

# Technology Times

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## ENTERPRISE AWARDS 2006

### Judges announce 2006 finalists for competitive Enterprise Awards *Winners to be announced at December gala*

The Eastern Technology Council along with PriceWaterhouseCoopers and title sponsor Fairmount Partners will honor regional companies and leaders at its 14th annual Enterprise Awards on Tuesday, December 5, at the Kimmel Center. This year's black-tie gala will feature two pre-announced honorees as well as finalists and winners of four competitive awards each for the technology and life sciences sectors and a new award for CIO of the Year. Nominees for the awards were submitted by local business and community leaders, and a distinguished panel of judges from the technology and life sciences industries selected the finalists and winners.

#### Technology Categories

##### Technology Startup Company

Sponsor



**Criteria** Company must have operating results of three years or less.

**Key Considerations** Product or service innovation including market need or assessment and potential for significant growth; the management team and its ability and record of achieving success; and a demonstration of success such as significant milestones, raising capital, and revenue.

**Finalists:**

##### Aviom

*West Chester, Pa.*

[WWW.AVIOM.COM](http://WWW.AVIOM.COM)

Aviom has developed the world's first LAN protocol designed specifically for streaming media such as audio and video. The company's protocol uniquely uses commodity

parts and cables but is designed strictly for the specific demands of real-time, high-bandwidth data. Axiom offers a complete line of audio networking products as well as chips the company sells to other audio manufacturers.

##### NeatReceipts

*Philadelphia, Pa.*

[WWW.NEATRECEIPTS.COM](http://WWW.NEATRECEIPTS.COM)

Digital Business Processes develops and markets NeatReceipts, user-friendly scanning solutions that reduce paper clutter and simplify paperwork for individuals and businesses. The company's patented NeatReceipts Scanalyzer is a multi-purpose scanning solution that scans, analyzes, and organizes paper receipts and business cards into easy-to-read digital spreadsheets.

##### RCD Technology

*Quakertown, Pa.*

[WWW.RCDTECHNOLOGY.COM](http://WWW.RCDTECHNOLOGY.COM)

RCD Technology develops and produces custom passive radio frequency identification device (RFID) tags. Electronic RFID tags are used in a large variety of applications where tracking, identifying, or securing items and/or people is required. RCD Technology's RFID production process significantly improves tag performance, quality, and suitability while reducing the time to market and manufacturing waste.

##### Technology Growth Company

Sponsor

**SUNGARD\***

SCT • HIGHER EDUCATION

**Criteria** Company must have at least four years of operating results. Revenues must be less than \$50 million, except in the most recent fiscal year.

**Key Considerations** Product or service innovation, including proprietary technology or other advantage; company milestones including strategic decisions made by management that led to growth in revenues and/or earnings; strength of management team including ability to raise capital; and profitability or demonstrated ability to achieve profitability such as strategy to achieve break even and the ability to realize high gross margins.

**Finalists:**

##### Beyond.com

*King of Prussia, Pa.*

[WWW.BEYOND.COM](http://WWW.BEYOND.COM)

Beyond.com is the largest provider of career software, powering an online community of more than 11,000 general, local, and niche websites and online communities. Beyond.com provides technology, products, services, tools, and resources in many industries including HR technologies, classified advertisements, education, search engines, life management, and personal and professional networking.

##### Health Market Science

*King of Prussia, Pa.*

[WWW.HEALTHMARKETSCIENCE.COM](http://WWW.HEALTHMARKETSCIENCE.COM)

Health Market Science is the leading provider of scientifically-engineered targeting, data integration, and advanced analytics solutions for all segments of the healthcare industry. The company has developed unique technology and expertise to continuously acquire, analyze, and integrate more than 2,500 data sources to create and maintain the most comprehensive and accurate source of healthcare provider information available.

# ENTERPRISE AWARDS 2006

## MEDecision

Wayne, Pa.

