

## **Where Are They Now?**

### **Vancouver Software Labs**

Since winning a third-place prize in the TELUS New Ventures BC competition, Vancouver Software Labs has begun generating revenue.

The firm's founders, Scott Stanley and Vincent Aumont, entered the competition with an online software product called Scriptum that lets teachers accept assignments electronically, then track, mark and organize them.

“Joining TELUS New Ventures BC was helpful for networking, gaining contacts in the industry and for helping to refine our business plan,” says Stanley. “The panel mentoring sessions were the best – we could present ideas and get really good feedback from a group of individuals who had been there and done it before.”

During the competition, Scriptum was undergoing beta testing with teachers at a number of post-secondary institutions across Canada. Now, says Stanley, “more than half those who received a free, four-month pilot have bought the service.”

After the competition, the duo used a contribution from the National Research Council's Industrial Research Assistance program to hire SFU researchers to help them develop further software capable of detecting plagiarism from online sources. The software can also detect plagiarism involving slight changes which, notes Stanley, is also a popular form of cheating. Teachers receive a report indicating whether or not there is any plagiarism in an assignment. “The plagiarism component is definitely driving sales and interest in the product,” he says.

Vancouver Software Labs offers their Scriptum service on a per-course basis for four months. Price is dependent on the number of students and assignments but the average charge is \$100 per four-month course (for volume sales).

Vancouver Software Labs is currently self-funded, and continues to look for capital to hire sales and marketing employees, begin a sales thrust into the U.S. and further develop its plagiarism research. For more information, visit [www.scriptum.ca](http://www.scriptum.ca).