

winter 2010



# sirti spotlight

## Department of Commerce event comes to Sirti Technology Center

Thursday, March 18th, 2:00 – 6:00 pm  
Sirti Technology Center • 120 N. Pine St. • Spokane



Sirti is proud to host a Washington State Department of Commerce trade week event on Thursday, March 18th at the Sirti Technology Center. This unique event, *Global Competitiveness: opportunities for emerging and established Eastern Washington technology companies in international markets*, will provide technology, knowledge-based, and manufacturing companies with valuable advice on how to:

- develop or expand international sales
- collaborate internationally to develop technology, products, or services
- optimize global supply chains
- attract foreign investors

### The event will include:

- Keynote address by **Edmund O. Schweitzer III, PhD**, President of Schweitzer Engineering Laboratories, Inc.
- Panel discussion and Q&A with the Washington State foreign representatives from Europe, China, India and Japan
- Networking over wine and cheese with peers as well as with practitioners from the technology and economic development eco-system in Washington.

Cost to attend is just \$10 and includes parking. To register, visit [www.intrade.org/events.php](http://www.intrade.org/events.php)

This event will provide crucial knowledge for any company looking to do business internationally. For more information, contact Linda Hemingway at [lindah@sirti.org](mailto:lindah@sirti.org)



## Director's Take

With the new year comes the fresh pursuit of new business goals as well as an assessment of the results of the prior year. In mid January, we released our Sirti 2009 Perspective which was appropriately subtitled – Accelerating Economic Growth. I am very pleased to report that Sirti had another year of strong results accelerating and incubating innovative companies in the Inland Northwest. Regardless of the very difficult business environment Sirti clients encountered in 2009, they continued to innovate, receive investment capital, and importantly – retain and create high paying jobs.



Kim Zentz

That momentum has carried over into the new year and the pursuit of new business goals. **Pacinian** showcased its revolutionary HapticTouch™ technology at the *2010 Consumer Electronics Show* in Las Vegas to great acclaim. **SzenSoft** released the I-Net version of its fully-integrated suite of golf and resort management software resulting in upgrade purchases from existing customers and new orders. **IVUS Energy Innovations** is in its second round of funding and to date has raised \$1,000,000 from previous investors resulting in the addition of four engineering positions. **Barr-Tech** presented an overview of their integrated cleantech projects at the *Harvesting Clean Energy Conference* in Kennewick, WA and shared with attendees how they will recycle organic materials and convert it to renewable energy, beneficial soil amendments, and compost.

With nearly sixty active Sirti clients, the milestones are many and the results are stellar.



I invite you to read the Sirti 2009 Perspective. Take note of the success Sirti's clients have achieved, the great strides they are making on their business goals, and the significant economic contributions they bring to our region.

To review the 2009 Perspective website, visit [www.sirti.org/perspective](http://www.sirti.org/perspective).

## Pacian front and center at CES

**Pacian** showcased its revolutionary HapticTouch™ technology at the 2010 Consumer Electronics Show, held January 7 - 10 in Las Vegas, NV. Company representatives demonstrated a range of new embedded haptic solutions for touch pads, touch screens, keyboards, and other touch surfaces. Pacian's Surface Actuation solutions deliver an optimal, nearly instantaneous tactile response at the point of touch interaction. The result is a more intuitive and satisfying user experience.



HapticTouch technology continues to receive strong interest from OEM's and touch screen providers from around the world. The firm was able to connect with hundreds of key industry contacts and further develop relationships with Fortune 500 companies at the show.



The Pacian team demonstrates new embedded haptic solutions on the CES show floor.

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## Revita Institute Northwest provides innovative pain therapy



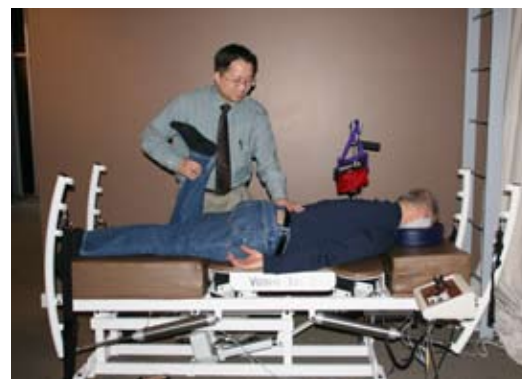
**Revita Institute Northwest** is a new and innovative rehabilitation clinic that recently opened in the Sirti Building on Riverpoint Boulevard. Revita's treatment protocol utilizes a unique and patented combination of manual rehabilitative therapy that uses whole body vibration, traction, unweighting, and therapeutic fitness. This protocol consistently and predictably produces lasting and positive results for patients suffering from chronic back, shoulder and cervical pain.

Revita's therapeutic solutions have already helped alleviate pain for numerous patients. For example: Kelly Chapin, suffered from three herniated discs in his lower lumbar. Prior to visiting Revita Institute Northwest, Chapin had experienced four months of severe pain and could not stand up straight.

