



**InnovationWORLD announces the IW21:  
Twenty-one companies poised for growth this century**

San Francisco—Oct. 6, 2004—InnovationWORLD, a leading source of business intelligence on growth-stage companies, today announced the InnovationWORLD 21, recognizing 21 companies that are poised for growth in the 21st century.

"These companies combine exceptionally promising products and services with solid financial and operational qualities that we believe set them apart from the hundreds of companies InnovationWORLD *TechALERT* profiled during the past 12 months," said Mitch Ratcliffe, editorial director at InnovationWORLD. "Keep an eye on the companies on this list; they are going to do big things. They're prepared for growth and global success."

*TechALERT's* reporters research and talk with thousands of companies each year to identify and report on growing firms for its subscribers. Out of the 240 companies they wrote about during the past year, the InnovationWORLD 21 represent the most promising companies that investors, foreign locations, professional services firms and other organizations seeking to support expansion-stage companies should be talking to and working with.

The InnovationWORLD 21 includes:

**Vonage**, Edison, N.J.: *TechALERT* in January reported on Vonage's Canadian expansion plans, which were completed during the summer of 2004. We believe Vonage will transform telephone service markets around the world with its Voice over IP technology because it can enter new markets with an extraordinary low capital cost. Its sights are now set on Europe. [www.vonage.com](http://www.vonage.com)

**UTStarcom**, Alameda, Calif.: A world leader of wired, wireless, optical, and access switching gear to telecommunications carriers around the world, having pioneered the Chinese market, it is now prepping its Latin

American entry and a new U.S. focus. This is the second sequential year *TechALERT* has reported on UTStarcom's expansion plans. [www.utstarcom.com](http://www.utstarcom.com)

**TiNi Aerospace**, San Leandro, Calif.: TiNi develops shape memory materials for use in aerospace, automotive, and other industries that are embracing advanced materials. Although a small, private company, it has won major contracts around the world and its components have traveled throughout the solar system. TiNi plans to launch its European presence in 2005. [www.tiniaerospace.com](http://www.tiniaerospace.com)

**Taser International**, Scottsdale, Ariz.: A controversial, revolutionary technology for subduing criminals using an electrical shock has made Taser a household name in the United States. The company's European business will launch with a major deal in Great Britain and it is set to expand to the Continent on that early win. [www.taser.com](http://www.taser.com)

**Plextronics**, Pittsburgh, Pa.: A Carnegie-Mellon University incubated developer of inherently conductive polymers, Plextronics makes plastics that conduct electricity that could punch through design and cost barriers in a variety of industries. Earlier this year the company told our readers it plans for its 2005 European entry and Asian growth. [www.plextronics.com](http://www.plextronics.com)

**NanoMuscle**, Antioch, Calif.: Tiny engines will eventually power many of the tasks that require human or bulky mechanical force today. NanoMuscle's micro-motion actuators will fit into automobiles by the hundreds and power children's toys on very little power. It is aiming for Asian expansion in 2005. [www.nanomuscle.com](http://www.nanomuscle.com)

**MedMira Laboratories**, Halifax, Nova Scotia: A developer of rapid diagnostic tests for HIV/AIDS and hepatitis, MedMira is working on fast, inexpensive screening products for other diseases as well. The publicly traded company, while small and, like many other late-stage biotechnology companies, thinly capitalized, is seeing rapid revenue growth. It reported a 100-percent increase in revenue during the most recent quarter and is exploring Asian expansion in 2005. [www.medmira.com](http://www.medmira.com)

**Konarka**, Lowell, Mass.: Flexible and thin photovoltaic cells will fit on the back of mobile handsets, the cover of a laptop, and the dashboard of a car to provide a power

boost when needed. Konarka's plastic solar cells, the first of which will be introduced this fall, are a promising competitor in this growing market. The company will continue its European expansion in 2005. [www.konarka.com](http://www.konarka.com)

**Mobile 365**, Chantilly, Va. (*TechALERT* covered the company when it was known as InphoMatch; it recently merged with London-based Mobileway to become Mobile 365): A developer of mobile messaging interoperability technology and services for wireless carriers, InphoMatch had already begun growing overseas when it joined forces with Mobileway. With offices in Brazil and Hong Kong already, Mobile 365 has now added numerous locations throughout Europe and Asia through its October 2004 merger. [www.mobile365.com](http://www.mobile365.com)

**InnoCentive**, Andover, Mass.: The smartest companies know they can't hire a significant share of the knowledge in the world; InnoCentive is the ultimate in intellectual outsourcing, connecting more than 50,000 academic and independent researchers to clients on a project basis. The private firm is growing its international network of researchers and satellite offices around the world. [www.innocentive.com](http://www.innocentive.com)

**Good Technology**, Sunnyvale, Calif.: Mobile messaging for the enterprise is one of the hottest growth markets going. Good Technology's enterprise mail software for Microsoft PocketPC and Palm OS devices is gaining large customers quickly. By the end of the year, it will have a physical location in Europe and is aiming for Asian presence in 2005. [www.good.com](http://www.good.com)

