






# *Entrepreneurs*



*Meet the CEOs of our start-up companies. They lead teams of entrepreneurs whose job description is: hard work, high risk, long hours. What makes them do it? "Cool technology. Seeing customers delighted. Working with incredibly dedicated people. A sense of humor to lighten the load." Battelle has reached Mach speed in taking commercially viable technologies and turning them into hard hitting, high-tech companies.*

## BattellePharma, Inc.



BattellePharma, formerly Battelle Pulmonary Therapeutics, Inc., is a specialty pharmaceutical company leveraging science and engineering to design more effective medicines. In its first year of operation the company has doubled the number of products in development to 10, more than tripled the size of its staff, and moved to a new headquarters and R&D facility in Columbus, Ohio. BattellePharma is currently working with pharmaceutical companies such as Pfizer, Inc., GlaxoSmithKline, Abbott Laboratories, ViroPharma, Inc. and Viasys Healthcare to develop new inhaled medicines.

*"I like being on the forefront in developing novel, inhaled drug products that, we believe, could revolutionize the treatment of respiratory diseases, such as lung cancer, and systemic diseases, such as diabetes. Our proprietary Mystic™ drug inhalation and formulation technologies represent a step-function improvement, and devices using these technologies will set a new standard for inhaled drug delivery. Resmycin™, an inhaled anticancer drug currently in development by BattellePharma, is the first new delivery modality for treating lung cancer in 60 years. Through these kinds of breakthrough treatments, we are addressing very large and significant unmet medical needs."*

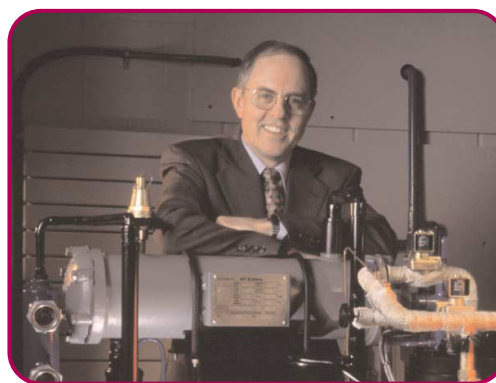
—Dennis Cearlock, President and CEO,  
BattellePharma, Inc.

## Inergia, Inc.

Inergia's micro-CHP (small-scale combined heat and power) product provides conventional hydronic heating while cogenerating electrical power. Originating with a product concept to improve distributed generation technologies developed in Battelle's Energy Products Market Sector, Inergia currently has a fully instrumented early prototype system in Battelle's product development laboratory. Because the product is based on the innovative application of existing technology, high-volume production lines can manufacture key components, greatly shortening time to market. Inergia expects to complete the first packaged prototype in June and begin testing at up to five selected sites in the UK and Germany in the fall of 2002.

*"When I saw a chance to move Battelle technology directly into the market to produce more efficient, environmentally friendly power, I had to become a part of it."*

—Don Caudy, President and CEO, Inergia, Inc.



## OmniViz, Inc.

OmniViz, Inc. provides unique, advanced discovery informatics software and services that radically enhance the productivity and effectiveness of discovery and development efforts for life and chemical sciences research organizations. OmniViz technology helps users rapidly move from data to knowledge, uncovering and advancing promising discoveries, including drug target, treatment, and process possibilities, more quickly. In its second year of operation with 35 employees, OmniViz moved into new headquarters in Maynard, Mass.

*"Value Creation—that's the goal for OmniViz and all Battelle spinouts. OmniViz brings value to customers who reap huge benefits from the only integrated discovery informatics product that supports rapid and effective business decisions in the life sciences/health space. It brings value to Battelle as a successful subsidiary.*



*And it brings the value of a job well done to the team of statisticians, computer scientists, molecular biologists, pharmacologists, physicians, and cognitive scientists—to name a few—who work together to provide cutting-edge tools for this dynamic marketplace."*

—Ben Maiden, Acting CEO, OmniViz, Inc.

## Optimer Photonics, Inc.



Optimer Photonics (OPI) is Battelle's newest subsidiary formed to commercialize technologies in materials science and integrated optics for the telecommunications industry. Battelle and Primaxis Technology Ventures Incorporated (Toronto, Canada) are major shareholders in the venture. OPI is bringing to market product designs and technology that enable integration of light control functions from multiple discrete devices into a single device.

**"We are part of a paradigm shift** from passive and active discrete functions to fully integrated optical devices. OPI is committed to offering the market a unique value proposition and means of achieving performance requirements by applying new optical materials and waveguide design expertise. Our shareholders have selected a team with both proven ability and a wealth of experience. We are all excited to be part of this outstanding opportunity."

—**Philip Schofield**, President and CEO, Optimer Photonics (center) shown with Vince McGinniss (right), Senior VP of Materials, and Dick Ridgway, CTO.

## Wave ID, Inc.

Wave ID, a Radio Frequency Identification (RFID) technology spin-out of Battelle and Pacific Northwest National Laboratory, was acquired by Alien Technology Corporation of Morgan Hill, Calif., in 2001. Alien developed and holds exclusive patent rights to a manufacturing technology, Fluidic Self Assembly, that allows for the efficient placement of arbitrarily large numbers of small components across a surface in a single operation.

**"The Wave ID team** has made a terrific impact on Alien. The products we brought have proven very helpful in leveraging Alien forward into the RFID market. Everyone on the team has made the transition magnificently, and all quickly gained the acceptance and respect of the Alien team. Our experience as a free-standing spin-out from Battelle was invaluable preparation for our assimilation into Alien because it helped cement us as a team and gave us an entrepreneurial drive that made the transition to Alien's culture smoother."

—**Tom Pounds**, VP of RFID Products, Alien



## Vitex Systems, Inc.

Vitex's new strategic partner, Mitsubishi Corporation, invested \$15 million toward developing key technical solutions to move a new class of displays to the market. Vitex technology is expected to accelerate the use of Organic EL (electro luminescence) displays—promising full-color and high-precision motion pictures in products such as next-generation mobile phones. In its second year of operation with 22 employees, in 2001 Vitex moved into new headquarters in San Jose, Calif.

**"The people—that's what I like most** about Vitex. Seeing customers delighted, seeing employees achieve the satisfaction of accomplishment, working with a team that is energized to commercialize a new technology that has tremendous market pull. And why wouldn't it? With this new display and the wireless technology that is under development, we believe it will be possible to send clear images from anyone to anyone at very low cost. Think of the grandparents looking at the screen on their cell phone and seeing their grandchild's first steps in real time a thousand miles away. Vitex plays a part in making that and many other exchanges of information possible."

—**Michael Sullivan**, President and CEO, Vitex Systems, Inc. (right), and Mr. Teruyuki Nakazawa, General Manager of Mitsubishi's Technology and Business Development Department.

