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MENTORS ANNOUNCED FOR KTEC PIPELINE

*Successful entrepreneurs to provide key support to PIPELINE
"Innovators" in first year of Kansas' technology fellowship*

Topeka, Kan (Jan. 24, 2007) – The KTEC PIPELINE announced the 10 mentors who will work with the 10 "Innovators" during the first year of Kansas' cutting edge technology entrepreneurial fellowship program. The announcement was made today in Topeka during the first KTEC PIPELINE Module – a quarterly, three-day educational and skill building workshop designed to give each Innovator practical time to work on his/her technology ventures.

"We have identified top, tech-orientated entrepreneurs who have proven themselves in the industry and are fully able to coach, advise and direct the Innovators," commented Joni Cobb, KTEC PIPELINE President. "The mentors will add a tremendous amount of value to the first year of the program by passing on their knowledge and experience. I also look forward to the interaction of this dynamic group of mentors and gleaning great advice as we continue to work through our first year."

Each of the 10 mentors who were selected have been matched with a KTEC PIPELINE Innovator. The mentors include: **Michael Beckloff** - President of Beckloff Associates, Inc., Overland Park, Kan.; **Sam Campbell** - CEO & Chairman of CritiTech, Inc., Lawrence, Kan.; **Scott Coons** - President & CEO of Perceptive Software, Inc., Shawnee, Kan.; **Rob Herrington** - CEO & Chairman of the Board of SecondNine, Inc., Lawrence, Kan.; **Dick Jarman** - Founder & former CEO of Scepter Industries, Johnson County, Kan.; **Tom Lauer** - Co-Founder of GeoAccess, Overland Park, Kan.; **Ken Lynn** - Executive Vice President of Kansas Technology Enterprise Corporation, Topeka, Kan.; **David Raehpour** - Senior Vice President of CopperCom, Wichita, Kan.; **Jeff Reene** – President, Leadership for Growth, Johnson County, Kan.; and **Joe Whelan** - President & CEO of LaGarde, Inc., Olathe, Kan.

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"I definitely see the value in a program like the KTEC PIPELINE," said Michael Beckloff, President, Beckloff Associates, Inc. "It is impressive to see the state put this type of dedicated effort into helping technology entrepreneurs succeed. I only wish such support had been available when I was working through some of these same issues."

"The willingness of these 10 seasoned and successful mentors confirms what we have always known at KTEC – that Kansas boasts a great deal of entrepreneurial talent who are generous in spirit and willing to help others succeed," said Tracy Taylor, KTEC President & CEO. "I look forward to the PIPELINE continuing its growth and moving into a successful inaugural year with the added guidance these entrepreneurs are sure to provide."

In addition to receiving access to these accomplished mentors, the charter class of KTEC PIPELINE Innovators will receive cutting edge education, as well as skill building and networking opportunities. The KTEC PIPELINE will also provide the group access to venture capitalists with the capabilities of financing early stage technology companies.

The KTEC PIPELINE Innovators will spend this quarter working with their mentors and applying lessons learned from the first KTEC Module to their technology ventures. The KTEC PIPELINE Innovators and mentors will meet for Module Two, April 11 – 13 in Overland Park, Kan.

Editor's Note: The following attached pages include the KTEC PIPELINE mentors' bios.

The **KTEC PIPELINE** is an innovative new program, designed to identify talented technology entrepreneurs in Kansas, match them with best-in-class training, resources and mentors and encourage them to pursue their careers in Kansas. For more information, visit www.ktecpipeline.com.

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KTEC PIPELINE Mentors

Michael Beckloff: President - Beckloff Associates, Inc.

Overland Park, Kan.

Founded in 1976, Beckloff Associates, Inc. (BAI), a wholly-owned subsidiary of Cardinal Health, has an established tradition of assisting pharmaceutical and biotechnology clients in bringing new products to market. Mr. Beckloff leads a team of scientists and project managers with extensive international regulatory experience. They have successfully supported worldwide drug development across a broad range of therapeutic categories and have worked with virtually all types of product formulations. The staff at BAI is particularly skilled in specialized projects that require unique development and regulatory strategies. Mr. Beckloff earned his BS degree in cellular biology from the University of Kansas and is a member of the International Society for Pharmaceutical Engineering (ISPE), the American Association of Pharmaceutical Scientists (AAPS), Drug Information Association (DIA), the Regulatory Affairs Professionals (RAPS) and the Parenteral Drug Association (PDA).

