

Cornell's Research Serves the Region

2000

small business development

Office of the Vice Provost for Research

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The benefits of Cornell's research, scholarship, and creativity touch the public in many ways through technology transfer and outreach. Spin-off companies are a direct benefit to the economic development of the region, creating more jobs and revenues. With \$377 million (FY 1999) in research expenditures, Cornell's potential for serving the region through economic development continues to grow. One of the university's goals is to make the transition from research advances to the formation of small businesses easier.

Cornell's partnership with Tompkins County in establishing the Business Innovation Center and Cornell's own Office of Economic Development have created a supportive and nurturing climate for small business development on campus and in the community.

Cornell's Research Serves the Region: Small Business Development 2000 illustrates how technology transfer and outreach are achieved through small business development. It documents 85 small businesses that have emerged as a result of Cornell's extensive academic resources—its people, research, and facilities. These businesses employ more than 4,200 people in the region, and they have \$405 million in annual revenues with only 13 companies revealing revenues.

This directory includes companies with three types of Cornell connections:

- Companies founded by Cornell faculty, staff, students, or alumni with a definitive transfer of university technology or knowledge;
- Companies based on specific Cornell technologies;
- Companies whose proximity to Cornell's intellectual resources is crucial to their formation or relocation and retention in the region.

The directory organizes the companies into three categories: companies in the greater Ithaca region; companies outside the greater Ithaca region, within New York State; and companies started in Ithaca, now merged or relocated.

Cornell's commitment to outreach and technology transfer through small business development remains firm. The university looks forward to continued growth in this region. Cornell thanks each of the companies participating in this project.

Robert C. Richardson
Vice Provost for Research
Cornell University



Cornell's Office of Economic Development (OED) facilitates and coordinates economic development efforts within the university. It coordinates the functions of three units:

- Center for Advanced Technology (CAT) in Biotechnology
- Cornell Research Foundation (CRF)
- Cornell Business and Technology Park (CBTP)

To further its outreach function, the OED works collaboratively with other programs throughout the university, including Cornell Cooperative Extension and the Entrepreneurship and Personal Enterprise program. In the local and regional communities, the office communicates regularly with a wide variety of economic development partners to work toward the shared goal of enhancing the economic vitality of the region.

In addition to matching potential managers and entrepreneurs of new ventures with Cornell researchers and projects, the office networks with Cornell alumni who are interested in supporting start-up businesses and industrial partnerships. The OED coordinates several internship programs to offer both technical and business students an opportunity to gain hands-on experience in both new and established firms. For those outside Cornell who wish to access university technology and resources, the OED serves as a central clearinghouse.

OED's services include:

- Internships
- Small Business Innovation Research (SBIR) grants
- Spousal employment assistance
- Marketing assistance
- Technology Development Fund
- Business Plan Starter Kit
- Business planning assistance
- Matching funds for collaboration with industry
- Identification and nurturing of corporate partners
- Creating and assisting spin-offs
- Alumni network

Richard D. Holsten
Director
rdh8@cornell.edu

OED 130 Biotechnology Building
Ithaca, NY 14853-2703
(607) 255-2300
Fax: (607) 255-6249
[http://www.research.cornell.edu/
OED/EconomicDev.html](http://www.research.cornell.edu/OED/EconomicDev.html)

Cornell Center for Advanced Technology (CAT) in Biotechnology

Established in 1983 by Cornell and the State of New York, the center pursues programs that address specific economic development needs of New York State. These needs include research and development, education and training, and technology development and transfer. The CAT in Biotechnology also receives support from industry and the federal government.

CAT Richard D. Holsten Interim Director rdh8@cornell.edu	130 Biotechnology Building Ithaca, NY 14853-2703 (607) 255-2300 Fax: (607) 255-6249 http://www.research.cornell.edu/Biotech/Biotech.html
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Cornell Research Foundation, Inc. (CRF)

The Cornell Research Foundation, Inc., was created in the 1930s to secure and manage patents that are generated by Cornell research. Within Cornell, CRF serves the faculty and staff. Externally, CRF catalyzes technology transfer and commercialization by interacting with companies that are interested in Cornell technology. CRF also proactively networks Cornell research expertise and researchers with industrial counterparts. CRF is a wholly owned subsidiary of Cornell University.

CRF James A. Severson President jas245@cornell.edu Richard S. Cahoon Vice President rsc5@cornell.edu	20 Thornwood Drive Ithaca, NY 14850 (607) 257-1081 Fax: (607) 257-1015 http://www.research.cornell.edu/CRF.html
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Cornell Business and Technology Park (CBTP)

Established in 1951 and managed by the Cornell Real Estate Department, the Cornell Business and Technology Park provides space and facilities for more than 80 local, national, and international businesses and research firms. The CBTP is designed to create a fertile working environment that maximizes the creativity and productivity of the executive and scientific labor force, while providing an interface between Cornell University and the business community.

CBTP
John E. Majeroni
Director
jem21@cornell.edu

15 Thornwood Drive
 Ithaca, NY 14850
 (607) 266-7870
 Fax: (607) 266-7876
<http://www.cornellbtp.com>

BIC

Business Innovation Center (BIC)

The Business Innovation Center was established in 1997 by Cornell University and Tompkins County. BIC provides value-added business expertise and assistance to start-up and emerging companies in Tompkins County. BIC works closely with the Office of Economic Development and concentrates on opportunities originating from intellectual property and research that can provide quality employment and significant community wealth. BIC has teamed with the Cornell Nanofabrication Facility to provide on-site engineering resources for hire to industrial users who are unable to come to Ithaca to perform their research.

BIC
George T. Schneider
President
gts4@cornell.edu

Langmuir Laboratory
 Box 1014
 95 Brown Road
 Suite 145
 Ithaca, NY 14850
 (607) 257-3535
 Fax: (607) 257-3842

companies in the greater ithaca region

Small Business Development



Acquisition Systems, LLC

26 Lake Street

Trumansburg, NY 14886

(607) 387-4054

Fax: (607) 387-4054

staff@acqsys.com

<http://www.acqsys.com>

Acquisition Systems designs and produces end-user configurable hardware and supporting software for digital data acquisition and coprocessing development on PCI bus platforms, bringing the benefits of reconfigurable hardware to the end user.

The company's desktop platform incorporates a medium-size Altera FPGA and 1/2 Megabytes of SRAM on a half-size PCI card. Interchangeable daughter cards provide high-speed TTL and fiber optic I/O channels. Acquisition Systems's CompactPCI platform has two large Altera FPGAs and two SHARC digital signal processors, with dual-ported SRAM shared by the FPGAs and DSPs. Embeddable "pods," also containing FPGAs, link to the base desktop or CompactPCI platform via fiber optics, and are configurable over those lines.

Software support includes NT 4.0 drivers and application programs providing easy access to the back-end application with graphical user interface controls and a comprehensive interpreted language.

Cornell Connection

The company was founded by Cornell staff in the Center for Radiophysics and Space Research.

Partners

Bruce Pirger

Justin Schoenwald

Founded

1995

Product

RIOPCI (hardware)

ASbridge (software)

Employees

2

Revenues

Not available

Advanced BioAnalytical Services, Inc. (ABS)

ABS provides the pharmaceutical and agrochemical industries with state-of-the-art liquid chromatography tandem mass spectrometry (LC/MS/MS) analytical services. The company uses this technology to determine drug concentrations in biological samples from drug metabolism and pharmacokinetics studies. The company also determines trace-level analytes in soil samples for soil dissipation studies of agrochemical products. Services include analytical method development, method validation, and specimen analysis. All services are provided in compliance with Good Laboratory Practices (GLP) regulations as prescribed by the Food and Drug Administration and the Environmental Protection Agency. ABS has recently developed a microchip-based electrospray and LC/MS technology platform to improve the reproducibility, sensitivity, speed, and precision of drug discovery and development assays at a lower cost.

Cornell Connection

The LC/MS/MS technology used at the company was developed at Cornell by the company's president, who is a professor of toxicology.

15 **Catherwood Road**

Ithaca, NY 14850-1071

(607) 266-0665

Fax: (607) 266-0749

JDHENION
@abs-lems.com

http://
www.abs-lems.com

President
Jack Henion, Ph.D.

Founded
1993

Product
Contract research

Employees
70

Revenues
Not available



**ADVANCED
BIOANALYTICAL
SERVICES, INC.**

Advanced Plastic and Material Testing, Inc.

**Warren Road
Business Park**

42 Dutch Mill Road

Ithaca, NY 14850-9785

(607) 257-8378

Fax: (607) 257-1586

apm@apmtesting.com

http://

www.apmtesting.com

APM testing does materials testing and failure analysis for a broad range of industries, including automotive, aerospace, computer, chemical, railway, medical, military, tool and machinery, and consumer products. Testing, analysis, identification, and certification are performed on metals, plastics, rubbers, circuit boards, ceramics, paints, lubricants, adhesives, and coatings. Custom testing requests are welcomed. Accreditations include A2LA (ISO Guide 25), Boeing, Bombardier/Canadair, Parker Hannifin, and Pratt & Whitney.

Cornell Connection

The company's president and quality assurance manager both received doctorates from Cornell. Cornell facilities provide broader opportunities to generate information for customers.



President

John Wanagel, Ph.D.

Founded

1983

Product

Materials testing and failure analysis

Employees

18

Revenues

\$1 million

Agave BioSystems

A Cornell Business and Technology Park Company

Agave BioSystems is a small start-up biotechnology company delivering expertise in the design and delivery of biological components for sensors and other instrumentation. The company's core competency is in the identification and modification of biomolecules. This competency is based on extensive experience in recombinant DNA technology. The company's mission is to integrate biological components into nano- and micro-fabricated devices to develop a new class of devices with unparalleled specificity and sensitivity.

Cornell Connection

Agave BioSystems was cofounded by a Cornell professor in the Department of Food Science. The company seeks to remain closely allied with the university to the mutual benefit of both.

Langmuir Laboratory

Box 1014

95 **Brown Road**

Suite 145

Ithaca, NY 14850

(607) 279-4703

Fax: (607) 257-3842

COO
Carl A. Batt, Ph.D.
Founded
1998
Product
R&D engineering services for design and
production of biological components for sensors
Employees
7
Revenues
Not available



Agave BioSystems

Alltech, Inc.

Northeast Business Unit

Box 1011

95 **Brown Road**

Suite 139

Ithaca, NY 14850

(607) 257-4877

Fax: (607) 257-9535

jgomez@alltech-bio.com

http://

www.alltech-bio.com

A Cornell Business and Technology Park Company

Alltech is acknowledged as one of the fastest growing and leading suppliers of enzymes and feed additives derived from fermentation technology. The company is guided by the philosophy of being "first with the issues and first with the solutions." The company provides technical and marketing support to the dairy and livestock industry.

Alltech is headquartered in Nicholasville, Kentucky, and has four bioscience research centers: one in the United States, one in Ireland, and one in China. At these facilities, cooperative research is conducted with local universities and sponsored research evaluates products and programs appropriate to the industry and producers in the region. The fourth bioscience center was established recently in Alexandria, Ontario, to serve the Northeast area.

Cornell Connection

Alltech established the Northeast Regional Office in 1996 to better serve its business partners in the region. The regional manager is an alumnus of Cornell's College of Agriculture and Life Sciences. The interaction with Cornell research faculty provides an edge in agribusiness.



President

T. Pearse Lyons, Ph.D.

Regional Manager

Juan Gomez-Basauri, Ph.D.

Founded

1980

Product

Yea-Sacc, Bio-Mos, Fibrozyme, Lacto-Sacc, MTB-100, Bioplexes in addition to crop preservatives and others

Employees

450

Revenues

Not available

AnAerobics, Inc.