**Genencor International**, Palo Alto, Calif.: One of the oldest companies we've looked at in the past year, Genencor's bioproducts for industrial, consumer, and agriprocessing markets and infectious disease- and cancer-fighting products earn the firm \$380 million in revenue annually. With 600 staff overseas already, the company is aiming for larger Indian, Russian, Latin American, and Chinese presences in the coming year. [www.genencor.com](http://www.genencor.com)

**Gene Logic**, Gaithersburg, Md.: Bioinformatics will accelerate drug discovery and development. Gene Logic combines bioinformatics with a pragmatic approach to the knowledge gained from previous clinical research to more quickly identify promising drug targets. The contract

research firm has developed important relationships with leading pharmaceutical companies in the United States and Europe. It is expanding its European business and has added staff in the United Kingdom and Germany. Gene Logic also established a Japanese subsidiary in recent months and expects to see a significant Japanese revenue stream in the coming year. [www.genelogic.com](http://www.genelogic.com)

**Falcon Waterfree Technologies**, Grand Rapids, Mich.:

Falcon's products save water and reduce water-borne pollution. With populations around the world moving into densely populated cities, waterless urinals will be an important component of sanitary policy in an age of water scarcity. The company will open small-scale manufacturing facilities near its key markets in 2004 and 2005. [www.falconwaterfree.com](http://www.falconwaterfree.com)

**Ener1**, Ft. Lauderdale, Fla.: A developer of high-energy batteries and fuel cells, Ener1 is forming partnerships in regions and markets where alternative power is attractive and is considering direct manufacturing investments in those regions as well. The publicly traded company has a 60-person subsidiary in the Ukraine. [www.ener1.com](http://www.ener1.com)

**Ember**, Boston, Mass.: In the future, electronic items in our environment, from the light switch to the machinery we use at work, will be talking amongst themselves. Wireless connectivity chips will add to this conversational ability and Ember is a promising entrant in this market. The company, which just received an additional \$25 million in funding led by Vulcan Capital, is considering Asian expansion in early 2005, followed by European presences. [www.ember.com](http://www.ember.com)

**C Sixty**, Houston, Texas: An aging population will face a wide range of illnesses that C Sixty's engineered antioxidant small-molecule biopharmaceuticals, based on a novel form of carbon arranged in geodesic forms reminiscent of inventor Buckminster Fuller's domes, will address. Its drug candidate pipeline represents an interesting portfolio of intellectual property. C Sixty is seeking partners in Europe and Asia to augment its current relationship with Merck. [www.csixty.com](http://www.csixty.com)

**Atrua Technologies**, Campbell, Calif.: A developer of touch-based control technology for mobile handsets and other consumer electronics, Atrua promises to help users steer

the course to their contact information or a win in their favorite handheld video game. Its haptic technology also provides fingerprint verification and finger-specific features (e.g., using their ring finger, a user can open and authenticate themselves on eBay automatically) capabilities in mobile devices. The company just launched its product and is seeing extensive interest among handheld manufacturers. With new offices in Japan, Singapore, and Belgium, Atrua is considering a new location in Asia. [www.atrua.com](http://www.atrua.com)

**ApNano Materials**, New York, N.Y.: Nanotechnology will find every nook and cranny in the industrial infrastructure—some of the first products are lubricants built on engineered molecules. ApNano makes lubricant additives and anti-friction coatings for machine parts. Founded in Israel, ApNano moved its headquarters to the United States and is now raising funding for U.S. and European expansion. [www.apnano.com](http://www.apnano.com)

**Action Engine**, Redmond, Wash.: For the second year running, *TechALERT* profiled Action Engine's growth plans. The company, which makes software that streamlines the development and deployment of applications for mobile handsets, raised additional capital and grew revenues by 500 percent in 2003. We covered its European plans late last year and the company continues to expand internationally as 2005 approaches. [www.actionengine.com](http://www.actionengine.com)

**Fortinet**, Sunnyvale, Calif.: Fortinet develops a firewall-on-a-chip that can be installed in networking equipment to reduce or eliminate attacks on enterprise data without slowing network performance. *TechALERT* has reported on Fortinet's growth plans twice in the past two years and the company recently opened a development center in Mumbai, India. [www.fortinet.com](http://www.fortinet.com)

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InnovationWORLD, located in San Francisco, Calif., conducts research on expansion-stage companies for its subscription-based *TechALERT* service, which offers readers information on companies in information technology, semiconductors and semiconductor equipment, biotechnology, nanotechnology, medical devices, and other technology-intensive industries. Our publishing team comes with experience from Ziff-Davis, SoftBank, Technologic Partners, and Time Warner.

InnovationWORLD conducts retained research and facilitates meetings and events on behalf of client companies.  
[www.innovationworld.com](http://www.innovationworld.com)

For more information about InnovationWORLD services, contact Todd Parsons, [todd@innovationworld.net](mailto:todd@innovationworld.net) or 408.316.7656.

For editorial queries, please contact *TechALERT* Editor Joy Cordell, [joy@innovationworld.net](mailto:joy@innovationworld.net).

For questions about the InnovationWORLD 21, please contact Mitch Ratcliffe, [mitch@innovationworld.net](mailto:mitch@innovationworld.net) or 253.238.1222.