is facing: providing unsigned artists with revenue opportunities all the while enabling the users to listen and download music for free", said David Waroquier of Mangrove Capital Partners.

For further information, visit www.jamendo.com and www.mangrove-vc.com.

23rd July 2007

LuxScan Technologies announces acquisition by Weinig Group

LuxScan Technologies, success story of Technoport, announces its acquisition by the Weinig Group. With this acquisition the Weinig Group is setting a strategic course for the future market development. *"We know that the market for products in the wood optimization sector is large and that the technology required for it continues to offer great potential for innovation. With LuxScan, we are integrating a company into the Weinig Group that leads the way in terms of quality and scanning consistency and is therefore the best possible addition for us,"* explains the Chief Financial Officer of the Weinig Group, Karl Wachter, talking about the reasoning behind the acquisition. LuxScan's product line covers the whole scanner spectrum for the complete solid wood manufacturing process chain. Walter Fahrenschoen, CEO of Weinig subsidiary Dimter, is convinced this takeover marks a new era in wood optimization.



"Together with LuxScan, we are in a position to put our years of application knowledge to great effect in order to directly enhance scanner technology. Our goal is to offer fully integrated complete solutions, both mechanically and in software-technology," explains Fahrenschoen. The Weinig Group currently offers a complete machine programme for solid wood processing and is in a position to establish scanner technology as a new standard in this industry, from both a financial and technological point of view. The customer will receive not only machine technology, but also an entire system with automatic wood defect detection – all from one manufacturer. Interface problems will be a thing of the past. Proximity in location and years of successful cooperation between the Weinig Group and LuxScan will ensure integration proceeds at a rapid pace. Fahrenschoen points to the large number of common installations in this regard and believes that it will be possible to progress rapidly in terms of innovation. LuxScan Technologies currently employs approximately 30 persons in Luxembourg and the USA. *"Now that LuxScan belongs to the Weinig Group, we will have access to markets worldwide. LuxScan will be the only scanner manufacturer worldwide benefiting from such marketing potential and competent service",* says the Managing Director of LuxScan, Raphaël Vogrig.

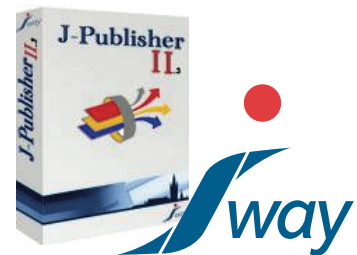
After a very good first six months for 2007, CEO Rainer Hundsdörfer expects significant growth for the whole Weinig Group compared with the previous year. *"With OPUS 800, we developed a forward-looking corporate strategy that is now being gradually implemented. The investment in scanner technology is only part of a strategic process that the Weinig Group will use to enter new business fields in the future. Our global course for expansion has just begun,"* concludes the CEO, offering an exciting outlook for the future.

For more information, please visit www.luxscan.lu

20th June 2007

J-Way announces new version of J-Publisher

With version 2.3 of J-Publisher, J-Way announces a model of collaborative licence SOG (Sources Open and Guaranteed). This licence agreement aims at bringing to its customers and partners the best of the two existing models (free and proprietary) and makes any licence costs disappear. The new version of J-Publisher offers thus some notable advantages in terms of software managed, guaranteed and supported in a professional way by a stable team and a centralized development committee. With this new version, clients are able to reach the improvements of the software by a simple system of maintenance and without financial surprise (the maintenance is covering all major and minor software releases).



Moreover, users have not only free access to the source code but will also be able to adapt it to their own project without any impact on the stability of the J-Publisher core. The sources are identified and organized in a way to allow to the customer any adaptation of J-Publisher in conformity with its functional, ergonomic and integration needs.

For more information: please visit www.jway.lu or contact jmb@jway.lu

23rd July 2007

Beat Technologies announces new product line for mobile proximity marketing

The company focuses on the development and deployment of location aware personalized information systems for mobile environments. With this new product line, the company will be able to meet the market needs by offering solutions for personalized mobile proximity marketing for both advertisers and end users. For advertisers, Beat Technologies offers **beatSPOT** Bluetooth nodes, which broadcast mobile content to nearby bluetooth-enabled phones. The advertisers can manage the content for their beatSPOTs with the web-based **beatCMS** content management system, which allows also to define which content is broadcasted at which time and location.



For the end user, Beat Technologies offers their free **beatMIC** mobile Java application. It allows receiving coupons and useful information from nearby beatSPOTs. At the heart of beatMIC is an integrated profiling component which learns the tastes of its user so that only relevant information comes through. For Q1 2008, Beat Technologies announces **beatFEEDS**, which will allow beatMIC users to access their favourite RSS feeds from anywhere they are. Pilot testing of a **beatSPOT** infrastructure has been taking place in June and July at Technoport, in co-operation with Eurest and Arcelor Mittal. The installation will remain at least until the end of August, and everybody is invited to try it out for free.