AnAerobics provides high-rate anaerobic and aerobic treatment of wastewater using a patented wastewater treatment process and a Complete Management System. The process, Mobilized Film Technology, has potential for control and treatment of organic waste streams generated by residential and municipal locations, food processors, landfills, wineries, breweries, and a variety of other high- and low-strength biodegradable wastewaters. AnAerobics's Complete Management System includes designing, building, owning, and operating all components necessary for successful, economical wastewater treatment.

Cornell Connection

The president, vice president for business development, and many board members are Cornell alumni. One of the company's founders is also a former staff member of Cornell's Department of Agricultural and Biological Engineering. AnAerobics's technology was initially based on research conducted at Cornell.

P.O. Box 307

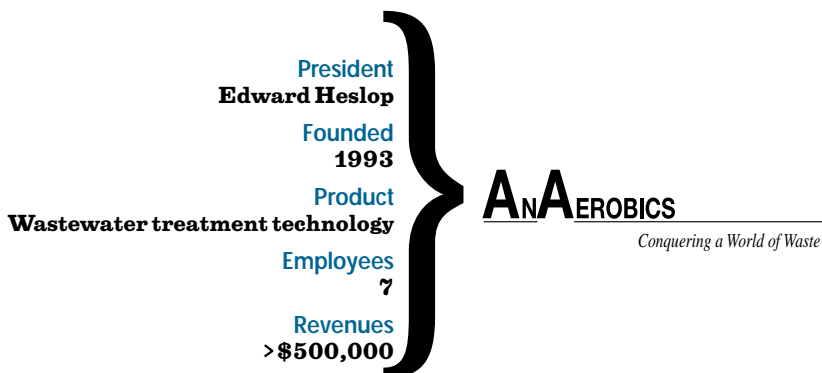
Aurora, NY 13026-0307

(315) 354-5062

Fax: (315) 364-7713

info@anaerobics.com

**http://
www.anaerobics.com**



Animal Ultrasound Services, Inc. (AUS)

Langmuir Laboratory

Box 1035

95 Brown Road

Suite 248

Ithaca, NY 14850

(607) 257-7649

Fax: (607) 257-7649

aus@auskey.com

<http://www.auskey.com>

A Cornell Business and Technology Park Company

AUS develops and distributes software programs for computer analysis and interpretation of ultrasonic images of live animals and carcasses.

The company is a sales distributor of real-time ultrasonic equipment and associated accessories to universities, seed stock suppliers, producers, and meat packers for evaluation, selection, and value-based marketing of live animals and carcasses. AUS also provides consulting services for domestic and international customers.

Cornell Connection

The company's president is professor emeritus in the Department of Animal Science. The company's director of research and development received advanced degrees from the Department of Animal Science.



President

James R. Stouffer, Ph.D.

Founded

1990

Product

Software and real-time ultrasound and associated equipment for live animal and carcass evaluation

Employees

4

Revenues

Not available

Animusic

2 Greystone Drive

Dryden, NY 13053

(607) 844-3848

info@animusic.com

[http://
www.animusic.com](http://www.animusic.com)

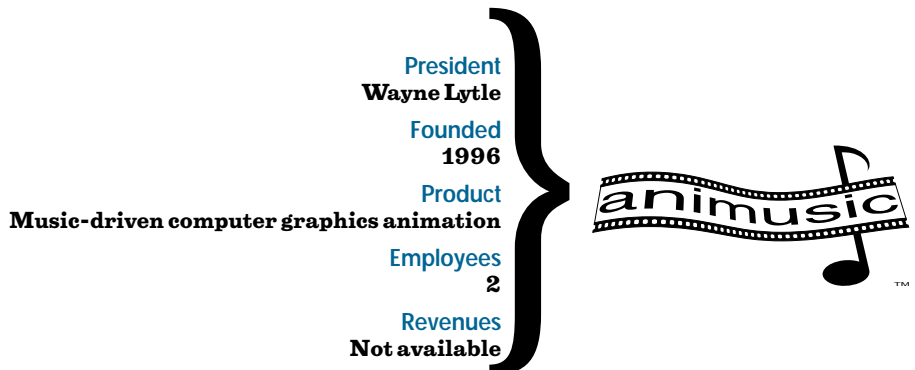
Animusic produces unique digital content: music-driven animation. Combining computer graphics animation and music synthesis results in animated instruments on the video screen that appear to play themselves.

Through algorithms developed over many years, much of the animation is automated by processing MIDI (Musical Instrument Digital Interface) data. This allows many of the animation parameters to be generated automatically, where using manual computer animation techniques would take prohibitively long, and not yield accurate results.

Animusic targets the home video market with the company's "video albums." The content is enjoyed by an unusually diverse audience.

Cornell Connection

Animusic's founder and president is a graduate of Cornell's Program of Computer Graphics who joined the Cornell Theory Center staff as a scientific visualization producer in 1988. Animusic has been a member of the Theory Center's Corporate Partnership Program, and it has used Theory Center computational and video resources for various elements of production.



Applied Pulsed Power, Inc. (APP)

Langmuir Laboratory

Box 1020

95 Brown Road

Suite 207

Ithaca, NY 14850

(607) 257-1971

Fax: (607) 257-5304

app@epix.net

A Cornell Business and Technology Park Company

The mission of Applied Pulsed Power is the development of products for industrial applications where pulsed power technology has compelling advantages over existing methods. APP has been developing intense ion beam technology for industrial surface treatment for five years. The company also designs and supplies prototype systems including high-peak power pulse generators, pulsed high-magnetic field coils, and high-speed gas valves. APP performs contract research and development in pulsed power and plasma physics.

Cornell Connection

APP was founded by Cornell faculty and staff members. Research performed at the Laboratory of Plasma Studies formed the basis of the company's product line.



President
Steven Glidden

Founded
1990

Product
Pulsed power systems and components

Employees
5

Revenues
Not available

Bionexus, Ltd.

A Cornell Business and Technology Park Company

Bionexus formulates and markets innovative, effective, and top-quality nutritional supplements that are designed to meet the needs of the chronically ill and those intent on maintaining health and quality of life. Bionexus's first product, NutriVir™, was introduced in January 1998.

Cornell Connection

Bionexus was cofounded by a former Cornell professor of pharmacology from the College of Veterinary Medicine and past founder, president, and CEO of Paracelsian, a Cornell technology transfer company, and by a Cornell advanced degree alumna.

30 **Brown Road, #3**

Ithaca, NY 14850

(607) 266-9492

Fax: (607) 266-9481

lp@bionxs.com

info@bionxs.com

**http://
www.bionxs.com**

President
Linda M. Pacioretty, Ph.D.

Founded
1997

Product
NutriVir™

Employees
3

Revenues
\$600,000

n B i o u s

BioWorks, Inc.

122 N. Genesee Street

Geneva, NY 14456-1161

(315) 781-1703

Fax: (315) 781-1793

BioWorks@epix.net

<http://www.bioworksbiocontrol.com>

BioWorks is a leading supplier to the agriculture industry of biological control products and biotechnologies that enhance plant health, plant productivity, and consumer and worker safety.

Cornell Connection

The company's core technologies were developed at Cornell, and the principal investigator of BioWorks's core technologies is a Cornell faculty member.

BioWorks, Inc.
The BioControl Company

CEO
William J. Foster
Founded
1993
Product
Biocontrol products
Employees
20
Revenues
Not available

C-MOLD

C-MOLD licenses the technology developed at the Cornell Injection Molding Program (CIMP), which applies scientific principles to the plastic injection molding process. The company maintains an active research and development group and cooperative development agreements with industrial and academic research institutions.

C-MOLD's Advanced and Desktop Plastics CAE solutions are used worldwide in all aspects of the plastics industry to aid in designing and producing high-quality plastic parts while minimizing time-to-market. The company is privately held with operations in North America, Europe, and Asia.

Cornell Connection

C-MOLD was originally established to commercialize technology developed at CIMP. The company's president and many of its employees are Cornell graduates.

31 **Dutch Mill Road**

Ithaca, NY 14850-9785

(607) 257-4280

Fax: (607) 257-6355

info@cmold.com

http://www.cmold.com



A graphic featuring a large, stylized curly brace on the left side. To the right of the brace, the company name "C-MOLD" is written in a bold, italicized, sans-serif font. The "O" in "MOLD" is replaced by a circular graphic with a grid pattern. To the left of the brace, several lines of text are listed, each preceded by a blue label: "President", "Founded", "Product", "Employees", and "Revenues". The text is as follows:

- President**
V. W. Wang, Ph.D.
- Founded**
1986
- Product**
Computer software
- Employees**
40 in Ithaca
90 worldwide
- Revenues**
Not available

The CBORD Group, Inc.

61 Brown Road

Ithaca, NY 14850-1247

(607) 257-2410

Fax: (607) 257-1902

jea@cbord.com

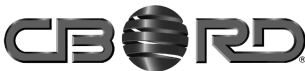
<http://www.cbord.com>

A Cornell Business and Technology Park Company

The CBORD Group is a worldwide provider of foodservice and nutrition services software and systems for campus-wide ID card programs, housing management, and cashless dining. CBORD systems are used in colleges and universities, hospitals and nursing homes, business foodservices, correctional institutions, restaurants, grocery stores, theme parks, casinos, and even at the Olympic games. CBORD develops, markets, sells, installs, and supports its base of more than 4,000 clients from its headquarters in Ithaca. Additionally, CBORD hosts two annual User Group Conferences in Ithaca, attracting more than 500 participants annually.

Cornell Connection

The company's president and founder is an alumnus of Cornell's College of Arts and Sciences and the S. C. Johnson Graduate School of Management. The CBORD Group grew out of a set of programs designed by the company's president while a graduate student working in Cornell Dining.



President

John E. Alexander

Founded

1975

Product

Information systems and services that improve the operating performance and competitive advantage of customers in the food and institutional services market

Employees

220

Revenues

\$20 million

Concept Systems, Inc. (CSI)

CSI provides products and services to improve the performance of organizations and the people who work in them. The centerpiece products of CSI are the Concept System® and the Web-based ConceptInteractive, software products designed to assist with group decision making, implementation, and evaluation in the areas of training, performance management, and strategic organizational change. CSI's development of CSApp, a suite of add-on tools, extends the results of the CS engagement into corporate business improvement applications.

Cornell Connection

The company's software was created by a Cornell professor in the Department of Policy Analysis and Management in the College of Human Ecology.

118 **Prospect Street**

Suite 309

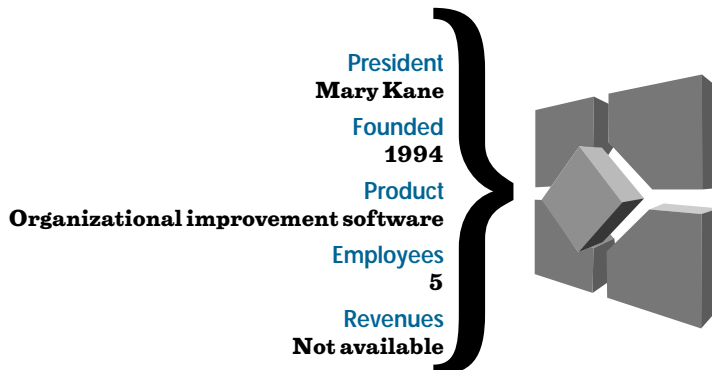
Ithaca, NY 14850

(607) 272-1206

Fax: (607) 272-1215

**infodesk@
conceptsystems.com**

**http://
www.conceptsystems.com**



Conceptual Reality Presentations, Inc. (CRPInc)

30 W. Meadow Drive

Ithaca, NY 14850-9015

(607) 257-8335

crp11@cornell.edu

CRPInc provides experienced consulting and production of data-based computer graphic images for analysis, videotape and web animation for presentation, and special effects graphics for marketing. The company's specialty is the conceptualization and conversion of technical data for high-tech businesses and industries. Data of any size or complexity can be transformed into meaningful graphic imagery and animation for in-house analysis and for presentation to clients and customers. CRPInc produces broadcast-quality video productions for any business application, and provides special effects animations to other media producers. The company's goal is to make complexity comprehensible.

