



new VENTURES BC

September 28, 2001

AIR GAMES WIRELESS INC. WINS 2001 GRAND PRIZE

The competition was intense and the quality of ideas exceptional at the first annual New Ventures British Columbia Competition. From an original field of more than 170 entries, New Ventures BC announces that the winner of the \$50,000 Bank of Montreal Grand Prize Package is the Air Games Wireless Inc. team of Vancouver. Three Second Place prize packages valued at \$15,000 each are awarded to Fundametal Designs Inc. of Port Coquitlam, Clearigo Inc. of Vancouver, and WearAir Oxygen Inc. of Kelowna. More than \$125,000 in cash and prizes were awarded to participants throughout the four rounds of the competition.

Prize ceremonies and celebrations were held at a reception in the Roundhouse Community Centre in Vancouver's Yaletown district on September 27, 2001..

Grand prizewinner Air Games Wireless was founded in April 2000 by three 23-year-old SFU engineering science students. The company creates and licenses wireless games to wireless telecom carriers around the world. These games are so popular that they've accrued approximately 35 million minutes of usage since January 2001. Air Games derives its revenue by taking a percentage of the fee charged for each game played. Ultimately, the company's business plan calls for it to become a publisher of wireless content using the sophisticated micro-billing software solution it has also developed. The software enables wireless carriers to accurately bill their customers each time a game is played on a wireless device such as a cellphone. Company president Frederick Ghahramani says the trio will spend their winnings to finance further product development.

Speaking on behalf of the judges, Sharka Stuyt says, "Ultimately, it came down to six innovations and sustainable differentiation. While all of the teams did well in a number of categories, Air Games consistently came out on top".

The aim of the New Ventures BC competition is to increase the number of technology start-up businesses in the province and to help establish a business environment that nurtures both entrepreneurs and their ideas.

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“Almost every one of this year’s ideas would make a viable, solid business. That made it especially tough for the judges”, says New Ventures BC chairperson Don Calder.

New Ventures BC sponsors include: Palmer Jarvis DDB, Western Economic Diversification Canada, the Province of British Columbia, Bank of Montreal, SFU Business, TAP Ventures, Caldwell Partners, Campney & Murphy, UBC Commerce, Ernst & Young, eMedia-IT, Westcoast Energy, financialzoo, Yorkton Securities, BCIT, TechBC, Vancouver Enterprise Forum, The Vancouver Sun, The Province, CKNW, and NW2.

About the Second Place Winners:

Clearigo Solutions Inc. – Vancouver-based Clearigo Solutions has developed new software that translates existing applications so that their graphics and text are compatible with wireless networks. Currently, cellphone and PDA users can only see text on their mobile devices. Clearigo’s software not only allows cellphone and PDA users to view graphics on web pages or from downloaded corporate documents, it also enhances the speed at which graphic-heavy data or email can be transmitted over the wireless network. The Clearigo Mobile Server will be sold to wireless telecommunications carriers.

FundaMetal Designs Inc. – Port Coquitlam-based Fundamental Design’s inaugural product, Table Shox, is a small hydraulic device designed to instantaneously and effortlessly stabilize wobbly tables. It eliminates the need to stuff matchbooks, sugar packets and napkins under restaurant table legs. Table Shox are fully automatic, self-adjusting glides that can be used indoors or outdoors.

WearAir Oxygen Inc. – Kelowna-based WearAir has developed proprietary technology for the production of a lightweight, wearable, battery-powered oxygen concentrator for patients who require supplementary oxygen. The concentrator’s unique portability will enhance patients’ mobility and quality of life. This technology also has the potential to revolutionize gas separation techniques for both medical and industrial applications.