For more information, please visit www.beat.lu or contact info@beat.lu

Technoport Highlights

12th June 2007

Successful Microsoft Enterprise & Development Summit 2007 at Technoport

Microsoft and Technoport were happy to invite to the "Enterprise & Development Summit 2007". During this presentation day more than 80 attendees received an overview of the evolution of the Microsoft platform and products to solve major company challenges by no less than 10 speakers, all experts in their field of activity.

Watch out for the next event at Technoport!

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

20th - 22nd June 2007

Technoport at the EBN 2007 Annual Congress

This year's EBN annual congress was on "Global Innovation Bridges: A new Generation of Business and Innovation Centres" and took place in Canterbury – Kent (UK), in partnership with the Kent County Council (KCC) and Technology Enterprise Kent (BIC Kent TEK). The congress was an interesting platform to discuss the role that Europe can play today as a global actor, and as an accelerator in innovation and small business development. Technoport was mainly interested in the discussions around the Road Map for the future generation of BICs, Incubators and Innovation Centres. It seems evident that the BIC movement is facing a challenging development phase build on the knowledge gathered during the last decades. EBN wants also to use the quality label as a tool to reinforce this common knowledge and to develop a new strategy for the coming years.



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25th June 2007

Fédération des Jeunes Dirigeants organizes working lunch on entrepreneurship at Technoport

The Fédération des Jeunes Dirigeants – FJD (Young Managers Federation) brings together managers of less than 45 years from all activity sectors in Luxembourg. It has a multiple goal of promoting the entrepreneurial spirit in Luxembourg, contributing to the establishment of a favourable general economic climate and supporting the exchange and thinking between its members. The FJD keeps a constant contact with the political and socio-economical world and regularly invites political decision makers to share ideas and recommendations. The federation was created back in 1977 and has today around 150 active members.



The 2007 annual working theme of the FJD was “Education, Training, Research: What challenges for the knowledge society and the entrepreneurial spirit in Luxembourg?”. On June 25th the committee organized a ‘working lunch’ at Technoport with the presence of the Minister of the Economy and Foreign Trade, Jeannot Krecké, to discuss the support measures for entrepreneurship, creation and take-over of companies in Luxembourg.

Around 60 members came to the presentation made by a sub-working group of the FJD. The results were very interesting as they were based on a study made by entrepreneurs/managers. They pointed to the visibility of the different initiatives and also to some coordination problems in the system as well as some improvement opportunities at the different stages of development of a company. The quality of the presentation allowed also having a very interesting and open debate with the Minister at the end. Technoport definitely agrees with one last comment made by the Minister. Considering the quality of the work the FJD should definitely promote much more these results to increase their visibility and impact on public policies through specific recommendations.

For further information: www.fjd.lu

25th June 2007

Conostix awarded by CYEL 2007

Remember in the last edition of Technoport News (April - May 2007), we announced the Luxembourg JCI Creative Young Entrepreneur Award 2007, organized by the Young Economic Chamber of the Grand-Duchy of Luxembourg (JCEL). This competition recognises young entrepreneurs and the role of creativity in their success. The finalists of this year's edition were revealed during a ceremony that took place on June 25th, 2007 in the head office of Arcelor Mittal. Technoport is proud to announce that Yves De Pril, founder and CEO of Conostix, a Technoport-based company, has been selected among the award winners.



Yves De Pril, exequo with Pascal Dine, founder and CEO of CPI (www.cpi.com) ranked on the 2nd place. The first prize went to Roger A. Assaker, founder and CEO of e-Xstream engineering (www.e-xstream.com). The three finalists were also named by the JCEL to represent Luxembourg at the world award, which will take place next November in Antalya (Turkey).

For further information see: www.cyel.lu and www.conostix.com

1st June 2007

End of Technoport's Leonardo mobility project

On May 31st the Leonardo Mobility project “*Mobility of Students in Start-ups and Research*” (MST-STR) has come to an end. The idea of the MST-STR project was to increase the mobility of international students in IT and Business Administration to Luxembourg; offer hands-on internships where students would be able to gain further knowledge and experience in their field of expertise; increase the awareness of career opportunities within technology based companies or research institutions; decrease red tape for entrepreneurs of start-ups to access such qualified profiles and promote innovative activities in Luxembourg. Technoport would like to thank all partner institutions and companies that participated to this project and wishes all the best to the 4-hosted interns:

- Rachid Mohouch, student at the Joseph Fourier University of Grenoble (France) who did a mandatory internship for his Bachelor degree in applied and industrial mathematics,

- Anthony Tresontani, a third-year telecommunication and network-engineering student from ENSEIHT in Toulouse (France),
 - Hervé Jacquemin, student at the Haute Ecole IESN of Namur (Belgium). He did his specialization in Information Technology within the Telecommunication Systems department,
- and
- Sihem Bedrane who did her Master in Management of Product Processes with special focus on Innovation Marketing at the University Paul Verlaine ESM-IAE in Metz (France).