Cornell Connection

CRPInc's corporate partnership with the Cornell Theory Center provided the company with access to state-of-the-art scientific visualization computing equipment and video production facilities. The principals are Cornell graduates and long-time staff members. The company's vice president has 11 years of experience as a scientific visualization producer at the Cornell Theory Center.



Vice President/Visual Producer
Chris Pelkie

Founded
1995

Product
Computer graphic animations and images derived from technical data

Employees
2

Revenues
Not available

Cummins Nursery, Inc.

Cummins Nursery is focused on the production of disease-resistant apple and pear trees from breeders at the Cornell Agricultural Experiment Station, Geneva, and other institutions, and the production of the new disease-resistant apple rootstocks developed by the Cornell-Geneva breeding team. The nursery also produces heirloom apple varieties; cherry trees, including the new self-fertile varieties from Cornell-Geneva; fire-blight resistant pears; and the newest varieties of plums.

Cornell Connection

The owner's father was the apple rootstock breeder at the Cornell Agricultural Experiment Station in Geneva for 30 years, and was part of the team that developed the Geneva series of resistant rootstocks. Cummins Nursery licenses the Geneva apple rootstock series. The owner maintains close contacts with Cornell faculty and research pomologists at Geneva.

1408 **Trumansburg Road**

Ithaca, NY 14850

(607) 273-9544

18 **Glass Factory Bay**

Geneva, NY 14456

(315) 789-7083

jmc1@epix.net

[www.dabney.com/
cumminsnursery](http://www.dabney.com/cumminsnursery)

Owner
Stephen T. Cummins

Founded
1993

Product
**Disease-resistant fruit trees,
disease-resistant apple rootstocks**

Employees
3

Revenues
Not available

Data Description, Inc.

840 **Hanshaw Road**

Suite 9

Ithaca, NY 14850

(607) 257-1000

Fax: (607) 257-4146

sales@datadesk.com

**http://
www.datadesk.com**

Data Description is a software development company based in Ithaca. Its Data Analysis Unit develops and sells tools for data visualization, data exploration, and statistical analysis. Products include Viz!on, a data visualization add-in for Excel; Data Desk/XL, a statistics add-in for Excel; Data Desk/Healthcare, a set of data exploration tools for the healthcare industry; and Data Desk, the company's flagship data exploration and statistical analysis product.

Data Description's Computer-Based Training Unit develops and sells multimedia education software. Products include ActivStats, ActivStats for Excel and ActivStats for SPSS, multimedia introductory statistics courses; ActivEpi, an introductory epidemiology course; and ProgramLive, an introductory computer programming course.

Cornell Connection

The company's CEO is a Cornell professor in the Department of Social Statistics. The COO graduated from Cornell's S. C. Johnson Graduate School of Management.



CEO

Paul F. Velleman, Ph.D.

COO

John C. Sammis

Founded

1985

Product

Statistics and education software

Employees

9

Revenues

Not available

DatapointLabs

A Cornell Business and Technology Park Company

DatapointLabs was started in 1995 as Datapoint Testing Services, a testing laboratory committed to meeting the materials property needs of engineers who were designing with plastics. Today, DatapointLabs is the number one material testing laboratory for the product development community, with expertise in plastics, rubber, food, ceramics, and metals. The company's name is synonymous with on-time delivery of precision, design-quality material properties.

DatapointLabs is a leader in the generation of analysis-ready input material properties for structural analysis, computational fluid dynamics, and process simulations. Its TestPaks provide design analysts with the unparalleled convenience of "load & go" material models for more than a dozen CAE programs. DatapointLabs has a loyal customer base of more than 200 companies from every industry segment where quality product development occurs: automotive, aerospace, biomedical, consumer products, food, and toys.

Cornell Connection

The company was founded by Cornell alumni. DatapointLabs also works with Cornell researchers and scientists on long-term projects.

Langmuir Laboratory

Box 1017

95 **Brown Road**

Suite 164

Ithaca, NY 14850

(607) 266-0405

Fax: (607) 266-0168

lobo@datapointlabs.com

http://
www.datapointlabs.com

President
Hubert Lobo
Founded
1995
Product
Material testing
Employees
8
Revenues
Not available



DatapointLabs

DATU, Inc.

82 State Street

Geneva, NY 14456-1760

(315) 787-2240

Fax: (315) 787-2397

tea2@nysaes.cornell.edu

<http://www.nysaes.cornell.edu/datu>

CharmAnalysis™ is DATU's technology. It is a proprietary gas chromatography-olfactometry (GCO) system that measures the odor-activity of chemicals. Chromatograms can be produced from extracts of foods, and both quantitative and qualitative descriptions of the chemical components causing smell can be produced.

Cornell Connection

CharmAnalysis™ was developed in the Flavor Chemistry Laboratory at the Cornell Agricultural Experiment Station in Geneva, New York, which is part of the College of Agriculture and Life Sciences. The company's principals are employees or former employees of Cornell.

DATU
Inc.
Technology Transfer

President
Terry Acree, Ph.D.

Founded
1989

Product
CharmAnalysis™

Employees
6

Revenues
Not available

DeHan Engineering Numerics

The goals of DeHan Engineering Numerics are research and development in solid mechanics in the areas of stress analysis, failure analysis, composite materials, and optimal design. Development of innovative, advanced analysis computer software in these disciplines is a principal objective of the company. Such software is of potential interest to a wide variety of industries such as automotive, energy, and aerospace. The company also provides consulting services to private companies.

Cornell Connection

The company was founded in 1991 by a postdoctoral researcher at Cornell University and by a Cornell professor of theoretical and applied mechanics.

39 **Hickory Circle**

Ithaca, NY 14850

(607) 277-4648

Fax: (607) 257-8302

xieyu9@hotmail.com

President		<i>DeHan</i> Engineering Numerics
Yu Xie Mukherjee, Ph.D.		
Founded		
1991		
Product		
Solid mechanics analysis software and consulting		
Employees		
2		
Revenues		
\$150,000		

Digicomp Research Corporation

930 **Danby Road**

Ithaca, NY 14850-5720

(607) 273-5900

Fax: (607) 273-8779

**webmaster@
digicomp.com**

**http://
www.digicomp.com**

Digicomp Research Corporation undertakes government contract research and development in computer and other electronic hardware and software.

Cornell Connection

Digicomp was founded by Cornell alumni, and the company uses Cornell faculty members as consultants.

DIGICOMP
RESEARCH

President

Om P. Gupta

Founded

1975

Product

Contract R&D

Employees

40

Revenues

Not available

DLtech, Inc.

A Cornell Business and Technology Park Company

DLtech serves agriculture through leading-edge electrotechnology. The company provides engineered electrotechnology, research, and educational services that enable farmers to produce a better product, conserve energy, and improve profitability.

Cornell Connection

The company's president is a retired faculty member in Cornell's Department of Agricultural and Biological Engineering.

Langmuir Laboratory

Box 1003

95 Brown Road

Suite 215

Ithaca, NY 14850

(607) 266-6401

Fax: (607) 266-7037

DLtech@
clarityconnect.com

President
David C. Ludington, Ph.D.

Founded
1996

Product

**Control systems for dairy farms, consulting and testing services,
R&D project management, and training workshops**

Employees
1

Revenues
Not available

DLtech

Eloquent Technology, Inc. (ETI)

2389 N. Triphammer Rd.

Ithaca, NY 14850-1050

(607) 266-7025

Fax: (607) 266-7030

info@eloq.com

http://www.eloq.com

ETI develops and licenses text-to-speech synthesis software. Its main product, ETI-Eloquence, is a multivoice, multilanguage text-to-speech toolkit with which application developers can integrate speech into their products. Versions of the system are currently available for General American and British English, Mexican and Castilian Spanish, European and Canadian French, German, Italian, and Brazilian Portuguese. Versions for Mandarin Chinese, Japanese, Finnish, and Korean are under development.

Cornell Connection

The company's president is a part-time adjunct associate professor in the Department of Linguistics at Cornell. ETI's synthesis products are an outgrowth of a synthesis system developed as part of her doctoral work at Cornell.



ELOQUENT TECHNOLOGY, INC.

President
Sue Hertz

Founded
1983

Product
Text-to-speech software

Employees
20

Revenues
Not available

Environmental Associates, Ltd.

Environmental Associates serves the drinking water and wastewater industries with testing and research on waterborne pathogens, including enteric viruses and parasites such as *Giardia* and *Cryptosporidium*. The testing is used in a wide variety of circumstances, from watershed monitoring to the development of new water treatment processes and devices. Since its inception, the company has been active in the development of improved testing methods. Environmental Associates uses Good Laboratory Practices (GLP) for its contract research. The company is Women Business Enterprise (WBE) and Small Disadvantaged Business (SDB) classified for federal contracts.

24 Oakbrook Drive

Ithaca, NY 14850

(607) 272-8902

Fax: (607) 256-7092

info@eal-labs.com

http://
www.eal-labs.com

Cornell Connection

Environmental Associates collaborates with Cornell researchers through grants from Cornell's Center for Advanced Technology (CAT) in Biotechnology to develop innovative assays for pathogens of environmental concern. The Ithaca area provides a unique location rich in resources with a highly skilled labor force critical to the expansion and diversification of the company.

President

Susan N. Boutros, Ph.D.

Founded

1987

Product

**Environmental microbiology, virology,
protozoology testing, services, and products**

Employees

15

Revenues

> \$1 million



**ENVIRONMENTAL
ASSOCIATES LTD.**

Etron, Inc.

Langmuir Laboratory

Box 1006

95 Brown Road

Suite 252A

Ithaca, NY 14850

(607) 266-0686

Fax: (607) 266-0685

etronine@aol.com

A Cornell Business and Technology Park Company

Etron develops, manufactures, and markets microcomputer control systems for dairy farms. The company's PumpMaster™ vacuum control system saves dairy farms up to 80 percent of electric energy on vacuum pumps. Other smart control systems are being researched and developed.

Cornell Connection

The company president, an alumnus of Cornell, was a research associate in Cornell's Department of Agricultural and Biological Engineering.

President

John F. Guo, Ph.D.

Founded

1997

Product

**PumpMaster™, DataMaster™,
VacuMaster™**

Employees

5

Revenues

Not available

Fingerlakes Aquaculture, LLC

Fingerlakes Aquaculture is a producer of specific pathogen free (SPF) tilapia for sale as a food fish and as fingerlings for producers who grow food-sized fish. The company also conducts applied research related to intensive indoor water recycling systems. The company's brood stock were brought directly from Lake Nasser, Egypt, and represents the only pure-line SPF stock available in the United States. Fingerlakes Aquaculture cooperates with Northern Tilapia, Inc., the original importers of the tilapia. The company concentrates on sales of live fish in the New York City and Toronto markets, with limited sales of boxed-iced whole fish.

Cornell Connection

Fingerlakes Aquaculture utilizes technologies and techniques that were developed by the Cornell Aquaculture Program. The company's scientific adviser is a faculty member in Cornell's Department of Agricultural and Biological Engineering.

502 Cortland Road,
Route 222

P.O. Box 126

Groton, NY 13073

(607) 898-7684

Fax: (607) 898-3912

groton@indoorfish.com

[http://
www.indoorfish.com](http://www.indoorfish.com)

General Manager
Michael Iannello

Founded
1996

Product
SPF tilapia

Employees
10

Revenues
Not available



FleaData, Inc.