"After four visits to Revita, I felt relief. Now, after 12 visits, it's a total 180 degrees from where I was when I walked in. I couldn't stand

upright and could hardly walk. I was in continual pain. Now I'm on the road to recovery – doing strength training and conditioning. Things I wasn't capable of doing before this therapy," said Chapin in a testimonial posted on Revita Northwest Institute's website.

Revita Institute Northwest's location in the Sirti Building on Riverpoint Boulevard is the first of many planned clinics throughout the Pacific Northwest and western U.S. Learn more at [www.revitainstitutenw.com](http://www.revitainstitutenw.com).



# Barr-Tech makes in-roads at Harvesting Clean Energy Conference

**Barr-Tech**, developer of innovative cleantech projects, recently attended the Harvesting Clean Energy Conference, held February 7 - 9 in Kennewick, WA. The brainchild of two entrepreneurial brothers, Barr-Tech presented attendees with an overview of their plans for a compost facility, greenhouses, algae ponds and an anaerobic digester that will enable carbon-neutral processing of regional carbon waste. The integrated cleantech projects will recycle organic material and convert it to renewable energy, beneficial soil amendments, and compost. When completed, Barr-Tech's projects will be an integral part of the Barr-Regional Bio-Industrial Park, a one-of-a-kind 40-acre clean energy park located along the I-90 corridor in Lincoln County.

Larry Condon, General Manager of Barr-Tech, was invited to speak at a breakout session titled *Energy Innovation in Food Processing—Generating Energy from Food Processing Waste Streams*. The conference allowed Barr-Tech to meet key contacts in the Northwest cleantech industry and further elevate the awareness of their environmentally-advanced projects.



Larry Condon with the Barr-Tech display at the Harvesting Clean Energy Conference.



## 2010 CleanTech Open now accepting entries

The CleanTech Open, the world's largest and most successful cleantech business competition and networking program, is now accepting entries for the 2010 competition. Companies that qualify in one of six clean technology categories can enter the competition and be eligible to receive a unique blend of mentoring, opportunities to win services from world-class business professionals, MBA level seminars and workshops, and cash prizes for regional and national winners.

**GoNano Technologies**, a Sirti client, and **InnovaTek**, a Sirti client graduate, each advanced to the semifinal round of the Pacific Northwest CleanTech Open last year.

For detailed information on the 2010 Pacific Northwest CleanTech competition, including categories, rules, and entry formalities, visit [www.cleantechopen.com](http://www.cleantechopen.com).

**Eastern Washington Competition Overview Kickoff**  
**Tuesday, April 13th • 3:00 - 5:00 pm**  
**Greater Spokane Incorporated • 801 W. Riverside Ave.**

## Department of Commerce launches redesigned ChooseWashington.com

The Washington State Department of Commerce recently launched a revamped website designed to showcase the benefits of doing business in Washington. The newly redesigned [www.choosewashington.com](http://www.choosewashington.com) supports the effort to retain, expand, and recruit companies and provides prospective businesses and site selectors a wealth of information about Washington's educated workforce, optimal location, high quality of life, and favorable business environment.



## Sirti congratulates graduates



**ALK-Abelló Source Materials** has graduated from their lab and office space at the Sirti Technology Center

(STC) and have relocated their STC operations to their expansive new headquarters. The company is a leading manufacturer of quality allergenic source materials and is part of the ALK-Abelló Group, a leading producer of pharmaceuticals for people with allergies around the world. [www.alkabello.com](http://www.alkabello.com)

**PhotoFlow** has graduated from their office in the Sirti Building. The company develops software and products imaging software for the professional photography industry.

## Sirti's John Overby and Mike Urso win CleanTech Open Mentor of the Year awards

John Overby, Sirti's Director of Client Services, and Mike Urso, Senior Principal Consultant, have been awarded Mentor of the Year awards for the guidance they provided client companies in the 2009 CleanTech Open business competition. The pair was instrumental in helping GoNano Technologies and Innovatek reach the semifinal round of the Pacific Northwest CleanTech Open, which featured the top 12 of the initial 56 entries. Congratulations to both Mike and John.

## Sirti welcomes new on-campus partners



**Inland TechStart Fund (ITF)** was formed to provide seed capital investment funds to entrepreneurs with great ideas and great promise for improving the economic welfare of our region. [www.inlandtechstartfund.com](http://www.inlandtechstartfund.com)



**Institute for Systems Medicine (ISM)** is a private, not-for-profit institute designed to increase the biomedical research capacity of Spokane by developing integrated research infrastructure to support and attract researchers. In achieving this mission, the ISM and its partner institutions will drive new discoveries and innovations to improve human health and catalyze economic development. [www.ismedicine.org](http://www.ismedicine.org)



**Empire Health Foundation** is an independent, non-profit grant-making foundation that serves the seven counties of eastern Washington. Formed as a result of the 2008 sale of Empire Health Services, the Empire Health Foundation manages approximately \$80 million for the benefit of our region. A volunteer board of community leaders is responsible for operating the Foundation. [www.empirehealthfoundation.org](http://www.empirehealthfoundation.org)

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