



## KTEC NETWORK: IT'S BIGGER THAN YOU THINK!

The Kansas Technology Enterprise Corporation (KTEC) is a private/public partnership established by the state of Kansas to promote technology based economic development. Through support of strategic research and development at our Centers of Excellence, through intense hands-on business assistance at our incubators and through our equity investments in early-stage companies, KTEC serves as an invaluable partner to companies that bring economic growth to Kansas.

**KTEC BUSINESS ASSISTANCE INCUBATORS** provide business incubation and support to high-potential businesses. They have formed strategic partnerships with their respective communities and/or area universities to assist in the successful development of promising young technology companies into thriving mature businesses.

**KTEC CENTERS OF EXCELLENCE** are university-based research centers, each with its own technology specialization. The Centers conduct innovative research and provide technical assistance with the overlapping aims of creating new companies, strengthening existing companies and serving as expert resources to other KTEC programs.

**MID-AMERICA MANUFACTURING TECHNOLOGY CENTER** (MAMTC) helps small and medium-sized manufacturers improve their competitiveness by assisting them in modernizing their operations and adopting appropriate technologies, as well as management, marketing and business practices. MAMTC, which is funded by KTEC, works in locations across the entire state of Kansas.

**FOR MORE INFORMATION, VISIT [WWW.KTEC.COM](http://WWW.KTEC.COM).**

KANSAS: A LEGACY OF TECHNOLOGY LEADERSHIP



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# PIPELINE

KTEC'S ENTREPRENEURIAL FELLOWSHIP



CHARTER CLASS INNOVATORS

PROMOTING INNOVATION.

PROVIDING EDUCATION AND LEADERSHIP.

INVESTING IN NEW ENTREPRENEURS.



KATHLEEN SEBELIUS  
GOVERNOR OF KANSAS

Dear Fellow Kansans:

Since its founding, Kansas has been home to innovators and entrepreneurs. From our advancements in agriculture and aviation, to our leadership in industries such as telecommunications and energy, Kansans have explored new frontiers and created a vibrant state that continues to move forward.

If we're going to build on this heritage of innovation, we must continue to invest in our state's residents and promote a climate that encourages entrepreneurship.

Key to this effort is the KTEC PIPELINE, which serves talented Kansans by providing the right resources, education, mentoring and networks to help them in their ventures.

For 20 years, KTEC has played a leading role in laying the foundation for a vibrant economy by stimulating commercially relevant research, mentoring high tech entrepreneurs and nurturing new companies. Through programs like the KTEC PIPELINE, KTEC will continue to serve as a key catalyst for mobilizing our technical, human and financial assets for the benefit of all Kansans.

I congratulate this charter class of KTEC PIPELINE Innovators and look forward to the growth and progress they will bring to Kansas.

Sincerely,

A handwritten signature in black ink that reads "Kathleen Sebelius". The signature is fluid and cursive, with the first name and last name clearly legible.

Kathleen Sebelius  
GOVERNOR OF KANSAS





TRACY TAYLOR  
KTEC PRESIDENT & CEO



JONI COBB  
KTEC PIPELINE PRESIDENT

People are the key success driver in technology businesses; therefore, KTEC is committed to investing in the development of people with the potential to lead technology businesses into a more prosperous future. We know from experience that Kansas has an abundance of undeveloped talent with interests in technology and business. We also have entrepreneurial business leaders willing to invest their time and experience into mentoring our highest potential technology innovators.

We fully expect that within five years, the KTEC PIPELINE will boast alumni leading fast-growing technology businesses in Kansas. We will measure the success of this program by the careers of the people who benefit from it – not just the entrepreneurs themselves, but also the mentors inspired by their energy and Kansans employed from their creative outputs.

We hope that you will join us in supporting this innovative program with the goal that, together, the technology entrepreneurs we help today can make a great difference for the future economic prosperity of Kansas.

Sincerely,

A handwritten signature in black ink, appearing to read "Tracy Taylor".

Tracy Taylor  
KTEC PRESIDENT & CEO

A handwritten signature in black ink, appearing to read "Joni Cobb".