132 Starr Stanton Road

Freeville, NY
13068-9631

(607) 844-8507

Fax: (607) 844-8901

fleadata@
clarityconnect.com

FleaData supplies fleas, *Ctenocephalides felis*, for scientific and industrial research, frozen fleas for diagnostic antigen production, and “Artificial Dog” flea-rearing and handling equipment. Fleas are shipped to several laboratories across the country, eliminating the task of breeding them for research ranging from pesticide research to the diagnosis of allergies in animals and humans. The “Artificial Dog” equipment is now used in 28 laboratories worldwide.

Cornell Connection

The company’s president, an alumnus of Cornell, was a faculty member of Cornell’s College of Veterinary Medicine for his entire academic career. FleaData holds the license for the “Artificial Dog” equipment, which is covered by patents held by the Cornell Research Foundation.

President

Jay R. Georgi, D.V.M., Ph.D.

Founded

1991

Product

Fleas and insect-rearing apparatus

Employees

2

Revenues

Not available

Fracture Analysis Consultants, Inc. (FAC)

FAC provides computer-based failure analysis, product and process redesign, and life-prediction capabilities to the aerospace, turbomachinery, petrochemical, and automotive industries. The company has unique finite and boundary element-based software for simulating the initiation and propagation of cracks in metallic, concrete, rock, and composite structures. The company's signature service is interactive consulting in which FAC works to educate engineering and management personnel in the underlying principles and use of the company's software, while also assisting in the solution for the target problem. FAC is also developing commercial state-of-the-art simulation software for the U.S. Navy and Air Force.

121 **Eastern Heights Drive**

Ithaca, NY 14850-6345

(607) 257-4970

Fax: (607) 257-4970

ari1@cornell.edu

**http://
www.cfg.cornell.edu**

Cornell Connection

A Cornell faculty member and two former doctoral students founded the company. Research from Cornell continues to add to the company's knowledge and experience. Cornell research also inspired commercial versions of the software.

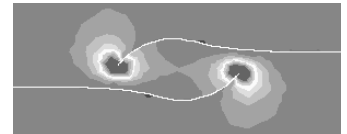
President
Anthony R. Ingraffea

Founded
1988

Product
Engineering consulting and computer software

Employees
3

Revenues
Not available



Genex Cooperative, Inc.

P.O. Box 5518

Ithaca, NY 14852-5518

(607) 272-2011

Fax: (607) 272-3928

genex@erinet.com

http://www.erinet.com

Genex supplies dairy cattle genetics—semen and breeding service—to dairy producers throughout the world. This member-owned farmer cooperative has 20,000 members and thousands of nonmember patrons. Genex is a subsidiary of Cooperative Resources International, a Wisconsin-based holding cooperative.

Cornell Connection

Genex funds research performed by the physiology group and the genetics group in Cornell's Department of Animal Science, College of Agriculture and Life Sciences. Genex works closely with the veterinarians of the Large Animal Clinic of Cornell's College of Veterinary Medicine to monitor the health program and treat any health problems that occur within Genex's 800-animal herd. The company also works closely with the Diagnostic Laboratory to monitor the health program and to complete a comprehensive series of health tests on all of Genex's livestock.



**Genex
Cooperative, Inc.**

A subsidiary of Cooperative Resources International

President

Dave Hileman

Founded

1996

Product

Dairy and beef cattle genetics

Employees

900

Revenues

\$30 million

GrammaTech, Inc.

GrammaTech develops and markets programming environments that increase programmer productivity and reduce errors. Commercial products include the Synthesizer Generator, a CASE tool generator; Ada-ASSURED, a language-sensitive editor and coding standards enforcement tool for Ada programmers; and CodeSurfer, a software development and maintenance tool that lets engineers navigate and understand the detailed dependence relations in source code.

Cornell Connection

GrammaTech is an outgrowth of more than 18 years of research in incremental computation and language-based environments at Cornell. The company was formed by a Cornell professor and a former doctoral student. GrammaTech continues to provide subcontracting and software for Cornell projects.

1 Hopkins Place

Ithaca, NY 14850-2073

(607) 273-7340

Fax: (607) 273-8752

info@grammatech.com

<http://www.grammatech.com>

President
Tom Reps, Ph.D.
Engineering Manager
Paul Anderson, Ph.D.
Founded
1988
Product
Software development and code transformation tools
Employees
10
Revenues
Not available

GRAMMATECH, INC.

H & I Agritech, Inc.

Langmuir Laboratory

Box 1030

95 Brown Road

Suite 217

Ithaca, NY 14850

(607) 266-0181

Fax: (607) 266-0193

rkh1@cornell.edu

http://

www.hiagritech.com

A Cornell Business and Technology Park Company

H & I Agritech appraises, manages, and conducts basic and applied research in agriculture, biology, and the environment. The company strives to uncover new knowledge and skills that will profit agriculture and improve the well-being of all people. The discovery, development, and marketing of new products resulting from the knowledge is the vehicle for rewarding the company's investors, and for contributing to the economic development of the community and the welfare of the ecology.

Cornell Connection

The company is a spin-off of Cornell research on biocompatible chemicals for controlling plant diseases and pests. The company's president is a Cornell faculty member in the Department of Plant Pathology.



President
R. Kenneth Horst

Founded
1992

Product
Plant protection

Employees
5

Revenues
Not available

Harvester Technology, Inc. (HTI)

HTI develops, manufactures, and markets laboratory equipment. HTI has focused initially on improving the efficiency of DNA isolation for small companies and research groups. HTI's first product is the Matrix Mill, a device that reduces by 95 percent the time required to extract PCR-ready DNA from plant and animal tissue. Other products are currently under development.

Cornell Connection

HTI's founder and president is a former member of Cornell's faculty in the Sibley School of Mechanical and Aerospace Engineering. A co-inventor of the Matrix Mill is also a former Cornell faculty member. HTI holds a license from Cornell for the Matrix Mill technology.

104 **Sperry Lane**

Lansing, NY 14882-8861

(607) 533-4018

Fax: (607) 533-4018

rw19@cornell.edu

**http://home.
twenty.rr.com/htihome**

Richard H. J. Warkentin, Ph.D.

President

**Founded
1999**

**Product
Matrix Mill, Pestle Magnet**

**Employees
1**

**Revenues
Not available**



Impact-Echo Consultants, Inc.

363 Hollister Hall

Ithaca, NY 14853-3501

(607) 255-3233

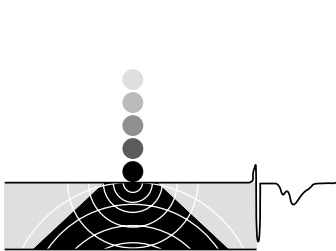
Fax: (607) 255-9004

wbs3@cornell.edu

Impact-echo is an acoustic, nondestructive method for locating internal cracks and other flaws in concrete structures, including bridges, highways, dams, buildings, and tunnels. Impact-Echo Consultants conducts seminars and short courses on the impact-echo method, carries out computer simulation studies related to impact-echo testing, performs exploratory field testing, and develops software for impact-echo testing.

Cornell Connection

The impact-echo method was invented by a Cornell professor of civil and environmental engineering during graduate study at Cornell. The patent for a portable impact-echo field unit is owned by Cornell. The company's president is dean of engineering emeritus.



President

William B. Streett, Ph.D.

Founded

1994

Product

Impact-echo technology and software for nondestructive testing of concrete and masonry structures

Employees

1

Revenues

\$50,000

Impact-Echo Instruments, LLC

Impact-echo is an acoustic, nondestructive test method for locating cracks, voids, and other flaws in plain, reinforced, and post-tension concrete and masonry structures, including bridges, highways, dams, buildings, and tunnels. It can also make accurate measurements of the thickness of concrete slabs, such as highway pavements, floors, and retaining walls. Impact-Echo Instruments manufactures and sells portable, computer-operated, impact-echo test systems for on-site testing and evaluation of concrete and masonry structures.

Cornell Connection

The impact-echo method was invented and perfected by a professor of civil and environmental engineering. The president of Impact-Echo Instruments is dean of engineering emeritus at Cornell, and is the author of the software used with the test systems marketed by the company.

P.O. Box 3871

Ithaca, NY 14852-3871

(607) 257-3390

Fax: (607) 257-3390

wbs3@cornell.edu

**http://
www.impact-echo.com**

**President
William B. Streett, Ph.D.**

**Vice President
William A. Weber, Ph.D.**

**Founded
1994**

**Product
Portable, computer-operated test systems for
concrete and masonry structures**

**Employees
3**

**Revenues
\$200,000**

IEI

*Impact-Echo Instruments, LLC
Ithaca, New York*

IMR Test Labs

131 Woodsedge Drive

Lansing Business and
Technology Park

Lansing, NY 14882

(607) 533-7000

Fax: (607) 533-9210

imr@lightlink.com

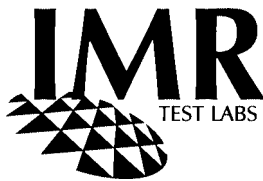
<http://www.imrtest.com>

A division of Ithaca Materials Research and Testing, IMR Test Labs is a material and product testing laboratory specializing in chemical analysis of all alloy types; metallurgical analysis; mechanical testing and physical analysis; failure and defect analysis; plating and coating analysis; salt spray corrosion testing; polymer and nonmetallic properties; microelectronics analysis; and benchmarking of competitive products.

IMR Test Labs is recognized and accredited by companies such as Boeing, Pratt & Whitney, Lockheed Martin, Parker Hannifin, and the American Association for Laboratory Accreditation (A2LA), which certifies the lab is compliant to ISO Guide 25 and is recognized by many ISO organizations, including the big three automakers. IMR is also A2LA accredited to perform fastener testing and has been granted FQA test lab status.

Cornell Connection

The company's president, a Cornell graduate, founded the company while doing consulting at Cornell. It was originally started at Langmuir Laboratory, Cornell Incubator. IMR Test Labs currently performs research at the Cornell Nanofabrication Center and is involved in the Entrepreneurship and Personal Enterprise Program, working with undergraduate and graduate students.



President
Steve Ruoff

Founded
1984

Product
Chemical and material testing laboratory

Employees
32

Revenues
Not available

Innovative Dynamics, Inc. (IDI)

IDI focuses on research programs to develop advanced sensors and instrumentation for smart aircraft structures and systems. IDI's research activity centers on aviation safety for the 1990s and beyond, with a primary concern for the overall safety of aerospace vehicles. The company's flight safety technologies include ice-detection sensors, low-power de-icing systems, aerodynamic monitoring and control systems, and aircraft safety monitoring systems.

Cornell Connection

The company's proximity to the university provides opportunities to use Cornell as a resource.

2560 N. Triphammer Rd.

Ithaca, NY 14850-1252

(607) 257-0533

Fax: (607) 257-0516

idi@innodyn.com

[http://
www.innodyn.com/idi](http://www.innodyn.com/idi)

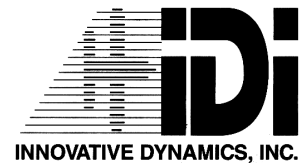
President
Joseph J. Gerardi

Founded
1986

Product
Aircraft flight safety products

Employees
20

Revenues
Not available



Insights International, Inc.

P.O. Box 6401

Ithaca, NY 14851-6401

(607) 564-9422

Fax: (607) 564-9566

10 Park Avenue

New York, NY

10016-4338

(212) 213-0097

Fax: (212) 213-0097

phw1@cornell.edu

<http://www.eRanch.com>

Insights International is a documentary and interactive media design company specializing in technology transfer, science education, engineering subjects, and children's programming.

Insights produces videotapes, builds websites, and produces video and audio for websites as well as for other delivery systems. All production services feature the current broadcast formats: Betacam SP including 16/9 widescreen, Digital Betacam, and both off-line and on-line digital postproduction. Insights offers a full range of production services, from design, scripting, and shooting to on-line editing to standards conversion and duplication.