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1st July 2007

Technoport at Intel & UC Berkeley "Technology Entrepreneurship, Theory to Practice" seminar

At the initiative of the International Association of Science Parks (IASP), Technoport attended in Barcelona an entrepreneurship programme led by coaches from Intel and the University of Berkeley in California. During this intensive immersion course, case studies and sub-group activities were performed based on practical examples from the Silicon Valley, i.e. one of the most practiced and accomplished innovation models in the world. The seminar covered key strategic entrepreneurship issues, such as: opportunity recognition, business planning, corporate management and finance (valuation models, team agreements and term sheets). The 2-day seminar is produced for researchers, entrepreneurs and institutions with a key role in the support of entrepreneurship. It is held every year at different locations in Europe.

Please do not hesitate to contact us if you are interested in attending one of these seminars or would like to get further information on the organising institutions and their entrepreneurship programmes.

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31st July 2007

"How did we raise venture capital" - successful re-launch of 'Last Tuesday' events

After more than one year of stand-by, Technoport decided to re-launch the concept of 'Last Tuesdays'. The objective is quite simple: to organise informal monthly come-together meetings for the companies of the Technoport Innovation Network and to have a sharing of best practices among them. The agenda is thus straightforward: brief introduction of the pre-commercial projects to the already established companies and then a contribution of an entrepreneur sharing an own experience in his business development.

This month, Technoport was pleased to have Laurent Kratz, co-founder and CEO of Jamendo, giving a talk about his successful experiences in raising venture capital funding. He gave a very interesting speech about the whole fund raising timeline and process; what VC were looking at; the pros and cons of fund raising and finally some very valuable tips about the fund raising term sheet. For the fund raising process he made some interesting parallels with a typical sales process. You should clearly define what you sell, you potentially need to buy some skills to make the deal happen; you should think like a VC and be introduced and thus exploit the power of some existing professional social networks.

20 participants out of 9 companies and 2 pre-commercial projects made this re-launch become a quite successful start. After the presentation there was an informal drink where participants could deepen some aspects with Laurent. Following this success Technoport decided to already plan the next events for September, October and November. Topics will have to be confirmed with the entrepreneurs.

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Future activities and Partners news

July 2007

Technoport official partner of the European Venture Contest 2007 - registration opened

Technoport is an official partner of the European Venture Contest, an international competition for innovative technology companies looking for investors or strategic partners. Selected ventures will be given the opportunity to present their business proposition to a selected panel of European venture capitalists and corporate dealmakers following a selection process carried out by world-class top investors.



Europe's Leading Competition
for Innovative Ventures
Register Now!

The competition offers a unique opportunity to gain exposure to a network of leading financial and industrial players and be placed in the spotlight at an international level. Participation is free of charge and open to all technology ventures looking for finance (early stage, expansion, buyout, acquisition, or pre-IPO) or international business partnerships of any kind (joint R&D, product development, distribution, sales, etc.). Registration is available online on the contest website until September 8th, 2007.

For more information, please visit www.europeanventureinstitute.eu or contact catherine.delevoeye@tudor.lu

LBAN – The exiting way to invest your money

Another successful LBAN (Luxembourg Business Angel Network) Investment forum was held at the premises of the Luxembourg Bourse on July 21st. 30 Business Angels and potential investors were present to hear the four chosen entrepreneurs present their projects. The projects for the 6th forum included cosmetic products to cure skin diseases, mobile services and content factory for mobiles, immersive TV technology, and a carwash network with added value and service amenities. Some entrepreneurs were looking to expand their existing infrastructure while others needed capital for their start-up.



The LBAN Board was pleased to see the variety of projects presented and the growing interest that investors are showing. Of the 24 projects, which have been presented over the last two years, six have found successful investment through LBAN, the majority of these through their most recent forums. LBAN's aim is to promote their presence even further and keep organizing regular workgroups and their quarterly forums. They hope to attract an increasing amount of skilled Business Angels who are interested in helping new projects either financially or intellectually, in exchange for an exiting hands-on investment opportunity!

To receive our regular LBAN newsletter or to participate at the next forum, please send an email at info@lban.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	4.3 years
• Number of companies accepted by the board of directors since 1998	40

Technoport Innovation Network Development

• Number of companies within the Technoport Innovation Network	22
• Hosted companies	13
• Success stories	9

Companies' Employment & Turnover

• Total positions in 2007	+200 employees
• Turnover 2006	+20.5 M Euro

Development of Expertise in 2007

• University internship positions	19
• PhD thesis	5

Synergies in 2007

• Co-operation with CRP Henri Tudor (R&D projects or other)	10
• Inter-company synergies created	14

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