Joni Cobb  
KTEC PIPELINE PRESIDENT



The KTEC PIPELINE is an innovative new program, designed to identify talented and entrepreneurial Kansans, match them with best-in-class training, resources and mentors and encourage them to pursue a career as a technology entrepreneur in Kansas.

Kansas is the only state today that is systematically identifying their top technology talent and connecting them to become future leaders. The KTEC PIPELINE adds to KTEC's comprehensive technology program by ensuring the most important component to any successful economy - cadre of innovators that will lead the Kansas economy for generations to come.

## ABOUT PIPELINE

The KTEC PIPELINE is a robust and prepared pipeline of entrepreneurial talent, successful at building technology companies and rooted to the resources and benefits in the state of Kansas.

With financial support from KTEC and the participation of business leaders and communities throughout Kansas, we can make a difference in the lives of Kansans who – through the businesses they create and develop – will collectively produce extraordinary returns on this investment.

Outcomes over time will include successful companies formed and jobs and wealth created. Short term outcomes will be leaders prepared as technology entrepreneurs. They can build companies, support entrepreneurial growth within established companies, become investors, build entrepreneurial support infrastructure or lead in political positions.



## HISTORY

The KTEC Pipeline is an innovative new program developed by the Kansas Technology Enterprise Corporation, Kansas' leader in state-sponsored technology-based economic development services. The purpose of this program is to identify talented and entrepreneurial Kansans, match them with best-in-class training, resources and mentors and encourage them to pursue a lifelong career as a technology entrepreneur in Kansas.

People are the key success driver in technology businesses; therefore, KTEC is committed to investing in the development of people with the potential to lead technology businesses into a more prosperous future.

While many states have invested resources to attract, grow and retain successful technology businesses, Kansas aims to differentiate in the marketplace for creative business talent by investing in developing future leaders of technology businesses. There is no other state today that is systematically identifying their very best-of-class talent and connecting them in this way so that they will become future leaders.

What KTEC aims to accomplish with this program is to create a forum where the best talent in Kansas is developed and mentored by established technology business leaders.

The success of this program will be measured by the careers of the people who benefit from it – not just the entrepreneurs themselves, but also the mentors inspired by their energy and Kansans employed from their creative outputs.



## BENEFITS

Investing in the professional development of tomorrow's leaders of fast-growing technology companies is a smart strategy for the state of Kansas. Some "experts" will advise high potential scientists and technology entrepreneurs to move to California, Boston or other high-tech hotbeds in order to better access venture capital, mentors and talented employees. Those who do make a move usually put down roots where they experience their first significant success. But the reality in today's highly networked "flat" world is that entrepreneurs achieve great success in the middle of the country or on the other side of the world. There are no substantive reasons why aspiring entrepreneurs with the greatest potential should feel the need to leave the state when Kansas can create access to know-how, mentors and capital through an innovation such as the KTEC PIPELINE.

For aspiring technology entrepreneurs, this program will offer benefits that will accrue throughout their careers:

- Best-in-class training in the fundamentals of technology entrepreneurship.
- Three-day formal learning sessions each quarter. Innovators will receive cutting-edge education, skill-building and networking. Other components include self-assessments, growth plan, field trips and bonding processes.
- Access to accomplished mentors from technology businesses in or with strong ties to Kansas.
- One-year, \$36,000 stipend for discretionary use while exploring opportunities for a startup technology venture.
- Access to venture capitalists with the capabilities of financing early stage technology companies.
- Leverage use of resources to highest potential talent.

For Kansas, the primary goal is to forge strong professional ties between high potential technology entrepreneurs and the business communities in Kansas that can support their future endeavors. Technology entrepreneurs are the leading creators of high-paying jobs and wealth in the U.S. Our goal is to foster more of this high quality economic growth in Kansas. When entrepreneurs with Kansas roots discover that they can accomplish their goals from Kansas, then Kansas communities will benefit from the economic outputs of their creative business pursuits.