Having two locations, Ithaca and New York City, allows the company to better serve both the local and international needs of clients.

Cornell Connection

The company's proximity to the university enables its staff to use Cornell as a resource, as well as to recruit the university as a client. The two principals of the company are Cornell science graduates. The original concepts for technology transfer resulted from the academic research of one of the company's principals.

Insights
International,
Inc.

President

Ann Michel

Vice President

Philip Wilde

Founded

1982

Product

Video production services

Employees

2-5

Revenues

Not available

InterLex Associates, Inc.

A Cornell Business and Technology Park Company

InterLex Associates markets the Spanish-language version of the InterLex Lab design: "WinSalsa: Building Your Spanish Knowledge-Base," Version 5, for Windows 95/98. 30-day shareware copies are downloadable from the InterLex website. WinSalsa provides a Spanish language word processor with a comprehensive dictionary and extensive grammar-reference materials. Also included are powerful tools that let you add words, examples, and word families. Version 5 adds export/import features for teachers to create tradable database modules. In the language lab or classroom, WinSalsa is an ideal demonstrator for teachers and students to compare different approaches to Spanish language knowledge-base building. Similar software for other languages will be developed as financing becomes available.

Cornell Connection

The company's president is professor emeritus of modern languages and linguistics at Cornell. InterLex originated from prize-winning foreign language learning software developed at Cornell.

Langmuir Laboratory

Box 1021

95 Brown Road

Suite 201

Ithaca, NY 14850

(607) 257-8663

Fax: (607) 257-5226

sola@interlexithaca.com

**http://
www.interlexithaca.com**

President
Donald F. Solá, Ph.D.
Founded
1989
Product
Spanish teaching software
Employees
2
Revenues
Not available



INTERLEX
ASSOCIATES INC.

International Food Network, Inc.

Langmuir Laboratory

Box 1010

95 Brown Road

Suite 135

Ithaca, NY 14850

(607) 257-5129

Fax: (607) 257-4695

info@foodnetwork.com

http://

www.foodnetwork.com

A Cornell Business and Technology Park Company

The International Food Network serves the international food and beverage industry, including ingredient manufacturers and consumer products companies. The company is a comprehensive product development laboratory. Services include concept and prototype development, process development and scale-up, commercialization, ingredient development and substitution, line extensions, product and process cost efficiencies, quality improvement, accelerated shelf-life testing, sensory testing and analysis, consumer testing, and naturalization.

Cornell Connection

Many of the company's employees are Cornell graduates. The company also utilizes Cornell's Department of Food Science research facility.



President

Peter Salmon

Founded

1987

Product

Contract R&D for the food industry

Employees

20

Revenues

\$2 million

kahani.com is an Internet-based publishing company. Its mission is to bring entertaining stories inspired by India's rich culture to children around the world. The website, www.kahani.com, is the cornerstone of the company's operation. It showcases the talents of contributors and provides a meeting place for families to explore India. *How Baby Krishna Got His Blue* is a retelling of an ancient story in a version that is suitable for very young children.

Cornell Connection

Two of the three founders of kahani.com are graduates of the S. C. Johnson Graduate School of Management. They decided to launch kahani.com after they developed the business plan in an entrepreneurial course.

P.O. Box 6733

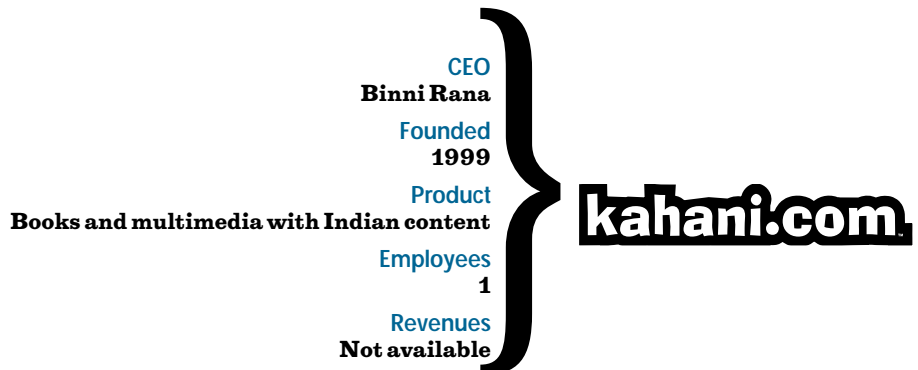
Ithaca, NY 14851-6733

(607) 277-6470

Fax: (253) 981-1513

info@kahani.com

<http://www.kahani.com>



Kionix, Inc.

22 Thornwood Drive

Ithaca, NY 14850-1263

(607) 257-1525

Fax: (607) 257-1612

administrator
@kionix.com

<http://www.kionix.com>

A Cornell Business and Technology Park Company

Kionix designs and manufactures microelectromechanical devices. In this technology, microfabrication techniques are used to reduce mechanical components to the scale of microelectronics. These devices have applications in a wide variety of industries, including automotive, medical, industrial machinery, communications, data storage, and scientific instruments.

Kionix has built a complete production facility in the Cornell Business and Technology Park. Its 28,000 square feet contain three clean rooms, two for water fabrication and one for assembly and testing.

Cornell Connection

Kionix's microelectromechanical technology originated with research done in Cornell's School of Electrical Engineering. Kionix has an exclusive license to the technology from the Cornell Research Foundation. The company also uses the semiconductor processing resources of the Cornell Nanofabrication Facility. The two founders and several employees are Cornell graduates.



Kionix

CEO

Gregory J. Galvin, Ph.D.

Founded

1993

Product

Microelectromechanical devices

Employees

20

Revenues

Not available

LanguageLink

LanguageLink was created in 1998 to provide fast, high-quality translating services to university presses, publishing houses, corporations, and individuals. Its services cover all steps, from manuscript preparation to final production. The company specializes in generating, translating, editing, copy-editing, and formatting documents. Its personnel have varied experience in trade and educational publishing.

Cornell Connection

LanguageLink was founded by Cornell staff and alumni. Cornell is both a resource for the company and a client of the company.

31 Penny Lane

Suite 240

Ithaca, NY 14850

(607) 266-6435

lang4link@aol.com

<http://www.interlakes.com/languagelink>

President
Miguel Angel Piery

Founded
1998

Product
Multilingual translations

Employees
1

Revenues
Not available



Life Network Engineering Technologies, Inc.

210 **Eddy Street**

Ithaca, NY 14850-4614

(607) 275-9360

Fax: (607) 275-3227

LifeNETinc@aol.com

http://child-abuse.com

LifeNET produces and delivers Internet products and information services for professionals in health and human services in the United States and around the world. LifeNET products provide solutions for persistent and pernicious problems in our human environment, beginning with the identification, prevention, and treatment of child abuse and neglect. Target markets served include health and medicine, human services, law enforcement, and education. In 1999, more than 200,000 people in 79 countries used LifeNET's child abuse prevention resources. Private membership subscription services, Internet development contracts, and corporate sponsorships and endorsements provide the revenues of the corporation. LifeNET's strategic approach to Internet enterprise is easily adapted to the needs of a variety of related markets.

Cornell Connection

From 1995 to 1999, LifeNET collaborated with Cornell's internationally respected Family Life Development Center (FLDC) in the creation and support of early efforts at child abuse prevention on the Internet. FLDC continues to be a key partner/member of LifeNET's Child Abuse Prevention Network. LifeNET sees Cornell as a major resource for collaborative research and development.



Chair and CEO

Herbert O. Truesdale

Executive Vice President

Thomas P. Hanna

Founded

1995

Product

Internet information solutions

Employees

Not available

Revenues

Not available

Marmotech, Inc.

Marmotech specializes in the discovery, development, and evaluation of biopharmaceuticals for treatment and prevention of human viral hepatitis and primary liver cancer (hepatocellular carcinoma). The company is a pioneer in the commercial production and use of animal models in hepatitis B and delta hepatitis virus research.

Cornell Connection

The original technology of the company, use of the laboratory-reared wood-chuck (*Marmota monax*) as a model for hepatitis B virus research, was developed at Cornell. The company's principals are present or former faculty members of Cornell.

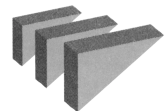
4 **Sunny Knoll**

Ithaca, NY 14850

(607) 275-9710

Fax: (607) 275-0907

President
Priscilla A. Tennant
Founded
1991
Product
Animal models for viral hepatitis research
Employees
7
Revenues
Not available



MARMOTECH
INCORPORATED

Moore Computer Consultants, Inc. (MCCI)

3520 **Krums Corners Rd.**

Ithaca, NY 14850-9540

(607) 277-1029

Fax: (607) 277-6844

sales@mcci.com

http://www.mcci.com

MCCI provides a full range of computer system tools and design services to suit high-volume consumer electronic and custom requirements. The company specializes in embedded computing applications. Such applications are found in USB (Universal Serial Bus) peripherals, PCMCIA host adapters, PDA's, GPS terminals, 1394 (Firewire), and satellite attitude control systems. MCCI also provides Windows 3.1/95/NT software design services as well as production management services.

Cornell Connection

MCCI's manager of operations is an alumnus of Cornell. The company's president has participated with Cornell in international and regional meetings.

M O O R E
C O M P U T E R
C O N S U L T A N T S
I N C O R P O R A T E D

President
Terrill M. Moore

Founded
1977

Product
Tools and design services for high-volume embedded computer systems

Employees
20

Revenues
Not available

Multiwire Laboratories, Ltd.

A Cornell Business and Technology Park Company

Multiwire Laboratories develops and manufactures products for rapid x-ray orientation of single crystals by Laue back-reflection method. Industrial and academic laboratories utilize the real-time detector, motorized orientation stages, and computer analysis of back-reflection images to characterize or determine the orientation of the lattice planes in a variety of crystal materials such as silicon, gallium arsenide, sapphire, geological minerals, and turbine blades.

Cornell Connection

The original technology was developed at Cornell under the president's direction.

Langmuir Laboratory

Box 1018

95 Brown Road

Suite 165A

Ithaca, NY 14850

(607) 257-3378

Fax: (607) 257-3378

salesinfo@
multiwire.com

http://
www.multiwire.com

President

Donald H. Bilderback, Ph.D.

Vice President

Margaret E. Rich

Founded

1981

Product

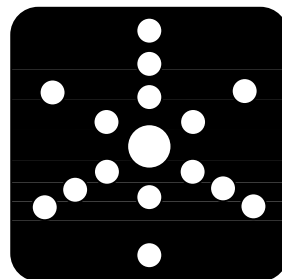
MWL 110 Real-Time Back-Reflection Laue camera system and accessories; MWL 400 ScanOrient Laue imaging analysis

Employees

2

Revenues

Not available



Munex, Inc.

P.O. Box 361

Ithaca, NY 14850-0361

(607) 255-6810

info@munex.net

http://www.munex.net

Munex is an Application Service Provider (ASP) that serves small- and medium-size local governments. The company's premier service package is a public website application, backed by a proprietary data bank providing data architecture, secure storage, and a growing catalog of information management tools. In addition to its technology applications, the company serves as an outsourced CIO for municipalities that do not have the internal capacity to support such a position. Munex has an active R&D program, which was recently selected to receive federal (USDA SBIR) funding to initiate work on an electronic permit-processing application. Consulting services and custom rapid application development are also an important part of the Munex full-service municipal information system package.

Cornell Connection

Munex was established to commercialize a multi-tier application approach to municipal records management developed by the Cornell Local Government Program. The company's president is a graduate of Cornell, and the board of directors includes Cornell faculty. A strategic partnership agreement with the Cornell Local Government Program provides a continuing link to the university.



