

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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10th November 2007

Company Profile: Conostix takes off

Created back in 2001 by experienced professionals in IT security Conostix delivers today innovative Internet security solutions. Conostix's way of working is based on simplicity. It's better to use smart tools instead of adding tools. One has to avoid that the security infrastructure becomes a security issue itself. Conostix has initially developed its experience and renown in the delivering of solution to increase the degree of security of information within the banking sector in Luxembourg. This know-how has afterwards pushed Conostix to diversify its reference market by thinking to a solution that would fit to the needs of modern SME's.



"Think big but start small!" – Conostix developed a whole solution that was easily integrated into the ecosystem of the client without any changes needed on the existing infrastructure. The client only pays for what he uses – this allows a high and easy to quantify and valorize return on investment. The complete security solution with a 24h/24h monitoring has been launched back in September 2006 under the trademark 'secure-pme' and won the "Prix eschois de l'innovation" award in December 2006.

Up to date Conostix delivers also awareness programs for IT security, remote-monitoring and –management services for SMEs and on-site support services on IT infrastructure. Based on the very positive developments that the company has experienced in 2007 the company has moved-out of the incubator on 31st January 2008. This step makes it the 10th Success story of Technoport in the 10th Anniversary Year of the incubator. Definitely a good start for both actors!

Additional achievements during 2005-2007:

April 2005: R&D project aiming at delivering a "Security solution" for SMEs. Project co-financed by the Ministry of the Economy and of Foreign Trade

March 2007: Project CASES – Conostix is selected to implement an awareness programme towards "IT security" within the public administration

September 2007: Yves de Pril, CEO and founder of Conostix, awarded at the Creative Young Entrepreneur Luxembourg 2007 (2nd place)

November 2007: Conostix awarded "Start-up of the year 2007" in the ITOne ICT Awards 2007 (ex-acquo with Jamendo).

January 2008: move to their new premises – see new contact details below.

Fields of expertise:	IT Security
Employees as of 31 st December 2007:	8
Turnover growth in 2007:	+72%
Products:	Virtuoso, secure-pme
Services:	consulting in IT security
Geographical coverage:	Greater Region (F, B, L)

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www.conostix.com; info@conostix.com

Company News

3rd December 2007

A new generation of intelligent terminal: the FENO i-borne

Airfield specialist in RFID brought its expertise to FAYNOT, one of the leaders of topographic terminals, to elaborate a new generation of intelligent terminal: the FENO i-borne.



To ease up the work of the geometers, FAYNOT had the idea to create this i-borne. When a geometer has to put topographic marks, he uses land terminals or simple marks that he leaves on a specific ground location. He has then to fill (and often manually) the coordinates on AURIGE, the « Base nationale des références des dossiers fonciers de l'Ordre des Géomètres-Experts ».

Now, thanks to a RFID tag integrated into the head of the terminal, the recording of coordinates like the file number or other is easier. The RFID tag is secured, has a capacity of memorization of more than 1,000 characters and contains a unique indelible serial number. It is read without contact, thanks to the software application i-borne, available on mobile phone or building book. The geometer, who puts the terminal, registers the useful information into the chip, thanks to a reader, which will soon be directly integrated into his mobile phone. The file to be sent to AURIGE is ready to be downloaded.

For the realization of this product, Airfield worked on all stages of the project precisely on the selection of the tag and the location of it on the terminal, the selection of the adequate readers and finally in the development of the software application. Airfield goes even further by training the commercials of FAYNOT, in charge of the sale of the i-borne. Through this project Airfield realized a strong partnership with a company developing topographic terminals and carried its application in their equipments so that it is integrated into the working tools of the geometers.

For more information please visit www.airfield-rfid.com

21st December 2007

LuxScan announces Rip Scanner in combination with Raimann ripsaw

LuxScan is proud to announce it's newest product in the company's ever expanding product list. People who are interested by seeing a demo of their Rip scanner working with Weing Group partner Raimann can look under the news section on their website. The scanner is using color and black and white technology for detection of the board, then the data is sent to the ripsaw for proper ripping.



For more information please visit www.luxscan.com

17th January 2008

Neonline celebrates official move and acquisition by New Media Lux Group

The New Year is synonym of success for Neonline Sarl, pushing the company not only to celebrate their official move out of the incubator but also announcing its acquisition by New Media Lux Group.



Neonline Sarl, more known through its well-known websites lesfrontaliers.lu and diegrenzgaenger.lu joined Technoport back in 2002. The company is specialized in the creation and the edition of these two major community portals dedicated to the commuters in Luxemburg, but also to numerous Internet users of the Greater Region. The success of these portals has always increased with the years and lesfrontaliers.lu is regularly classified in the top 5 of the most visited web sites in Luxemburg and accounts about 270.000 visits and more than 2.600.000 see pages in September 2007 (Métrweb source).