Sam Campbell: CEO & Chairman – CritiTech, Inc.

Lawrence, Kan.

Mr. Campbell has been involved in the funding and development of early stage technology and life science companies for over two decades. He has been very actively involved on a regional basis in supporting life science and technology commercialization as demonstrated by his long standing relationship in a variety of roles with the Kansas Technology Enterprise Corporation, currently serving on the University Centers of Excellence Committee. He is CEO and Chairman of CritiTech, Inc., an early stage pharmaceutical drug delivery and development company that spun out of research done at the University of Kansas. CritiTech's principal focus is on the use of its patented technology for the production of nanoparticles of existing pharmaceutical compounds for pharmaceutical companies and in the development of drugs for its own development program. Mr. Campbell has been involved in the development and management of a number of real estate projects including West Lawrence Laboratories, formerly Oread Labs.

Scott Coons: President & CEO - Perceptive Software, Inc.

Shawnee, Kan.

Mr. Coons joined Perceptive Software, Inc. in 1995 and has piloted the company to a substantial and sustained period of growth. Early on, Mr. Coons refocused the company's market strategy, and under his guidance, Perceptive Software has become a leading developer of enterprise document management, imaging and workflow software. An engineer with customer focus, Mr. Coons also established a long-term vision for the company's flagship product, ImageNow. His role today includes contributions in strategic guidance, tactical implementation, executive team leadership and architecture/design leadership for the product's technical evolution. Mr. Coons began his career as a software engineer with the University of Kansas after graduating from KU with a bachelor's degree in electrical engineering. In 2006, Mr. Coons was honored as an Ernst & Young Entrepreneur of the Year® and a Computerworld Honors Program Laureate.

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**Robert Herrington: CEO & Chairman of the Board - SecondNine, Inc.
Lawrence, Kan.**

Mr. Herrington was raised in a technology-oriented family business that he eventually turned into a series of successful businesses. One of these companies, WOS Data Systems, developed the innovative and successful line of Timbaktu networking software, which Mr. Herrington merged into Farallon Computing, Inc. in 1988. Mr. Herrington helped to grow the combined companies from seven million dollars in sales to over \$50 million. After five years as Executive Vice President of Farallon, he founded GravityWorks, Inc., which was later merged into YourNet, one of the first companies to develop a multi-function operating system for the smart card platform. Mr. Herrington has fulfilled many roles in his companies including visioning, developing successful networking and communications products as well as acquiring or selling products and companies. Mr. Herrington is a native of Kansas and a graduate of the University of Kansas.

**Dick Jarman: Founder & former CEO of Sceptor Industries
Johnson County, Kan.**

Mr. Jarman currently serves as Executive Vice President of CST Industries and General Manager of its Columbian TecTank Division. CST Industries, a leader in industrial storage systems, was recently acquired and Mr. Jarman is an investor in the company. Prior to joining CST, Mr. Jarman was Founder and CEO of Sceptor Industries, a high-tech aerosol sampling company. Sceptor is well known in Homeland Security circles and was the Nation's 16th fastest growing company in 2005. Mr. Jarman was a National Finalist in the Ernst & Young Entrepreneur of the Year competition in 2005. Sceptor was moved to Washington D.C. in 2006, and Mr. Jarman remains a significant owner. Mr. Jarman has also served as Executive Vice President of Butler Manufacturing Company, a billion dollar publicly traded company. Mr. Jarman spent 26 years at Butler, including 19 years as President of the Butler Buildings and Walker Electrical Products divisions, two fast-growing construction products businesses.