President

Carla J. Shafer

Founded

1998

Product

**Municipal information management
and Internet application development**

Employees

2

Revenues

Not available

Nutrimed Biotech

A Cornell Business and Technology Park Company

Nutrimed Biotech specializes in research, development, and production of functional lipids, lipid-conjugates, and derived liposomal systems for the biotechnology, biomedical, cosmetic, nutrition, and related industries. The company markets novel proprietary technology and materials for controlled and targeted drug delivery, antigen presentation in diagnostics, and nutritional and cosmetic formulations. The company also markets phosphoinositides involved in intracellular signaling. Nutrimed Biotech undertakes contract research and development in all areas of chemistry and biotechnology of lipids.

Cornell Connection

The founder of the company is a former visiting professor of biochemistry in Cornell's Section of Biochemistry, Molecular and Cell Biology. Nutrimed conducts collaborative research with Cornell and retains Cornell faculty members as consultants.

Langmuir Laboratory

Box 1037

95 **Brown Road**

Suite 275

Ithaca, NY 14850

(607) 257-1166

Fax: (607) 257-1166

nutrimedbt@aol.com

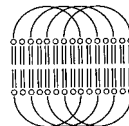
President
Rajindra Aneja, Ph.D.

Founded
1984

Product
**Liposomal systems; lipids, phospho-, cationic-,
and PEG conjugates; phosphoinositides; contract R&D**

Employees
7

Revenues
Not available



Nutrimed Biotech

Odyssey Research Associates (ORA)

33 Thornwood Drive

Suite 500

Ithaca, NY 14850-1250

(607) 257-1975

Fax: (607) 257-1972

market@oracorp.com

http://www.oracorp.com

A Cornell Business and Technology Park Company

ORA has more than 17 years of legacy providing its clients with state-of-the-art research and analysis in the areas of information security policy and architecture, intrusion detection, data integrity/assurance, vulnerability assessment, secure collaboration, object-based security, computer forensics, and mathematically based tool design.

In July 1999, Architecture Technology Corporation (ATC), based in Minneapolis, Minnesota, acquired ORA. ATC is a leading provider of network-based products, services, and research.

Cornell Connection

ORA is currently working with the Cornell Computer Science NUPRL group to provide formal analysis to help insure that a group communication protocol will have the right properties.

The company is also working with Cornell's Institute for Computational Genomics and with the Boyce Thompson Institute for Plant Research on new techniques for analysis of large-scale gene expression data sets.



President

Peter N. Rukavena

Founded

1982

Product

Computer security and software, mathematically based design tools, network analysis products

Employees

15 subsidiary, 80 parent

Revenues

Not available

OptiGen, LLC

A Cornell Business and Technology Park Company

OptiGen is a private veterinary laboratory that develops and provides DNA-based diagnostic testing services for animals, initially for inherited diseases of the eye in purebred dogs. OptiGen's services include genetic counseling based on the results of these tests. The information is used by breeders to help plan breeding schemes and by owners and veterinarians for the health care of pets. The current services are made available in the United States, primarily through kennel clubs, breeders, and veterinarians. Certain tests done exclusively by OptiGen are available internationally. The company's goal is to expand into nonvision inherited diseases in dogs and into similar conditions in other animals, for example, cats.

33 **Thornwood Drive**

Suite 102

Ithaca, NY 14850

(607) 257-0301

Fax: (607) 257-0353

genetest@optigen.com

**http://
www.optigen.com**

Cornell Connection

The company's core tests for eye diseases in purebred dogs were developed at Cornell. Three of the company's four principal founding members are faculty and staff at Cornell's James A. Baker Institute for Animal Health, College of Veterinary Medicine.

President
Jeanette S. Felix, Ph.D.
Founded
1997
Product
Genetic disease testing in purebred animals
Employees
2
Revenues
Not available



O P T I G E N ^{LLC}

Palisade Corporation

31 Decker Road

Newfield, NY 14867

(607) 277-8000

Fax: (607) 277-8001

palisade@palisade.com

[http://
www.palisade.com](http://www.palisade.com)

Palisade Corporation brings the latest innovations in analytical software to clients around the world. The company released the world's first risk analysis add-in software, @RISK, in 1987. Since then, it has advanced the field of risk and decision analysis software with the DecisionTools® product line, including the DecisionTools Suite. Palisade's mass spectrometry division develops reference databases and software for mass spectrometry data systems.

Cornell Connection

Palisade works closely with faculty in Cornell's Department of Chemistry and Chemical Biology in developing mass spectrometry programs. Palisade also participates in the Co-operative Education Program of the College of Engineering, allowing engineering students to benefit from work experience in the software industry. In addition, the company holds software training seminars at the S. C. Johnson Graduate School of Management.



President

Sam McLafferty

Founded

1984

Product

Risk and decision analysis software

Employees

30

Revenues

Not available

Paracelsian, Inc.

A Cornell Business and Technology Park Company

Paracelsian is a unique biotechnology company that develops and applies “functional” bioassays as a tool for identifying, screening, and developing products for the dietary supplement, pharmaceutical, functional food, and environmental management industries.

Cornell Connection

Initial products of the company were developed using technologies based on Cornell’s research and were licensed from Cornell.

Langmuir Laboratory

Box 1005

95 Brown Road

Suite 222

Ithaca, NY 14850

(607) 257-4224

Fax: (607) 257-2734

**[http://
www.paracelsian.com](http://www.paracelsian.com)**

President and CEO
T. Colin Campbell, Ph.D.

Founded
1991

Product
Pharmaceuticals, bioceuticals, and risk assessment products

Employees
15

Revenues
Not available



P A R A C E L S I A N

Pathlight Technology, Inc.

9 Brown Road

Ithaca, NY 14850-1255

(607) 266-4000

Fax: (607) 266-4010

info@pathlight.com

http://

www.pathlight.com

A Cornell Business and Technology Park Company

Pathlight Technology is a leading developer of the emerging Storage Area Network (SAN) technology. The company has continually concentrated on leading edge, innovative high bandwidth and fast I/O networking products.

Cornell Connection

The company is currently working closely with a student team from the School of Electrical Engineering on the development of a custom semiconductor part. The company's president is an alumnus of Cornell's S. C. Johnson Graduate School of Management.



President/CEO

Randolph Hood

COO/CFO

James H. Watson

Founded

1994

Product

Storage Area Network (SAN) infrastructure and interconnect products

Employees

35

Revenues

Not available

PhotoSynthesis Productions, Inc.

PhotoSynthesis Productions offers complete film, video, and QuickTime movie production services. The company's client list includes the National Geographic Society, national PBS-TV, Cornell University, and Ithaca-area businesses. PhotoSynthesis productions are supported by the National Science Foundation, the Ford Foundation, MetLife, and others. The company's nonlinear digital editing system is the most advanced of any available. It enables customized multiple-version productions for all means of distribution.

Cornell Connection

Two of the company's principals are Cornell graduates. Since its founding, PhotoSynthesis has produced all of Cornell's university-wide recruitment films. The company has close ties with many Cornell faculty and staff members, who have been resources as well as clients.

418 N. Tioga Street

Ithaca, NY 14850-4229

(607) 272-4242

Fax: (607) 272-4241

dhg2@cornell.edu

http://
www.film-video.com

President
David H. Gluck

Founded
1980

Product
Films, videos, and QuickTime movies for the WWW

Employees
7

Revenues
Not available



PHOTOSYNTHESIS PRODUCTIONS INC.

Phyton, Inc.

Langmuir Laboratory

Box 1008

95 Brown Road

Suite 125

Ithaca, NY 14850

(607) 257-5058

Fax: (607) 257-5515

**phyton@
clarityconnect.com**

A Cornell Business and Technology Park Company

Phyton develops and commercializes valuable plant-derived compounds, including pharmaceuticals. Taxol, an antitumor compound originally extracted from the bark of a threatened tree species, is an initial focus. Phyton is applying its proprietary plant cell fermentation (PCF™) technology as an alternate production methodology. Commercial success with PCF-Taxol will solve an important medical and environmental problem. Phyton now uses its PCF technology in work with other compounds as well, and with other pharmaceutical firms.

Cornell Connection

Phyton's close proximity to Cornell has provided the company with key employees and other academic resources.



PHYTON INC.

Chair and CEO

Kris Venkat, Ph.D.

Founded

1990

Product

**Taxol, Taxol intermediates (anticancer drug),
and Dermovita® (cosmetic ingredient)**

Employees

60 in Ithaca

25 in Germany

Revenues

Not available

Prescient Code Solutions

Prescient Code Solutions develops Internet-based software for the education and Web-developer markets. *The Banner Generator*, *Critique*, and *Mailform* are Web-developer tools supported by advertising, attracting 20,000 unique users weekly. *The Neverending Tale* is an educational language-arts resource for K–12 students.

Cornell Connection

Prescient Code Solutions was founded by Cornell alumni; the company has worked with COTABA and with Cornell faculty members.

Box 6642

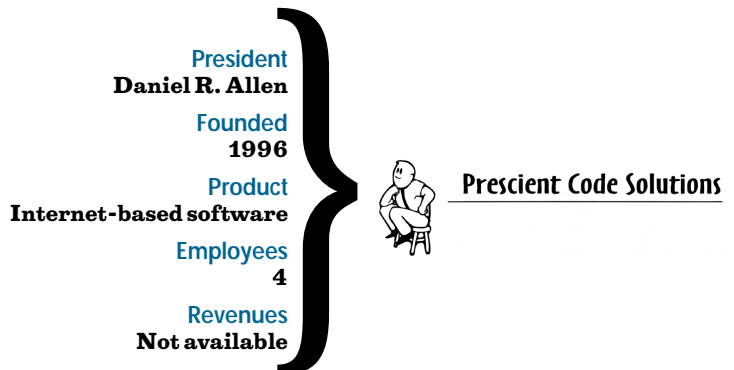
Ithaca, NY 14851-6642

(607) 280-1378

Fax: (607) 273-5530

daniel@coder.com

<http://www.coder.com>



Reed's Seeds

3334 **NYS Rte.** 215

Cortland, NY 13045-9440

(607) 753-9095

Fax: (607) 753-9511

**reeder@
clarityconnect.com**

Reed's Seeds develops hybrid cabbage varieties for wholesale and retail sales. The company uses both traditional breeding and biotechnology methods.

Cornell Connection

The company's owner is a Cornell graduate. Reed's Seeds has worked with Cornell researchers in Ithaca and in Geneva, at the New York State Agricultural Experiment Station, for more than 50 years.



Owner

Donald P. Reed

Founded

1909

Product

Cabbage and other cole crop seeds

Employees

10

Revenues

Not available

RP Solutions, Inc.

RP Solutions develops software to automate the processing of retail remittance payments (bills for utilities, credit cards, taxes, or subscriptions and payments for loans and mortgages) and the processing of ATM deposits. As an authorized reseller of NCR equipment, RP Solutions markets and delivers its software with NCR document processing and imaging workstations. RP Solutions is built on strong core values and is committed to the care and success of each of its employees and customers.

Cornell Connection

The company's president and several employees are Cornell alumni.

2415 N. Triphammer Rd.

Ithaca, NY 14850

(607) 257-7778

Fax: (607) 257-7779

info@rpsolutions.com

[http://
www.rpsolutions.com](http://www.rpsolutions.com)

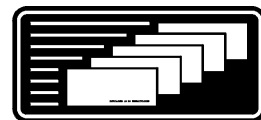
President
David B. Johnson

Founded
1995

Product
**Payment processing and ATM deposit
balancing software and hardware**

Employees
22

Revenues
Not available



RP Solutions Inc.