During the reception organised at Technoport on 17th January to officialize Neonline's move as the 9th success story, the founders also announced the acquisition of Neonline Sarl by New Media Lux Group. Bob Hochmuth, the executive director of the group wishes to give, together with Neonline, a new input into the luxembourg media environment. Neonline will keep a strong collaboration with Technoport as a member of the "Technoport Innovation Network" which counts at present 22 innovative companies.

For more information please visit www.lesfrontaliers.lu, www.diegrenzgaenger.lu

22nd January 2008

XINTEC SA – who are we !

XINTEC is a fast-emerging telecoms company providing leading-edge solutions to mobile network operators and specializing in back-office software solutions for call event data processing, including:



- Standalone tools to create and handle multiple file formats including NRTRDE, TAP, XML, HUR, CSV, ...
- Integrated web applications to transform data "on the fly"
- Processing tools for call event rating and re-pricing down to CDR level.

XINTEC solutions are designed to integrate seamlessly into operator environments, thereby helping network operators reduce their outsourcing and transaction processing costs. The company applies a flexible problem-solving approach with a well-grounded knowledge of this competitive sector, and of its needs and problems, to help industry players operate efficiently and opt for better cost routes to their strategic growth targets. The first product line of the company is based on the NRTRDE Viewer, Editor and Converter modules. Have a look on the website for more information and free download opportunities.

More information on www.xintec.com

15th January 2008

Jamendo has turned 'Orange' : Launch of the new version

The team Jamendo was very busy during the last week of 2007. They worked on a new version of Jamendo (code-named Orange) in English and French. New design, new ergonomomy, new logo, new functionalities, this new version is designed by taking into consideration the many recommendations of the users and the community. The team is still working to add new features to this version and they are also translating Jamendo into German, Spanish, Polish and Dutch. Other languages should follow in the next weeks.



The most important innovation is the HTTP download process, which is already very popular, as in a single click you can download any track or album and enjoy the Jamendo music as you want on your mp3 player or in your car for instance. Jamendo has many other projects for 2008! The team wants to offer new features to its public, members and all the artists who are going to use Jamendo in order to share their music. Discover it now and have a lot of fun!

For further information visit www.jamendo.com and also www.blog.jamendo.com

4th January 2008

Lumension Security Is Awarded Patent for its Innovative Shadowing Technology

Lumension Security™ Inc., the leading global security management company formed by PatchLink® Corporation and SecureWave®, announced it has received a significant patent for its data shadowing technology, a key component to Lumension Security's Sanctuary Device Control endpoint security solution. The shadowing feature enables organizations to monitor all the information transferred to or from removable media while capturing a full copy of that data, providing a comprehensive audit trail that is part of a robust security and compliance posture.



Sanctuary Device Control's data in/out shadowing capability monitors, controls and audits the information that users may copy to or from removable media to their PCs and laptops. Administrators are able to capture the complete binary code of the data transferred and save it on a centralized server. This can be assimilated to an entire mirror copy of the data and used for auditing purposes. The patented technology also allows the logging of only file names where applicable, offering a less intrusive approach to monitoring data transfers. This audit log is invaluable for measuring and enforcing policy compliance, and it helps as proof of compliance with SOX, HIPAA, the Gramm-Leach-Bliley Act and other industry and federal regulations.

For more information please visit: <http://www.lumension.com>

Technoport Highlights

24th January 2008

Did you miss the buzz?

On Thursday 24th January, Technoport, in close collaboration with Vanksen Culture-Buzz Agency, organised an event around "Buzz marketing techniques". 72 participants have joined to this event where Grégory Pouy, CEO of BuzzParadise (Vanksen Group) introduced concepts like: Word-of-mouth, Viral-, Buzz-, Street- and Guerilla-marketing. The event lasted for three hours and Technoport would like to thank the Vanksen Group to have accepted this first collaboration and all the participants that were present on that day.



Both organisers already agreed to organise follow-ups to this event on a regular basis – so watch out for the buzz and don't miss the next event!

For further information visit: www.technoport.lu, www.vanksen.com

11th December 2007

Technoport invited at the *Entrepreneurship & Innovation* Master at the University of Luxembourg

Technoport has been invited to give a presentation in the Professional Master class on "Entrepreneurship and Innovation" of the University of Luxembourg on 11th December 2007. The broader objective of this master is to stimulate the creation and development of innovative companies by providing students with an advanced education in the fields of entrepreneurship and the management of technological and organizational change, and by immersing these students into daily business practice through a privileged relationship with a mentor company. Jamendo, one of our companies, is for example such a mentor company!