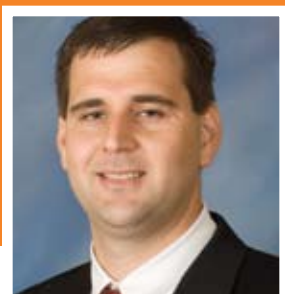


## QUALIFICATIONS

The KTEC Pipeline will be highly selective to ensure that the most capable aspiring technology entrepreneurs are afforded this unique and limited opportunity. Candidates will be assessed by a panel of advisors and selected based on a variety of educational, professional and interpersonal criteria. The program is not age prescribed but is designed to leverage excellent education, technology expertise and experience as Innovators prepare as technology entrepreneurs or enhance their rates of success. Overall, the Charter Class was chosen with a single overriding purpose in mind – to find the great technology business leaders of the future that want to pursue their future successes from Kansas.

Favorable candidates will likely have the following characteristics:

- Graduate degree or commensurate experience in science or business.
- Technology-based education, professional experience or demonstrated proclivity.
- At least three years of business or scientific management experience.
- Demonstrated leadership skills and experience.
- Strong analytical skills and the ability to conceptualize problems through analogies.
- Abilities to manage uncertainty and ambiguity and to take measured risks.
- Strong interpersonal and business communication skills.



CHARTER CLASS INNOVATOR

## Clint Batman

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Clint Batman is Co-Founder and President of ThinkGeo LLC – a Lawrence, Kan.-based software company which provides advanced geospatial software solutions and services to a worldwide customer base. ThinkGeo offers proprietary mapping software, as well as consulting, software development and training services.

In founding and managing ThinkGeo, Clint has embraced the challenges of growth in a technology start-up, having quadrupled company revenues and maintained profitability during the past year.

Clint brings extensive experience as a software developer to ThinkGeo, as well as experience in executive management and entrepreneurship. Prior to starting ThinkGeo, Clint founded Blind Bat Software, a software development firm serving large to medium sized businesses in the Lawrence, Kan., area. Clint's company delivered a quality enterprise software solution that allowed his clients to fundamentally change the way they did business.

Prior to Blind Bat Software, Clint worked as a senior software developer for Pearson PLC, where he focused on providing software solutions for forms processing and call centers. Clint's work involved the implementation of a customer relationship management solution that provides clients instant access to every aspect of their customer relationships.

Clint holds a Bachelor's of Business Administration in Computer Information System from Fort Hays State University.



## CHARTER CLASS INNOVATOR

Joey Blue

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Joseph Blue is the founder of a social networking website called MyAthletePlace.com. The company, located in Wichita, Kan. focuses on athletes as well as parents, coaches, college coaches and scouts. Joey also serves as the ERP Reporting Team Leader at Wichita State University. In this position, Joey helps implement a distributed reporting environment for WSU, including finance, student, financial aid, human resources, accounts receivable and foundation/alumni data.

Prior to this work, Joey worked as a Research Assistant at the National Institute for Aviation Research, designing an interactive web survey for scientific NASA research. Additionally, while at Wichita State University, Joey worked on feasibility studies and collaborated with professors to bring patented technologies to market.

Joey has been active in a wide number of endeavors, including instruction in youth athletics and volunteering in many non-profit organizations.

Joey holds a BS and an MS in Mathematics from Wichita State University and an MBA in Commercialization from Wichita State University/Center for Entrepreneurship.



CHARTER CLASS INNOVATOR

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Tim Donnelly

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Tim Donnelly is Founder and President of SoftVu LLC, a Leawood, Kan.-based business providing online communication solutions for businesses of any size. SoftVu helps companies grow top-line revenue through lead generation, sales follow-up and client retention programs through its ASP software and professional service solutions.

Tim started SoftVu from scratch out of his home, working within an industry that had not yet been fully established in the marketplace. In spite of the inherent challenges of creating his own market, Tim has been able to sustain 50 percent annual growth, maximizing the return on investment for his shareholders.

Prior to creating SoftVu, Tim was practice manager with the Kansas City practice of Xerox Connect and regional sales manager with Employer Data Documents.

Outside the business world, Tim holds the title of president of the Hospital Hill Run Board of Directors and is involved in numerous non-profit leadership roles.

Tim holds a BS in Business Administration/Marketing from the University of Tulsa.



CHARTER CLASS INNOVATOR

Debra Ellies

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Debra Ellies is President and Founder of OsteoGeneX, a biotech start-up company located at the Higuchi Bioscience Center in Lawrence, Kan. OsteoGeneX works to identify new leads that will be developed into therapeutics for treating osteoporosis, or low bone mass.