Rumsey-Loomis

330 George Road

Freeville, NY 13068

(607) 844-3535

Fax: (607) 844-5294

Rumsey-Loomis is a small, privately owned company dedicated to engineering, research, and development. Concepts are developed in the virtual world with three-dimensional, textured, real-to-life visualization, frequently with animation and camera motion. What results is a video with a realistic rendering of the product before it is actually built. Computer simulations save time and money. The company also serves the industry in low- to mid-volume reworks/screw machine and CNC lathe and mill prototypes.

Cornell Connection

The company co-invented a DNA prep device with a professor of horticultural sciences at the Cornell Agricultural Experiment Station in Geneva. Rumsey-Loomis also aided in building the first genetic acceleration devices developed by Biolistics, Inc.



Owner

Dale Loomis

Founded

1960

Product

Trauma-free gene gun, Matrix Mill

Employees

10

Revenues

Not available

runJUMP.com, LLC

runJUMP.com is a community resource for youth sports. The company serves parents, kids, coaches, managers, teams, leagues, and organizations all across the United States.

Cornell Connection

The company president is a Cornell alumna. Some investors and members of the Board of Directors and the Board of Advisors are Cornellians.

105 **Cascadilla Park Rd.**

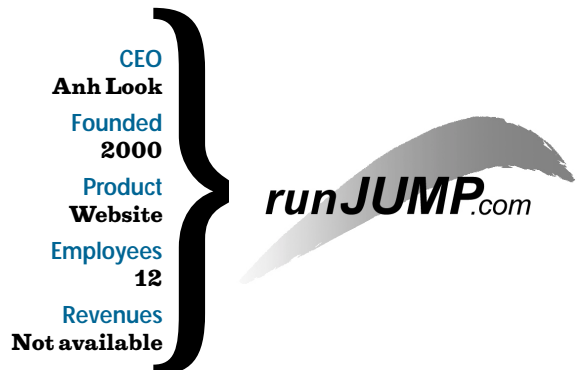
Ithaca, NY 14850

(607) 277-5665

(800) 401-JUMP

info@runjump.com

**http://
www.runjump.com**



Sanford Scientific, Inc. (SSI)

877 **Marshall Road**

Waterloo, NY
13165-9744

(315) 539-1200

Fax: (315) 539-0337

SSI produces genetically engineered ornamental plants, focusing on a more beautiful and safe environment. SSI is an outgrowth of Biolistics, Inc., which held all rights to the use of the biolistic (gene gun) process for the purpose of genetic engineering. In 1998, SSI was acquired by The Scotts Company. As a Scotts subsidiary, SSI will remain at its current location and will continue its close associations with the Cornell community.

Cornell Connection

The biolistic process was invented at Cornell and licensed to Biolistics. SSI's former senior vice president holds a courtesy faculty appointment at the Cornell Agricultural Experiment Station in Geneva, New York. SSI actively collaborates with Cornell scientists and maintains a steady relationship with Cornell's Center for Advanced Technology (CAT) in Biotechnology.



Sanford Scientific, Inc.

Manager, Waterloo facility
Franzine Smith, Ph.D.

Founded
1986

Product
Genetically engineered ornamental plants

Employees
8 in Waterloo

Revenues
Not available

Syracuse Bioanalytical, Inc. (SBI)

A Cornell Business and Technology Park Company

SBI develops, manufactures, and markets quality diagnostics for veterinary medicine. SBI's initial products are aimed at the diagnosis of infectious diseases within farm animals. SBI currently manufactures and sells USDA-licensed Elisa kits for the detection of the bovine viral diarrhea virus (BVDV) antigen. A cattle serum A test kit for bovine coronavirus detection will be USDA-licensed and released soon. Test kits for bovine rotavirus, *Cryptosporidium*, and other infectious diseases are under development.

Cornell Connection

Assay development and validation have been conducted jointly with Cornell's Veterinary Diagnostic Laboratory. Key raw materials for these test kits are licensed from Cornell and other institutions.

Langmuir Laboratory

Box 1013

95 Brown Road

Suite 144

Ithaca, NY 14850

(607) 266-0609

Fax: (607) 266-0609

syrbio@aol.com

President
Roy F. Huchzermeier, Ph.D.
Founded
1994
Product
Veterinary diagnostic products
Employees
4
Revenues
Not available



Transonic Systems, Inc.

34 Dutch Mill Road

Ithaca, NY 14850-9787

(607) 257-5300

Fax: (607) 257-7256

cor@transonic.com

http://
www.transonic.com

Transonic Systems manufactures ultrasonic and laser Doppler blood flowmeters for medical research, intraoperative surgical use, and clinical patient monitoring. The blood flowmeters are used with perivascular sensors during patient surgery, in acute and chronic animal studies, and with sterile tubing (clamp-on) sensors during medical procedures such as cardiac by-pass and hemodialysis.

Cornell Connection

Transonic Systems is a spin-off from research conducted by the company's president while a senior research associate in the Department of Physiology in Cornell's College of Veterinary Medicine. The company's president is a visiting fellow at the Department of Physiology. Transonic Systems and Cornell continue an active collaboration on research and development projects involving blood flow, pressure sensing, and nanofabrication technologies.



President
Cornelis J. Drost

Founded
1983

Product
Blood flow instruments

Employees
90

Revenues
\$9.5 million

Transtech DSP, LLC

A Cornell Business and Technology Park Company

Transtech DSP manufactures floating point DSP systems that are used in a variety of applications and markets. These include embedded systems, signal processing, image processing, and supercomputing.

Cornell Connection

Cornell and other universities have exploited Transtech technology in a variety of areas, including education, research, and joint university and industrial collaborations.

20 **Thornwood Drive**

Ithaca, NY 14850-1263

(607) 257-8678

Fax: (607) 257-8679

sales@
transtech-dsp.com

http://www.
transtech-dsp.com

President
Andy Stevens
Founded
1989
Product
Parallel processing, DSP,
and imaging hardware and software
Employees
20
Revenues
Not available



TRANSTECH
DSP

Vector Magnetics, LLC.

236 **Cherry Street**

Ithaca, NY 14850-5023

(607) 273-8351

Fax: (607) 273-6137

mail@vectormagnetics.com

**http://www.
vectormagnetics.com**

Vector Magnetics specializes in oil field services for precision directional drilling of relief wells and parallel horizontal wells.

Cornell Connection

Vector Magnetics's technology is based on research performed at Cornell by the company's president. He is professor emeritus in the School of Applied and Engineering Physics.

VECTORTM
MAGNETICS

President

A. F. Kuckes, Ph.D.

Founded

1985

Product

Oil field instrumentation

Employees

10

Revenues

Not available

Viral Therapeutics, Inc. (VTI)

A Cornell Business and Technology Park Company

VTI develops and manufactures recombinant proteins used in the in vitro diagnosis of human infectious diseases and other human disorders. The company's capabilities also include the development of assays for the use of its products and contract research and development. VTI's products are used worldwide in both research and diagnostic laboratories. An important aspect of VTI's growth is achieved through the formation of alliances and partnerships for both product development and sales. VTI has a number of proprietary technologies licensed from the Tulane Medical School, Marine Biological Laboratories at Woods Hole, Research Corporation Technologies, and the Guthrie Foundation. Several products in development include new technologies for detection of bacteria and removal of their products that induce potentially fatal inflammatory responses in humans and detection assays for a number of infectious disease-causing viruses.

Cornell Connection

The company was developed, in part, through assistance from the S. C. Johnson Graduate School of Management and the Cornell Biotechnology Program. Several of Cornell's faculty are advisers to VTI in science and business matters.

Langmuir Laboratory

Box 1012

95 Brown Road

Suite 142

Ithaca, NY 14850

(607) 266-0860

Fax: (607) 257-6356

vti@viral-therapeutics.com

<http://www.viral-therapeutics.com>

President
Lee A. Henderson, Ph.D.
Founded
1995
Product
Recombinant proteins, diagnostics, and contract R&D
Employees
8
Revenues
Not available



Viral Therapeutics, Inc.

companies outside the
greater Ithaca region,
within New York state

Small Business Development



AgriVirion, Inc.

460 W. 25th Street

New York, NY

10001-6535

(212) 463-7325

Fax: (212) 463-7325

jlcampton@

agrivirion.com

http://

www.agrivirion.com

AgriVirion is an applied biotechnology company with expertise in the production of recombinant proteins. The company offers contract production of proteins for analytical and research purposes, including high-throughput screening, crystallography, and reagent development for diagnostics and therapeutics.

AgriVirion's proprietary in vivo production system increases the efficiency of baculovirus-based protein expression by as much as 100-fold, enabling fast, cost-effective production on scales ranging from milligrams to kilograms. Production can begin immediately without modification of existing baculovirus clones.

The system is flexible, permitting everything from the production of small quantities of many different proteins for screening or preliminary characterization, to increasing quantities of a single protein as it moves through the development process.

Cornell Connection

The company is based on technology licensed from the Boyce Thompson Institute for Plant Research.

▲▼ AgriVirion

President and CEO

John Lee Compton, Ph.D.

Founded

1992

Product

Recombinant protein production services

Employees

4

Revenues

Not available

DMV International Nutritionals

DMV International Nutritionals utilizes innovative technology to create consistent, high-quality, value-added ingredient systems and services for the nutritional and health-related industries. The company specializes in the manufacture of protein hydrolysates from any protein source, using sophisticated enzymatic and acid hydrolysis, state-of-the-art extraction and separation methods, and spray-drying. Specialty proteins, peptones, and bio-active peptides designed for use in systems from weight management and stress recovery to antimicrobial systems are also key ingredients produced by DMV. The company's focus is on functional, nutraceutical, enteral, clinical, health, and sport food systems, as well as systems for microbiological analyses and fermentation cell growth.

1712 **Deltown Plaza**

Fraser, NY 13753-9786

(607) 746-6473

Fax: (607) 746-2710

<http://www.dmv-international.com>

Cornell Connection

DMV uses Cornell as a resource for the manufacturing of hydrolysates and media plates.

President
Donald Combs

Founded
1970

Product
Bioprocessing

Employees
Not available

Revenues
Not available



DMV INTERNATIONAL

Nutritionals

an operating unit of DMV Inc.

Genencor International, Inc.

200 **Meridian Centre
Blvd.**

Rochester, NY 14618

(716) 256-5200

Fax: (716) 256-6952

**ablackwell@
genencor.com**

**http://
www.genencor.com**

Genencor International, the leading industrial biotech company, applies its discovery and delivery platforms across an array of multi-billion dollar industries. Working with its partners to develop solutions for unmet needs, Genencor designs and produces smart materials (biocatalysts and biochemicals) capable of recognition, action, and control. These materials will expand the boundaries of biotechnology as they are used to create innovative solutions for consumers and society while contributing to industrial sustainability.

Cornell Connection

Genencor has collaborated with Cornell scientists on projects such as the ice nucleation product, Snowmax Snow Inducer™, and a developmental agribiotechnology product.



Genencor International, Inc.®

CEO

W. Thomas Mitchell

Founded

1990

Product

Enzymes and biochemicals

Employees

1,500

Revenues

\$300 million

Innovative Biotechnologies International, Inc. (IBI)

335 Lang Boulevard

Grand Island, NY 14072

(716) 773-4232

Fax: (716) 773-4257

info@ibi.cc

http://www.ibi.cc

IBI identifies and licenses technologies from U.S. universities. The company concurrently identifies and establishes strategic marketing partnerships for various products, based on the technologies licensed. Presently, IBI continues to focus its activities on combining several Cornell University technologies into an integrated, microchip-based diagnostic platform with applications in multiple market niches, including human and veterinary diagnostics, environmental/food testing, and detection of chemical and biological analytes in air and water. The company is currently under contract to the New York State Energy Research and Development Authority (NYSERDA) to develop a rapid, on-site test for the detection of *Cryptosporidium parvum* in drinking water. The company also has another NYSERDA contract to develop a microchip-based test for the detection of a food/waterborne pathogen.

