

HOW do you wash water? Can snail venom be transformed into medicine? What's the best way to raise your home's IQ? *Utah Business'* High-Tech 20 answers these questions and more by highlighting local companies and their special brands of technology. From advanced materials with 14 times the strength of steel to smart software that digitizes libraries and a camera that takes 3-D photos, the innovations of these companies position them as some of the brightest stars in the high-tech sky.

Utah's High Tech

By Jenie Skoy and Brent Wilhite



Campbell Scientific, Inc. www.campbellscientific.com

The influence of Logan-based Campbell Scientific has reached far and wide. The company's instrumentation, known for its reliability and precision, has found its way onto space shuttles and, among other things, has helped to monitor the deterioration of the Sphinx in Egypt and assist native Argentine fruit growers by gauging the water level of local rivers. Started in 1974 by brothers Eric and Evan Campbell as Logan Scientific Instruments, the company has stayed in the Campbell family and grown to over 200 employees with affiliate companies in England, Canada, Brazil, South Africa and Australia.

Ceramatec, Inc. www.ceramatec.com

The research and development (R&D) firm Ceramatec works in advanced materials and electrochemical devices – put in simpler terms, think of what was formerly known as “the Stockton-to-Malone assist.” Commercial organizations, the military and government entities such as the Department of Energy partner with Ceramatec to conduct R&D on solid oxide fuel cells, gas sensors and a variety of other advanced technologies. The products are then turned over to the partners, who take them forward for commercial development, where the two partners can share in the products' success.

Cognetix, Inc. www.cognetix.com

Could it be possible that one of the most powerful and fastest-acting venoms found in nature could also be used to treat some of the world's most painful cardiovascular and nervous system disorders? Cognetix hopes so. Researchers at the company are studying the development of novel, highly efficacious drugs with minimal side effects based on the Cone Snail species. The venoms found in these snails are among the deadliest substances in the world. Cognetix isolates these venoms and explores potential medicinal uses. And you thought snails were harmless.

Dynix www.dynix.com

Even libraries need to adapt to the digital age — not by replacing all those printed books on the shelves, but by tapping technology to enhance productivity and streamline services. Dynix has a stronghold on the library technology industry, serving more than 10,000 academic, special, school, public and consortium libraries in more than 40 countries. The company this year celebrated its 20th anniversary of providing automation software and services to libraries.

E-Business Controls www.e-businesscontrols.com

Currently in the early stages of raising money, E-Business

Controls is working to provide a powerful and unique surveying technology, called Rappid Mapper. By combining GPS, a laser range finder and a high-speed/high-resolution camera, the Rappid Mapper system creates detailed, 3-D images of plants, trees, natural formations and buildings. The company predicts its product's unique surveying capabilities will revolutionize the architecture, construction, landscape, engineering and design industries.

Echelon Biosciences, Inc. www.echelon-inc.com

Echelon Biosciences is a drug discovery and development company primarily focused on oncology. Six years old, with 35 employees, and currently in the pre-clinical stage, the company has identified compounds that look promising against ovarian cancer cell lines. Echelon sees this work as an opportunity to apply its science to transform and save lives.

ECONOVA www.econovainc.com

Would you drink water from the Salt Lake Drainage Canal? ECONOVA makes it possible. The Kaysville-based company cleans oil, grease, suspended solids, microbiological contaminants, heavy metals and other contamination from water. Simply put, ECONOVA washes water. That water from the drainage canal can be cleaned enough to meet Utah Bottled Drinking Water Standards. Three year-old ECONOVA is initially targeting large industrial markets, the major source of water contamination. However, its technology could also be used to provide critical drinking water for small populations in third-world countries.