Prior to starting OsteoGeneX, Debra worked as a Senior Research Associate at the Stowers Institute for Medical Research. While at Stowers, Debra's basic research led her to discover the function of the genes *Wise/Sost* in bone density and their mechanism of action. Debra's efforts led to a federal phase I- SBIR grant, enabling her to take her research to a more advanced translational phase.

Prior to her work at Stowers, Debra conducted basic research on the developmental significance of programmed cell death and managed a laboratory at Ottawa Civic Hospital in Ottawa, Canada.

In addition to her remarkable successes in the laboratory, Debra co-founded the Brian Ellies Esophageal Cancer Prevention Fund, which works to educate the public and promote awareness of esophageal cancer prevention.

Debra holds a BSc in Molecular Biology & Embryology from University of Ottawa, an MSc in Molecular Embryology from University of Ottawa/Loeb Research Institute, and a PhD in Developmental Neurobiology from Guy's Hospital/Kings College London. And when she needs a break, Debra competes as a professional pool player on a team Midwest National Championship team.



CHARTER CLASS INNOVATOR

Lisa Friis

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Elizabeth “Lisa” Friis’ entrepreneurial work and research is both academic and industry based. As an Assistant Professor of Mechanical Engineering at the University of Kansas, Dr. Friis is committed to creating a multi-disciplinary approach to biomedical product development, as well as providing a robust entrepreneurial grounding to her students. At KU, Lisa’s interest in the practical application of biomechanical technology led her to develop and offer her students a multi-disciplinary Biomedical Product Development course, as well as the associated university-wide KU Entrepreneurship Thematic Learning Community program.

Dr. Friis is also a partner in the Sunflower Biotechnology Group, LLC, a start-up committed to bringing new biotech products to market from the university research setting. Lisa works closely with the KU Tech Transfer group, and NIH SBIR awards have supported her research.

Lisa came to KU from Wichita-based Orthopedic Research Institute Inc., where she worked as a research scientist. At ORI, Lisa did applied research in orthopedics. She worked with attending orthopedists and residents and taught biomechanics and biomaterials principles to orthopedic surgery residents. During her tenure at ORI, Lisa also co-authored a book on orthopedic biomechanics and biomaterials with two colleagues. Dr. Friis’ research has been widely published in national and international peer-reviewed journals and other publications.

Prior to joining ORI, Lisa did her graduate research in biomedical engineering at the University of Iowa. Lisa holds a BS in Biomedical Engineering and a MS in Mechanical Engineering from the University of Iowa, and a PhD in Mechanical Engineering from Wichita State University.



CHARTER CLASS INNOVATOR

Jay Humbard

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Jay Humbard is President and CEO of Control Vision Corp., which is based in Pittsburg, Kan. CVC develops core technology used by many companies on a contract basis and operates a boutique manufacturing service for regional and national clients. CVC was one of the first companies to market a digital “frame grabber” board for IBM PC and developed and marketed the Anywhere Map family of GPS mapping systems.

Prior to CVC, Jay was co-founder of PSI Systems Inc., a Computer Aided Design (CAD) software company that marketed CAD systems during the early 1980s when this was an emerging technology.

Jay’s entrepreneurial experience began at the age of 18, while a freshman at Pittsburg State University. It was then that Jay started DynaTronics Corp., which manufactured a laser product for acupuncture use. Jay began DynaTronics in his basement, then grew the business to a full production capability.

Jay holds a BS in Physics from Pittsburg State University.



CHARTER CLASS INNOVATOR

Olga Koper

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Olga Koper, PhD, Vice President, Technology and Technical Services, directs research and development activities at NanoScale Corporation, an advanced materials company founded in 1995 to develop and commercialize NanoActive® materials and related technologies. NanoActive® materials can be used for any number of diverse applications ranging from the remediation of hazardous chemical waste to increasing the tensile strength of polymers. Dr. Koper also manages government and private sector research grant procurement, new business collaborations and NanoScale's patent portfolio.

Prior to joining NanoScale in 1996 as the company's first Senior Scientist, Dr. Koper was a graduate researcher and teaching assistant at Kansas State University. She conducted research on the development of reactive nanoparticles of magnesium and calcium oxides including synthesis, characterization and applications of these materials in environmental remediation.