IBI has granted sublicenses to the Cornell technologies and is working with several companies to bring about commercialization of products based on the Cornell technology. IBI has established a strategic relationship with a major U.S. defense contractor, resulting in a Department of Defense contract to develop a system, based on Cornell technology, to detect chemical and biological warfare agents in air and water.

Cornell Connection

The company has obtained a series of Cornell technologies that are being integrated into a platform that will permit microchip-based detection of chemical and biological analytes in multiple market niches.

President
Richard A. Montagna, Ph.D.

Founded
1994

Product
Several products are currently under development

Employees
4

Revenues
Not available



**INNOVATIVE
BIOTECHNOLOGIES
INTERNATIONAL, INC.**

Transforming Today's Discoveries into Tomorrow's Products

Javu Technologies, Inc.

Chelsea Piers, Pier 62

New York, NY 10011

(212) 209-2400

Fax: (212) 209-2406

contact@javu.com

http://www.javu.com

Javu Technologies is the first company to provide the technology and services for online multimedia content creation, editing, and management in the ASP paradigm. Leveraging patent-pending proprietary RIVL technology from Cornell University and a highly skilled research and development team in Russia, Javu has created powerful and sophisticated products, which far exceed the scope of a typical start-up. The company's flagship JavuNet line of products, which includes JavuNetwork and JavuNetplay, is the first to feature platform-independent, free-format, cross-media systems that enable remote access, management, and editing of all types of digital media content including video, image, audio, text, and animation over and across the Internet or an intranet.

Javu's network-centric model enables individual users to benefit from flexible collaborative project development and roaming access, while utilizing the superior computational resources and cost efficiencies of time-shared central server farm access. The company markets its VideoFarm (<http://www.videofarm.com>) online video editing and management service to businesses and consumers, and its JavuNetwork and JavuNetplay applications to corporate intranets, ISPs, and Internet content providers that want to offer value-added, rich media, online services to their customers. Javu Technologies is a privately held company.

Cornell Connection

The company was founded by Cornell computer science students, based on technology licensed from Cornell.



CEO/President

Michael Samoilov, Ph.D.

Founded

1998

Product

JavuNetwork, JavuNetplay, VideoFarm.com

Employees

18

Revenues

Not available

Jigalin Cheese Co., Inc.

The Jigalin Cheese Company converts and flavors varieties of cheese. The company is a wholesale and retail distributor of cheese and dairy products.

Cornell Connection

The company president consults with Cornell's Department of Food Science.

P.O. Box 235

Pulaski, NY 13142-0235

(315) 298-2141

Fax: (315) 298-4661

Jigalin@
dreamscape.com

	President	}
	Gary E. Raiti	
	Founded	}
	1989	
	Product	}
Cheese and dairy products		
	Employees	}
	13	
	Revenues	}
Not available		

NeuGhent Technology (NGT)

3 Cross Road

LaGrangeville, NY
12540-5705

(914) 223-3359

Fax: (914) 227-7568

gvandergh@aol.com

gvander@
frontiernet.net

NGT develops and manufactures specialized electronic sensors and instrumentation for bio-environmental monitoring. NGT's initial product is the BEM family of sensors for in situ monitoring of oxygen, moisture, and temperature in high solids, organic biodegradation processes. The BEM solutions have applications in municipal and industrial solid waste processing facilities. They provide a robust, real-time means of monitoring constituents without the need for external sampling. The instrumentation provides single-user response or networked interconnection for multinode monitoring environments.

Cornell Connection

NGT responded to a request from Cornell's Department of Agricultural and Biological Engineering for robust, reliable, in situ sensor technology for biodegradation monitoring, which was lacking in the marketplace. The company developed the technology and manufactured prototype systems for use by Cornell.

ngt NeuGhent
Technology
Sensor and Instrumentation Solutions

President

George B. VanderGheynst

Founded

1993

Product

**Sensor and instrumentation solutions
for bio-environmental monitoring**

Employees

2

Revenues

Not available

Rainbow Displays, Inc. (RDI)

RDI specializes in the development and manufacture of flat-panel displays larger than 36 inches diagonal using TFT LCD technology. The displays are created from the seamless combination or tiling of multiple TFT panels into one display that is uniform in appearance. With its proprietary assembly, optical, and color matching technology, Rainbow is positioned to become a leading supplier of large flat-panel displays in such market segments as conference rooms, videoconferencing, public signage, and consumer television. In November 1999, Rainbow signed a joint development agreement with a unit of Royal Philips Electronics, one of the world's largest consumer electronics companies.

Cornell Connection

RDI was founded by two Cornell faculty members and two IBM executives. The company holds a license for Cornell-developed technology from the Cornell Research Foundation.

Glendale Technology Park

1041 Perimeter Road E.

Endicott, NY 13760

(607) 754-5670

Fax: (607) 754-7218

info@rainbowdisplays.com

**http://www.
rainbowdisplays.com**

CEO
Thomas A. Ruane

Founded
1996

Product
Large flat-panel displays

Employees
20

Revenues
Not available



RAINBOW
DISPLAYS INC.

Saulsbury Fire Rescue, Inc.

P.O. Box 690

Tully, NY 13159-0690

(315) 238-8909

Fax: (315) 238-8924

rsaulsbury
@saulsburyfire.com

http://www.
clarityconnect.com/
webpages/saulsburyfire/

Saulsbury Fire Rescue manufactures and sells fire apparatus. The company is a subsidiary of Federal Signal Corporation.

Cornell Connection

Saulsbury Fire Rescue worked with Cornell's Industrial Innovation Extension Service beginning in 1985. The company has worked with Cornell on several major projects involving productivity improvement, plant layout design, multiproject planning and scheduling, and total quality control. Saulsbury has worked also with Cornell's Program for Employment and Workplace Systems.



President

Alan Saulsbury

Founded

1971

Product

Fire rescue apparatus and service

Employees

250

Revenues

\$40 million

companies started in ithaca,
now merged or relocated

Small Business Development



BEAM Technologies, Inc.

687 **Highland Avenue**

Needham Heights, MA
02494

(781) 239-9777

Fax: (781) 239-9600

gb@beamtech.com

http://
www.beamtech.com

BEAM Technologies is a full service solution provider to the continuous manufacturing industries, developing practical process models to improve operations and quality. BEAM was founded in Ithaca, New York, in 1993 by a Cornell alumnus and adjunct faculty member. The company moved to Massachusetts in 1999.

Blackboard, Inc.

1899 **L Street, NW**

5th Floor

Washington, DC 20036

(202) 463-4860

Fax: (202) 463-4863

info@blackboard.com

http://
www.blackboard.com

Blackboard is the leading online education company. Its software products and Web services power the online teaching and learning environments at more than 1,600 colleges, universities, K-12 schools, and other organizations in every state and in more than 70 countries. Blackboard's flagship product, Blackboard CourseInfo, was developed in cooperation with several Cornell faculty members and instructors. The company was founded in 1997. Today, Cornell is a leading customer of Blackboard CourseInfo, having used the product to put more than 380 courses on-line, supporting more than 3,950 students.

Chromatic Technologies, Inc.

Chromatic Technologies develops and markets products, as well as licenses technologies, that incorporate thermochromic and photochromic materials. These technologies enable the enhancement of existing products and the creation of new products ranging from textiles to paper products to cosmetics. The company principals are graduates of Cornell's Departments of Agricultural and Biological Engineering and Agricultural, Resource, and Managerial Economics. The company maintained an Ithaca, New York, office until 1998.

4320 **Northpark Drive**

Suite B

**Colorado Springs,
CO 80907**

(719) 592-1557

Fax: (719) 592-1455

**eti@
interactivecolors.com**

**[http://www.
interactivecolors.com](http://www.interactivecolors.com)**

eePulse, Inc. (formerly Valour, Inc.)

eePulse delivers a Web-based communication platform that allows confidential and frequent communication between employees and employers. Using eePulse's proprietary, one-question Pulse metric, clients receive real time data on the energy of their work force and the critical issues affecting performance. The company's founder is a former assistant professor in Cornell's School of Industrial and Labor Relations (ILR), the vice president of research is a Ph.D. graduate of ILR and A.B. graduate of the College of Arts and Sciences, and the director of client relations is an M.A. graduate of ILR. The company, formerly Valour, Inc., was founded in Ithaca, New York, in 1996.

905 **W. Eisenhower
Circle**

Suite 110

Ann Arbor, MI 48103

(734) 996-2321

Fax: (734) 996-2388

info@eepulse.com

<http://www.eepulse.com>

Epicor Software Corporation (formerly C-Way Systems, Inc.)

195 **Technology Drive**

Irvine, CA 92618

(949) 585-4000

Fax: (949) 585-4091

<http://www.epicor.com>

The former company, C-Way Systems, Inc, was founded in Ithaca, New York, in 1991. The principals of the company were current or former Cornell faculty members, and many of the employees were graduates of Cornell's College of Engineering. It merged with Epicor in 1999.

Nova Crystals, Inc.

174 **Component Drive**

San Jose, CA 95131

(408) 434-6682

Fax: (408) 434-6330

exec@novaacrystals.com

[http://](http://www.novaacrystals.com)

www.novaacrystals.com

Nova Crystals produces solid-state lighting, tele- and data-communications products, and intrachip-communication devices. The company was founded in Ithaca, New York, in 1998 by Cornell faculty members, and its president is a Cornell alumnus. The company moved to California in 2000.

Spectrum Signal Processing, Inc.

Spectrum is the worldwide leader in high-performance DSP systems. Spectrum designs and manufactures DSP-based products including hardware, software, ASIC, and system-level solutions. Spectrum Signal Processing acquired Alex Computer Systems, Inc., formerly of Ithaca, New York, in mid-1998. The Cornell Theory Center was a significant resource for Spectrum's engineering and product development centers.

#100 - 8525 **Baxter Place**

Burnaby, BC V5A 4V7

(604) 421-5422

Fax: (604) 421-1764

**sales@
spectrumsignal.com**

**http://www.
spectrumsignal.com**

Survey Intelligence International (SII)

SII is a marketing research and consulting firm, focusing on custom research for high-tech companies with a global vision. The company's mission is to provide critical market intelligence and identify strategic opportunities for clients. The company was founded in Ithaca, New York, in 1996. The company's president received an M.P.A. from Cornell, and was a Cornell researcher for seven years. SII has been a Cornell independent contractor since 1996 and continues to serve its long-term Cornell clients from offices near Washington, D.C.

P.O. Box 572

**Vienna, VA
22183-0572**

(800) 583-7950

Fax: (703) 536-4217

info@surveyint.com

**http://
www.surveyint.com**

theglobe.com

120 **Broadway**

22nd **Floor**

New York, NY 10271

(212) 894-3600

Fax: (212) 962-6050

http://
www.theglobe.com

theglobe.com is a network of communities that specializes in bringing people together around shared topics of interest. The company delivers “community” through four different streams: its flagship website (www.theglobe.com), featuring the company’s best of breed community products (e-mail clubs and website building tools); customized community solutions to other Web properties; small business communities; and a vibrant games information network rated number one in the world by Media Matrix. Publicly held, the company was started in 1994 by two former Cornell students who recognized the potential of the World Wide Web.

Visionary Design Systems, Inc. (formerly 3D/EYE, Inc.)

700 **Galleria Parkway**

Suite 400

Atlanta, GA

30339-5943

(678) 202-2206

http://www.vds.com

http://
www.ironcad.com

3D/EYE, Inc., was founded in 1981 by members of Cornell faculty and staff. In the early years of the company, Cornell research made significant contributions to the company product line—3D modeling, illustration, and animation software. 3-D/EYE merged with Visionary Designs Systems, Inc. in 1997.