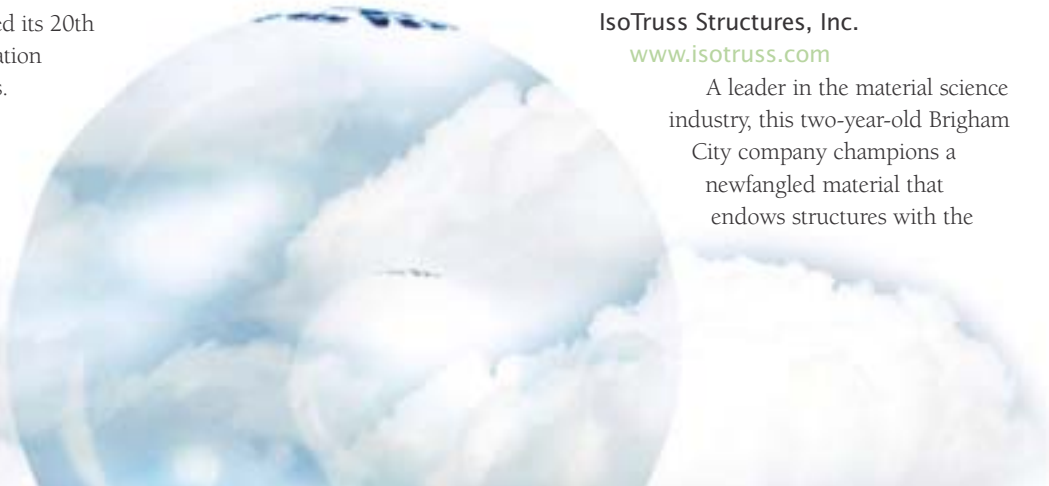
First Choice Solutions www.firstchoiceusa.com

Restoring your car to its former condition after a burglary is the business of First Choice Solutions (FCS), the national leader in managing car theft insurance claims through a unique software package. The company was founded by Jeff Donovan in 1987 as a car stereo shop in the business of replacing stolen mobile equipment. But through their development of software, they turned the business into one of claims management, and now handle more car theft claims for insurance adjusters than any other company in the U.S. FCS manages everything related to the theft and consolidates mobile electronics, glass and physical damage into one assignment and one invoice, and at a cost savings to the insurance company.

IsoTruss Structures, Inc.

www.isotruss.com

A leader in the material science industry, this two-year-old Brigham City company champions a newfangled material that endows structures with the



strength of steel (and up to 14 times stronger) without the weight. This may put a few crane operators out of work because it means that instead of using a mechanical hoist (such as a crane), structures can be slung over the shoulder of a willing construction worker. The material, first developed by researchers at Brigham Young University, is a lattice-like composite structure with applications in the communications, military, aerospace and recreation arenas. CEO Christopher Derrington predicts a \$100 million market for the company's product in the next five years.

LANDesk Software www.landesk.com

LANDesk aims to ease the lives of overburdened IT professionals. Consider the time it would take a large company to manually distribute software, install security patches, manage licenses, and image systems. LANDesk exploits LANs, WANs and the Internet to automate these crucial services, dramatically cutting costs and time. LANDesk began in 1985 and was acquired by Intel in 1991. However, last September, Intel cut LANDesk loose. The company has been growing ever since, as shown by its second-quarter sales growth — 31 percent higher than the same quarter under Intel's reign.

MedQuest Products, Inc. www.medquest-inc.com

A person diagnosed with congestive heart failure has a permanently weakened heart muscle that can no longer provide adequate blood supply to the body. There is no cure, but MedQuest aims to relieve the disabling symptoms of end-stage congestive heart failure with a small, implantable and reliable blood pump, called the HeartQuest VAD (Ventricular Assist Device). This titanium ticker works in conjunction with the body's natural left ventricle, allowing patients to return to their pre-heart failure freedom and lifestyle.

Northface University www.northface.edu

Beginning January 2004, software developers will have a new education option: Northface University. Northface is initially offering a B.S. in Computer Science and, beginning in fall 2004, an MBA in Enterprise Informatics. Global giants Microsoft, IBM and other Global 1000 companies give the school more than just a nod of approval — they are also helping with the curriculum, providing projects Northface students can develop. After 28 months, B.S.

graduates can emerge from the school armed with a bachelor's degree, jCert and MCSD certifications and a portfolio of experience.

Park City Solutions www.parkcitysolutions.com

This Midway-based company created a system called emPOWERnet, which helps streamline clinical information throughout hospitals, freeing up time for busy healthcare workers and thereby enhancing patient care. Park City Solutions builds

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portals for providers, employees, patients and the community. Solutions include standardizing network information, enabling physicians to look up patient information, write up laboratory and radiology orders, view transcribed reports and ensure regulatory compliance, among other things. More than 200 hospitals in the U.S. and Canada and several hundred more in the military sector currently use this software.