**Tom Lauerman: Co-Founder – GeoAccess
Overland Park, Kan.**

Mr. Lauerman co-founded GeoAccess in 1991. With no outside investors, he and his business partner grew the software company to more than 300 employees and sold it to United Health Group (UHN) in June of 2002. Prior to founding GeoAccess, he consulted internationally with Towers Perrin and preceding that was actuary and VP of Information Systems for a national life and health insurer. Mr. Lauerman earned his degree in computer science from the University of Nebraska, where he later taught actuarial science. He is a Fellow of the Society of Actuaries and in 1999 was named an Ernst & Young Entrepreneur of the Year. He is currently an investor in, and serves as board member or board advisor to, many private companies. Mr. Lauerman also serves on the board of several entrepreneurial entities such as the Enterprise Center of Johnson County, KTEC and KTEC's Investment Advisory Committee and just completed a two-year term as President of the Kansas City-based Entrepreneurial Exchange.

**Ken Lynn: Executive Vice President - Kansas Technology Enterprise Corporation (KTEC)
Topeka, Kan.**

Mr. Lynn came to KTEC from the Kauffman Foundation, where he served as President of the Kauffman Innovation Network, a nonprofit corporation established to promote the advancement of science and technology-based innovation generated by university researchers. Mr. Lynn has over 20 years of experience related to technology development. Early on, he worked as in-house legal counsel for United Telecom Computer Group and then served as Corporate Counsel with Marion Laboratories. Mr. Lynn left Marion to become Vice President and General Counsel of U.S. Bioscience and later joined Cortech, Inc., where he progressed from Vice President of Business Development and General Counsel to Chairman and CEO. Over the past several years, Mr. Lynn has worked with a number of technology-based companies in relationships ranging from consultant, to senior executive, to co-founder.

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**David Raehpour: Senior Vice President – CopperCom
Wichita, Kan.**

Mr. Raehpour is a successful entrepreneur. His background includes 19 years of experience in the development and growth of software-oriented businesses in the Internet and communications industries. Starting his career as the eighth employee of Brite Voice Systems in Wichita (now NASDAQ: INTV), his background includes founding and/or serving as CEO of many startup and turnaround companies with an emphasis in strategic positioning, funding and corporate exit. Currently, Mr. Raehpour is Senior Vice President of Coppercom, a next generation IP switch company owned by Heico, a diversified conglomerate with over \$2.5 B in sales. Mr. Raehpour joined CopperCom as a result of its 2006 purchase of Switchmaxx, a Wichita based IP applications company, where he was CEO. Mr. Raehpour has a Masters Degree from Wichita State University.

**Jeff Reene: President - Leadership for Growth
Johnson County, Kan.**

Mr. Reene is President of Leadership for Growth, a consulting firm that helps business leaders solve growth and execution challenges. He has 20 plus years of growth company experience as an entrepreneur, consultant and senior executive (Cerner - EVP, GeoAccess - COO, NetSales - CEO & President, Accenture - Partner). Mr. Reene has worked with seven founders of five different companies taking businesses to the next level and tackling the operational challenges of growth. Mr. Reene is active in the Kansas City entrepreneurial community serving on several advisory boards, Enterprise Center of Johnson County board member and a member of the Mid-America Angels network. He received a Director's Award for Entrepreneurial Achievement from the Kauffman Foundation, where he speaks on keys to successful growth. Mr. Reene is an honors' graduate from the University of Illinois where he received a BA in finance with high distinction and a MBA.

**Joe Whelan: President & CEO – LaGarde, Inc.
Olathe, Kan.**

Mr. Whelan joined LaGarde, Inc. as Chief Executive Officer in May 2006 to manage the company's growth as a world leader in mid-market B2B and B2C e-commerce. Mr. Whelan has extensive financial, operational and revenue growth experience. Prior to joining LaGarde, Inc., Mr. Whelan served as COO/CFO of Freightquote.com where he led the company's organic growth from \$15 million to over \$130 million in revenue. Mr. Whelan also managed the company's acquisition of a \$70 million carrier, taking the company's total revenue to more than \$200 million in less than five years. Prior to Freightquote.com, Whelan was SVP/CFO of Teleflora, previously American Floral Services, a leading B2B provider to over 25,000 North American florists and affiliated with an additional 50,000 florists worldwide. Prior to Teleflora, Whelan was involved in a number of public equity offerings with substantial experience in investor relations. Whelan holds an MBA from Tulane University, a BA from Vanderbilt University and is a CPA.

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