WWW.MEDECISION.COM

MEDecision provides collaborative care management software and service solutions for the healthcare industry. The company's products allow the streamlined sharing of medical records among healthcare stakeholders—patients, payers, and providers—providing a common patient view at the point of care. MEDecision's customers manage the care of approximately one in every six Americans with health insurance.

## Technology Company of the Year

Sponsor



**Criteria** Company with more than \$50 million in revenues in the most recently completed fiscal year.

**Key Considerations** Leadership and product and/or service innovation in an industry or market; significant company milestones including financial accomplishments; and community and industry involvement.

**Finalists:**

## Fiberlink Communications

Blue Bell, Pa.

WWW.FIBERLINK.COM

Fiberlink provides software and services that help enterprises securely mobilize their workforces. Since 1994, more than 800,000 mobile workers have relied on Fiberlink's solutions for simple and secure access to e-mail, corporate data, and other network resources. Fiberlink's managed security services give IT control over security threats, regulatory compliance, and access costs associated with mobile computing.

## Lockheed Martin Integrated Systems & Solutions

King of Prussia, Pa.

WWW.LOCKHEEDMARTIN.COM/ISS

Lockheed Martin Integrated Systems & Solutions builds systems that connect the networked battlefield, integrating systems,

sensors, people, and platforms. The company provides transformational solutions for intelligence, surveillance, and reconnaissance; command and control; communications; and combat support to the U.S. Department of Defense and the intelligence community.

## SunGard Higher Education

Malvern, Pa.

WWW.SUNGARDHE.COM

SunGard Higher Education provides software and support, systems implementation and integration, strategic consulting, and technology management services to help colleges and universities build, unify, and manage their digital campuses. SunGard offers solutions to create a unified digital campus where academic and administrative services, information, and communities are united into an integrated network of people and services.

## Technology CEO of the Year

Sponsor



**Criteria** Individual's background and his or her company's success to date.

**Key Considerations** CEO's management accomplishments and philosophy, including the communication of a vision and goals as achieved by the company; leadership and impact in the industry and/or market; ability to attract and retain talented resources; company milestones including financial accomplishments and a strategy for continued company success; and community and industry involvement.

**Finalists:**

## Matt Gillin

Ecount

Conshohocken, Pa.

WWW.ECOUNT.COM

Ecount provides customized prepaid programs—from incentives to compensation to specialized rewards—for corporations looking for a simple and convenient way to deliver electronic payments. CEO Matt Gillin is a start-up veteran and prepaid industry expert with more than 15 years of

experience. As Ecount's CEO, Matt has established a blue-chip roster of corporate clients, negotiated a strategic marketing alliance with Visa USA, and guided a series of industry-first innovations.

## Bill Loftus

Gestalt

Camden, N.J.

WWW.GESTALT-LLC.COM

Gestalt is an international professional services firm providing consulting services and technology solutions to the defense and energy and utilities sector. CEO William Loftus has 20 years experience in the creation, executive management, and operations of advanced software solution providers. Bill is also a nationally recognized author, technologist, and entrepreneur. He held previous positions with Breakaway Solutions, WPL Laboratories, and Unisys.

## Greg Pacholski

Albridge Solutions

Lawrenceville, N.J.

WWW.ALBRIDGE.COM

Albridge Solutions provides enterprise data management, web-based portfolio accounting, and performance reporting solutions to more than 140 financial services firms representing \$1 trillion in assets, more than 90,000 financial advisors, and millions of investors. Albridge Solutions' CEO, Greg Pacholski, is a veteran of web-based, client-server, and mainframe-based enterprise applications and in leading all phases of IT transformation and development projects.

## Life Sciences Categories

### Life Sciences Startup Company

Sponsor



**Criteria** Company must have operating results of three years or less.

**Key Considerations** Product or service innovation including market need or assessment and potential for significant growth; the management team and its ability and record

# ENTERPRISE AWARDS 2006

of achieving success; a demonstration of success such as significant milestones, raising capital, and revenue; and the R&D investment strategy.

## Finalists:

### Avid Radiopharmaceuticals

Philadelphia, Pa.