Dr. Koper is a member of the Kansas Bioscience Organization Board of Directors, a member of the ANSI Technical Advisory Group and a past-President of the KSU chapter of Phi Lambda Upsilon, the national honorary chemical society.

Dr. Koper holds an MS in General Chemistry from Silesian University in Poland and a PhD in Organic Chemistry from Kansas State University.



CHARTER CLASS INNOVATOR

George Laurence

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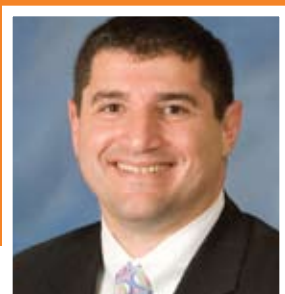
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George Laurence is currently collaborating with area universities to identify research and technologies that can successfully be brought to market through a start-up venture. He has been instrumental in developing strategic policy initiatives in commercialization. George is also completing his MBA at the University of Kansas and resides in Lawrence, Kan.

Prior to this experience, George founded Monocle Technologies Inc., an Indiana-based early stage technology start-up. An outgrowth of the Purdue University business plan competition, George formalized development partnerships with industry giants Ely Lilly and Co., Dow Agro Sciences and Rose-Hulman Institute of Technology.

George's founding of Monocle was preceded by his work as a Production Manager at SpectraCode Inc. where he focused on operational issues, as well as prototyping and manufacturing. While at SpectraCode, George was awarded a R&D 100 Award.

George holds a BS in Chemistry from Purdue University and an MBA from the University of Kansas.



CHARTER CLASS INNOVATOR

William Rosenberg

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William S. Rosenberg, MD, is an innovator in both his practice of medicine and in the development of new technologies and devices in life sciences. Dr. Rosenberg specializes in advanced neurosurgical procedures as a Partner and Neurosurgeon with Midwest Neurosurgery Associates, PC, a single specialty neurosurgical practice servicing several large local hospitals - including a trauma center. In addition, he organized an LLC of surgeons to bring state-of-the-art radiosurgical equipment (CyberKnife) to Kansas City and developed a novel business structure allowing a first-time partnership between Health Corporation of America (HCA) and a physician group.

Dr. Rosenberg is also a co-founder of the recently formed Sunflower Biotechnology Group, which cultivates the development of new products in the musculoskeletal/neurosurgery industry.

Before relocating to the Kansas City area, Dr. Rosenberg served as Assistant Professor of Neurosurgery at the University of California/San Francisco, where he was co-director of the Neurospinal Disorders Program in the Department of Neurosurgery.

Dr. Rosenberg also serves in various leadership roles in the community, including as a member of the Executive Committee of Menorah Medical Center and on the Board of Trustees of Hyman Brand Hebrew Academy.

Dr. Rosenberg holds a BA in Biology from the University of California/Santa Barbara and a medical degree from Harvard.



CHARTER CLASS INNOVATOR

Toby Rush

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Toby Rush is President and Founder of Rush Tracking Systems, an end-to-end RFID systems integrator offering turnkey solutions. Toby has built Rush Tracking Systems from two people in a basement office to one of the top five Radio Frequency Identification solution providers in the U.S.

Before creating Rush Tracking Systems, Toby was product manager and director of product development for SAT Corporation. SAT is a software company that leverages RFID and mobile devices for a workforce automation platform focusing on the refining and chemicals industry.

Prior to SAT, Toby was a senior technical consultant and co-founder of mobileEDGE Solutions, a mobile and wireless consulting firm. mobileEDGE was formed out of the mobile solutions practice of BSI Consulting, a firm in which Toby provided technical consulting for a variety of successful initiatives. With mobileEDGE, Toby was the key initiator in a mobile and wireless practice that resulted in a separate company rollout.

Toby also is a member of the Advisory Board for KU's Information and Telecommunications Technology Center, the Membership Chair for Entrepreneurs Exchange, and coordinator and facilitator for the Kansas Student Leadership Forum.

Toby holds a BS in Mechanical Engineering from Kansas State University.



## PIPELINE INFORMATION

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