

**Six BC Entrepreneurs win \$120,000 in Cash and Prizes  
in TELUS New Ventures BC Competition**

**Metalogix Software** of Vancouver is the BMO Bank of Montreal grand prize winner of \$50,000 in cash and services in the TELUS New Ventures BC competition. Metalogix founders, Julien Sellgren, Geordie Henderson and Rasool Rayani, won for a software product that makes it easy to collect and analyze information from the worldwide web. Their prize includes \$25,000 in cash from BMO Bank of Montreal and \$25,000 in cash and services from BMO Bank of Montreal, Campney & Murphy and Ernst & Young.

Six winners shared \$120,000 in prizes at an awards ceremony October 10<sup>th</sup> in Vancouver.

Almost 150 BC entrepreneurs entered the second, annual, technology business idea competition last April. Over the following six months, they competed through four rounds of competition, attending business education seminars, networking events, meeting with mentors and presenting to jury panels. Their mission? To transform their business idea into a credible business case capable of winning financial backing from investors – and of succeeding in the marketplace

Second place winners were SFU spin-off company **Constraint•Works Inc.** and an Abbotsford firm, **Feedlogic Systems Inc.** They each won \$10,000 in cash and \$10,000 in-kind services from BMO Bank of Montreal, TAP Ventures Inc., Campney & Murphy and Ernst & Young. SFU computing science professor Bill Havens entered the competition with a software product, ReSolver, that lets users easily resolve their online scheduling, planning and logistics problems on the fly. Abbotsford entrepreneur Dave Vaags won for his computerized, robotic animal feed system.

Third place winners were **Signalink Technologies Inc.** of Kelowna, **Envision Sustainability Tools Inc.** and **Vancouver Software Labs Inc.**, both of Vancouver. Each team won \$5,000 cash and \$5,000 in-kind services from BMO Bank of Montreal, Campney & Murphy and Ernst & Young. Signalink's team of Kevin Fisk and Andre Cosquer entered with Fire-Link, an audible/visual fire alarm. Envision Sustainability Tools' partners, Michael Walsh and Dave Biggs, entered their scenario-building software, Quest, used for urban planning. Vancouver Software Labs founders Scott Stanley and Vincent Aumont won for a software program, Scriptum, that allows teachers to accept assignments electronically and then track, mark and organize them.

“The caliber of the technology business ideas was very impressive,” says Don Calder, chair of the BC Ventures Society which operates the TELUS New Ventures BC competition. “We believe these new technology companies will make a contribution to BC's economy in the years to come.”

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For more information on the winners' business ideas, see the accompanying backgrounder.

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**Winners Backgrounder:**

**First Prize Winner: Metalogix** – Metalogix has created a powerful product that makes it easy to collect and analyze information from the worldwide web. Users can, for example, identify a competitor's product catalogue and then compare it to their own in a pricing analysis. Or they can easily create their own archive of a selected group of newspapers' front pages. Metalogix plans a commercial release this fall aimed at businesses which have purchased content management systems. Metalogix's software will enable them to quickly and easily move legacy content from their old system to the new. This summer, Metalogix established a business relationship with Microsoft to partner its product with Microsoft's content management system.  
<http://www.metalogix.com>

**Second Prize Winner: Constraint•Works** – Solve complex online scheduling, planning and logistics problems as easily as using a spreadsheet with ReSolver, a software 'reasoning' engine developed by SFU computing science professor Bill Havens. Unlike other software available, ReSolver allows users to change their scheduling on the fly, a necessary requirement for many industry operations, including aircraft maintenance scheduling or transport delivery routing. Constraint•Works is a Simon Fraser University spin-off company. <http://constraintworks.com>

**Second Prize Winner: Feedlogic** – Started up by Abbotsford hog farmer David Vaags, this business idea could revolutionize animal farming. Vaags has designed a robotic feed system and associated software that can custom mix and deliver a precise amount of feed to each pen of confined livestock. The system improves the farmer's

control and management of his animals' diets and provides real-time feed intake data. It also reduces feed costs and waste.

**Third Prize Winner: Signalink** - Kelowna entrepreneurs Kevin Fisk and Andre Cosquer have developed Fire-Link, an audible/visual in-suite device that augments existing fire alarms in multi-tenant and hotel buildings. The alarm-signaling device plugs into an electrical outlet and acts as a loud and visible back-up to the primary system. It's a cost-effective alternative to rewiring large buildings. Signalink plans to launch its product commercially in 2003.

<http://www.signalink.com>

**Third Prize Winner: Envision Sustainability Tools** – Urban planners, corporate decision-makers, and government policy makers will like this product. QUEST is a software tool for running workshops in which the public, together with urban planners and other stakeholders, can make decisions to create future urban scenarios - and then evaluate the results. The software uses integrated models of air quality, transportation, land use, demographics, economics and more. It's designed for situations involving long timeframes, interplay amongst several disciplines and multiple stakeholders.

<http://www.envisiontools>.

### **Third Prize Winner: Vancouver Software Labs**

Marking student assignments is a teacher's most time-consuming task. Vancouver Software Labs founders Scott Stanley and Vincent Aumont have developed a software product called Scriptum that lets teachers accept assignments electronically and then track, mark and organize them. A future module will also be able to detect plagiarism. Scriptum has been validated in field trials at UBC, SFU and BCIT and this fall the first commercial product release is being used at institutions across the province and the country. VSL expects to start generating revenue in early 2003.

<http://www.scriptum.ca>