WWW.AVIDRP.COM

Avid Radiopharmaceuticals is a molecular imaging company and a pioneer in developing radiopharmaceuticals for Alzheimer's disease. These radiopharmaceuticals are used with diagnostic brain scans to evaluate, diagnose, and monitor Alzheimer's patients. Two of Avid's compounds have been tested in clinical trials, and the company is developing radiopharmaceuticals for other indications including other dementias and movement disorders.

### Protez Pharmaceuticals

Malvern, Pa.

WWW.PROTEZ.COM

Protez Pharmaceuticals discovers and develops new antibacterial drugs for difficult-to-treat infections. The company's products address increasing bacterial resistance and chronic or recurrent infections. Protez has four bacteria-resistance products in its portfolio and intends to acquire, develop, and commercialize additional antibiotic product opportunities to which it can leverage its core technologies and drug development expertise.

### Tengion

King of Prussia, Pa.

WWW.TENGIION.COM

Tengion is a leader in the field of regenerative medicine, developing new human tissues and organs—called neo-tissues and neo-organs—that are derived from a patient's own cells. Tengion's patented technology harnesses the body's ability to regenerate, allowing organ-failure patients to have functioning organs built from their own tissues that eliminate the need for donor transplants. The company expects its lead product, the neo-bladder, to reach clinical trials by year end.

## Life Sciences Growth Company

Sponsor



DREXEL UNIVERSITY  
COLLEGE OF MEDICINE

*Criteria* Company must have at least four years of operating results. Revenues must be less than \$50 million, except in the most recent fiscal year.

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## Finalists:

### Immunicon

Huntingdon Valley, Pa.

WWW.IMMUNICON.COM

Immunicon develops and commercializes diagnostic and research products for rare cell analysis and molecular research. Immunicon has developed platform technologies to capture, count, and characterize circulating tumor cells or circulating endothelial cells from whole blood. The company's products and underlying technology platforms have application in cancer research and might have applications in other fields of medicine such as cardiovascular and infectious diseases.

### Lakewood Pathology

West Conshohocken, Pa.

WWW.LAKEWOODPATH.COM

Lakewood Pathology Associates is a national anatomical pathology company providing comprehensive and dynamic pathology services tailored to the outpatient needs of surgeons of diverse specialties. The company provides anatomic pathology services around the clock for physicians in more than 22 states. Lakewood's laboratory is accredited by the College of American Pathologists with an Award of Distinction for exceptional service and quality, a recognition given to fewer than 5% of laboratories.

## TMG Health

King of Prussia, Pa.

WWW.TMGHEALTH.COM

TMG Health is the leading provider of business process outsourcing services to the Medicare, Medicaid, and retiree health plan market. The company provides operational outsourcing solutions and information systems for health plans, providers, and insurers designed to minimize a plan's capital investment and lower ongoing operational costs.

TMG Health supports more than 1.5 million Medicare and Medicaid members and handles more than 20 million health claims, 300,000 enrollments, and 1.6 million Medicare service calls annually.

## Life Sciences Company of the Year

Sponsor



*Criteria* Company with at least three years of operating results in industry segments such as specialty pharmaceuticals, biotechnology, medical device/instrumentation, etc. *Key Considerations* A proprietary product or research and development of a product and its potential impact on the market; the ability to raise capital, generate revenue, and commercialize and strategize to enter into substantive strategic alliance; and the company's development strategy and clinical pathway to development.

## Finalists:

### Acuity Pharmaceuticals

Philadelphia, Pa.

WWW.ACUIITYPHARMA.COM

Acuity Pharmaceuticals is a clinical-stage biopharmaceutical company focused on the treatment and prevention of ophthalmic diseases. Acuity develops treatments for age-related macular degeneration and diabetic macular edema, two of the leading causes of vision loss in the developed world. The company recently reported positive data from a Phase II trial of its first product—the first clinical proof-of-concept for the gene silencing technology of RNA interference.

# ENTERPRISE AWARDS 2006

## Amicus Therapeutics

Cranbury, N.J.