The topics and aims of the talk were twofold. First of all present the recent developments that took place within the Luxembourg National System of Innovation by explaining the impacts that the recent OECD study has had in this context. The second part of the presentation was about the Incubator function within that specific NSI and how Technoport fits into this environment. The presentation ended with several examples of hosted start-ups or grown-out companies. The

exercise turned also out to have interesting positive externalities as one specific candidate showed some interest in exploring further our pre-commercial 'Challenge' programme for validating his business idea.

For further information about the master visit : www.uni.lu

17th January 2008

New version of technoport.lu

After a few months of work, Technoport finally launched the new version of its website technoport.lu. We tried to reorganise the structure of the site for a better reading and to make the information more clear. The "Support Programs" section contains all the information related to the different support schemes Technoport has developed over the years for future and/or existing entrepreneurs. Challenge, Launch and Grow reflect these 3 programs. They stand for : Challenge your idea, Launch your business and Grow your business. The companies officially member of the Technoport Innovation Network are listed and described within the "Current SME Network" section. On the home page you can find the latest news of Technoport into the "Zoom on" section. The "News Room" gives you also a more user-friendly way to find information about either the incubator or the companies of the network. Other sections like "Partners" or "Projects" for examples have still to be completed. Further news will also follow but in the meanwhile we invite you to discover this new version www.technoport.lu and feel absolutely free to send us your feedbacks.

Discover the new website on www.technoport.lu

1st January 2008

Technoport's 2007 Annual Report

The year 2007 has again been an exciting year for Technoport. How could we define it? Actually the Merger and Acquisitions Year would perfectly fit. Before we deepen this aspect let's talk about the general development. In terms of new contacts 55 applications have been accounted over the year with the final approval of 1 new start-up and the support to the creation of further 2 other companies, one out of which has been officially accepted in January 2008 (read just below). The company who joined the incubator in 2007 is GentleSecurity, developing products in IT security. Two further companies have joined the list of the already existing 8 success stories. Epuramat, which is developing innovative solutions in the wastewater treatment industry and Conostix (see company profile of the month). Both left (or announced to leave) the incubator successfully.

The most interesting aspect of 2007 has definitely been the acquisition of three of our success stories by foreign companies.

- June 2007: The US-based company Patchlink announces the acquisition of SecureWave SA
- July 2007: The German industrial company Weinig Group announces the acquisition of LuxScan Technologies SA
- December 2007: New Media Lux, a new actor in the national media context announces the acquisition of Neonline SARL

All these acquisitions open up new development opportunities for these companies by consolidating their competitive advantages in their respective markets and allowing them also to keep their activities here in Luxembourg.

In terms of merger there has been initial discussions concerning the future incubator landscape in Luxembourg. The idea is to end-up with a unique national structure dealing with the hosting and the support to the creation and development of innovative / technological companies in Luxembourg. This will imply the merger between the activities of Technoport and the ones of Ecostart the initiative of the Ministry of the Economy and Foreign Trade. The main goal of this strategic move is to bundle efforts for offering added-value services to future and existing entrepreneurs.

For those who want to have a look also to further activities that have been done at the level of the Technoport we invite you to follow-up in a few weeks on our website. In the meanwhile you can already find the facts & numbers as of 31.12.2007 just below.

For further information contact: diego.debiasio@tudor.lu

31st January 2008

Technoport welcomes XINTEC SA

The year 2008 starts with the acceptance of a new start-up within the incubator. Xintec SA has joined our premises as 42nd company since our launch back in June 1998. XINTEC is a fast-emerging telecom company, founded back in September 2007 and that benefited from the Technoport support during the pre-incubation phase of four months. The company is specialising in providing leading-edge solutions to mobile network operators. The team around Sean Killeen, the founder and CEO of the company, is made up of experienced professionals within that specific sector. We wish XINTEC all the best and a great success in 2008.

For further information see: www.xintec.om and read article above.

27th January 2008

International investors meet entrepreneurs from the Benelux region

On 18th March 2008, the 7th edition of the Benelux Venture Forum will take place in Brussels at the Federation of Enterprises in Belgium (FEB). Over the past year, the Forum has established itself as a unique platform promoting a dynamic and professional image of innovative entrepreneurship and venture capital in the Benelux region to the rest of Europe. The Forum will allow the 50 most promising life science, clean technologies and information technology entrepreneurs from the Benelux region to meet and present themselves to active international investors and corporations seeking investment and partnerships. Presenting company registration is free of charge but upon selection by prominent advisory board members and experts. Interested companies can apply online on <http://www.e-unlimited.com> until February 11, 2008.



For further information, please contact catherine.delevoye@tudor.lu

Incubator Status: Facts & Figures of Technoport

As of 31st December 2007

Location & development

• Available space for high-tech companies	1,600 m ²
• Occupation rate	85 %
• Actual average tenancy period	3.4 years
• Number of companies accepted by the board of directors since 1998	41

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	198 employees
• Turnover 2007	+23.5 M Euro
• Turnover growth rate:	+17.5%

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

Impressum

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