

Where Are They Now?

Stelix - 2003 Third Place Winners

The trio of SFU engineering students who placed third in the 2003 competition – Matt Brown, Hani Mehrpouyan and Chris Mitchell – are presently beta testing their winning laptop computer security device, called The Infiltrator™.

The wireless, proximity-sensing device includes a small base unit which attaches to the laptop and communicates wirelessly with a remote keychain carried by the owner. If the laptop or owner move more than five meters from each other, the system arms. Any movement after that will trigger an alarm and notify the owner.

Beta testers have all appreciated the security device, says Mehrpouyan, but he and his teammates are now working on several refinements, including an improved battery life and changes to the arming distance. “That’s why we’ve delayed manufacturing,” says Mehrpouyan. “We want to address these changes to ensure it meets the customers’ needs.”

Their company, Stelix Technologies Corporation, has spent some of the prize cash and in-kind services to patent the device, with two patents now pending in both the U.S. and Canada. The business plan calls for them to sell several hundred of the devices to local individuals and businesses before they begin a major manufacturing run. “Having some sales will make us more attractive to investors,” says Mehrpouyan, who hopes to attract early-stage financiers in order to finance the manufacturing and distribution.

The trio was also among five winners of the Small Business BC business plan competition held last November after the TELUS New Ventures BC competition. Each of the winners took home \$1000 in cash, \$1000 in services, a fax machine, and a desk.

Mehrpouyan can’t say enough about the kindness of TELUS New Ventures BC sponsors. Bruce Tattrie of Fasken Martineau, Matt Henderson of Ernst & Young and Richard Sawchuk of TELUS have all gone out of their way to help, he says.