WWW.AMICUSTHERAPEUTICS.COM

Amicus Therapeutics is a biopharmaceutical company developing novel oral therapeutics known as pharmacological chaperones for the treatment of a wide range of human genetic diseases. Pharmacological chaperones are unique because they are orally-administered instead of the current therapies for these diseases which require intravenous infusions of recombinant enzyme. Amicus is initially targeting lysosomal storage disorders, which are severe, chronic genetic diseases with unmet medical need.

## Precimed

Exton, Pa.

WWW.PRECIMED.COM

Precimed is a Swiss-based designer and manufacturer of surgical instruments primarily for the orthopedic industry. The company produces a comprehensive array of proprietary and custom products for all disciplines within orthopedics including hips, knees, spine, trauma, and minimally invasive surgical techniques. Precimed also provides engineering and design services to leading orthopedic companies throughout the world.

## Life Sciences CEO of the Year

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**Key Considerations** CEO's management accomplishments and philosophy, including the communication of a vision and goals as achieved by the company; leadership and impact in the industry and/or market; ability to attract and retain talented resources; company milestones including financial accomplishments and a strategy for continued company success; and community and industry involvement.

Finalists:

## Greg Bosch

PuriCore

Radnor, Pa.

WWW.PURICORE.COM

PuriCore is a life sciences company that has developed and commercialized a proprietary technology that mimics the human body's production of its natural antimicrobial, hypochlorous acid (HOCl). HOCl is a well-characterized oxidant and is a critical chemical produced by the human body to fight infection. It is highly effective at killing pathogens such as bacteria, viruses, and fungus. CEO Greg Bosch has more than 20 years of management and leadership experience, including a long tenure at Baxter International.

## Mike Luby

TargetRx

Horsham, Pa.

WWW.TARGETRX.COM

TargetRx is a sales and marketing effectiveness company that provides actionable guidance to pharmaceutical companies to help them effectively sell and market their products and improve their financial performance. CEO Mike Luby brings more than 15 years of pharmaceutical marketing and sales experience to TargetRx and has been successful in securing clients in the majority of the top 30 pharmaceutical companies worldwide.

## Paul Hallenbeck, PhD

Neotropix

Malvern, Pa.

WWW.NEOTROPIX.COM

Paul Hallenbeck founded Neotropix, which develops and commercializes virus-based therapies to treat cancer and other diseases. Paul is considered a leading researcher in the field of oncology and virology and holds nine patents in the U.S. and abroad. He was previously a staff fellow and a National Research Council fellow at the National Institutes of Health and served as the Novartis leading scientist at Genetic Therapy, Inc., a Novartis company.

## CIO of the Year

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**Criteria** The CIO's technology-oriented successes.

**Key Considerations** Provide a brief description of the CIO's technology strategy and key accomplishments. Describe the CIO's success in leading a major technology change, implementation and/or enhancement and the value derived from the investment. Address the most important contributions the technology has made to the company, its industry, or the community it serves.

Finalists:

## Neil McCarthy

Wawa

Wawa, Pa.

WWW.WAWA.COM

Wawa operates more than 500 convenience stores in the Eastern United States offering fresh food, convenience products, and gasoline. Neil McCarthy, vice president and CIO, is responsible for running all technical operations for this \$3 billion dollar chain.

## Judith Tschirgi

SEI Investments

Oaks, Pa.

WWW.SEIC.COM

Judy Tschirgi is CIO and senior vice president at SEI, a leading global provider of asset management and investment technology solutions. SEI administers \$334.3 billion in mutual fund and pooled assets and manages \$161.7 billion in assets. Judy is responsible for SEI's corporate technology strategy and supports the development, maintenance, and servicing of the technology platforms underlying SEI's business solutions.

## Anne Wilms

Rohm and Haas

Philadelphia, Pa.

WWW.ROHMHAAS.COM

Anne Wilms is vice president and CIO for Rohm and Haas, a specialty materials company focused on delivering technically