Phonex Broadband www.phonex.com

If these walls could speak — Phonex Broadband enhances your home or office's capacity to communicate by using the electrical wiring that already exists within the walls. The company's ReadyWire product is an embeddable chip that allows data, voice, phone and audio signals to send data instead of simply a current. For example, you may be able to play your MP3 files on your PC and send the audio signal through your home to ReadyWire-enabled speakers. Privately held Phonex is recognized as the world's largest supplier of powerline-based voice, audio and data products, and its patented products have sold more than 10 million units worldwide. Founded in 1988, Phonex is the first company to market a broadband networking device that turns any electrical outlet into an Ethernet network port (NeverWire 14).

PowerQuest Corporation www.powerquest.com

Any company not managing and protecting its data is asking for trouble. If you already know this, chances are that you also know about PowerQuest. The company services 78 percent of Fortune 500 companies and half of all Fortune 1000 companies. In January, PowerQuest released the latest version of its backup and disaster-management tools, called V2i Protector. Unlike tape-based backups, V2i Protector images whole volumes of data in real time, so IT pros can restore the data in minutes, rather than hours or days. (Pending regulatory approval, PowerQuest has been acquired by Internet security giant Symantec Corp.)

Sarcos www.sarcos.com

At Sarcos, "business as usual" is stranger than science fiction. Sarcos has built a range of intelligent robotic and microsensor devices used in the automotive, medical, aerospace and entertainment industries, among others. Founder Steve Jacobsen says Sarcos' work covers the big: An 80,000-pound T. Rex in the movie *Jurassic Park*, as well as the small: a tiny camera — the size of the diameter of four hairs — used in brain and heart surgery. Sarcos' mechanical hands have been used by amputees, and free-standing robotic arms and hands allow manipulation in remote or hazardous environments in a variety of applications. Since its inception in 1973, Sarcos has spun off eight companies and has an eclectic line of clients including Disney, Merck, Boeing, The Mirage/Bellagio in Las Vegas and the Department of Defense.

Sequoia Pacific Research

www.sequoiaprc.com

With an eye fixed on some of the environmental signs of the times, Sequoia Pacific Research uses nanotechnology to create nontoxic products that combat air pollution, eradicate Anthrax and help the earth revegetate after forest fires. Their first product, SoilSET, made its debut this summer, helping rehabilitate the soil after the Encebado Fire in New Mexico. It is already proving one of the most efficient products in burn area rehabilitation. The product will also be applied at construction sites and in mining reclamation in order to suppress fugitive dust, a cause of air pollution from those industries. Sequoia Pacific has also developed a process for low-level liquid radioactive waste disposal, synthetic solid fuels made from renewable material and synthetic building materials.

TechniScan Medical Systems

www.techniscanmedicalsystems.com

Breast cancer is the second deadliest cancer in women in the U.S., and this Salt Lake-based company aims to decrease that incidence with earlier detection and more accurate screenings. TechniScan created a primary and secondary screening and diagnosis system for breast cancer. The company's imaging uses all the data from ultrasound or other waves to display a more accurate, higher-resolution picture than conventional imaging.

Zevex International, Inc. www.zevex.com

Since 1986, Zevex International (NASDAQ: ZVXI) has been making medical systems and components that help improve and save lives. The company's products help clinicians analyze work-sites to prevent injuries, evaluate injuries after they happen, then provide tools for diagnosing and tracking therapy for damage such as musculoskeletal injuries (the leading cause of lost work-days in the nation). Clinicians also tap Zevex products to evaluate their patients' ability to return to work after treatment.

Zorch Software www.zorchsoftware.com

From the date of discovery, the average drug takes more than 12 years to receive FDA marketing approval — and much of that lengthy time frame is actually due to the pharmaceutical companies' internal processes, claims Zorch Software. Zorch says it can cut that internal processing time in half with its Integrated Drug Delivery System software. The system integrates activities and departments throughout the entire development process, and increases communication with required parties both inside and outside the company. Although Zorch's system is not on the market yet, the company is securing early-stage financing based on its promising technology. a