

# NEW EXPLOITS

Exploit Technologies is the marketing and commercialisation arm of A\*STAR



## AT A GLANCE



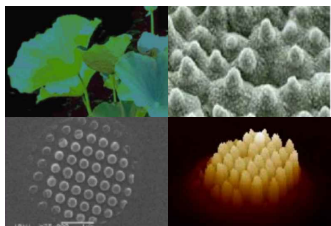
National RFID Centre, one of Exploit Technologies' flagship initiatives, opens its door to industry partners... read more on [PAGES 2 & 3](#)



Exploit Technologies' innovations won hearts and minds at Technology Commercialisation Forum, GlobalEntropolis 2006... see [PAGE 4](#)



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To US, with Exploit Technologies... read our post-US marketing trip report on [PAGE 8](#)

## >Taking full charge of A\*STAR's technology commercialisation

### - Mr Boon Swan Foo takes full helm at Exploit Technologies

Mr Boon Swan Foo relinquishes his appointment as Managing Director of A\*STAR and continues as Executive Chairman of Exploit Technologies Pte Ltd with effect from 4th January 2007.

Mr Boon joined A\*STAR in January 2002, after an illustrious private sector career that culminated in the Deputy Chairmanship and CEO appointment in ST Engineering. He has played a major role in transforming A\*STAR into a well-respected R&D powerhouse, and has instilled in A\*STAR a mindset that is more attuned to commercial and industrial needs. He initiated an innovative approach to develop the National Science and Technology Plan 2010, which included the formation of multi-agency Technology Scan panels in physical science and engineering.

Since the inception of Exploit Technologies, Mr Boon has developed this marketing and commercialisation arm of A\*STAR to successfully commercialise

research outcomes. These efforts paid off as 147 license agreements for A\*STAR's technologies have been concluded. The agreements have an estimated contract revenue of S\$46 million over the life of the contracts.

"The next five years will see more growth in research findings. A\*STAR provides the fertile soil for researchers to imagine and innovate for the future. However, a research will not be completed if it does not find its place in the market," said Mr Boon. "It is timely for me to shed my duties at A\*STAR and fully concentrate on technology transfer as we will see more of A\*STAR's matured innovations transforming the world and touching millions of lives."

As Mr Boon takes full helm at Exploit Technologies, he will work hand in hand with the research institutes and industry partners to realise the true value of innovation through technology transfer.



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– Boon Swan Foo

## >National RFID Centre spearheads RFID technology adoption in Singapore

**The Centre creates synergy for business, industry, leading technology players and academia in RFID (Radio Frequency Identification) adoption.**

Through an inter-government agency collaborative effort by Exploit Technologies (through A\*STAR), Economic Development Board, Infocomm Development Authority of Singapore and SPRING Singapore, the National RFID Centre at SIMTech was officially opened on 29th September 2006 by Mr S Iswaran, Minister of State for Trade and Industry.

Speaking at the opening ceremony, Mr Iswaran commented, "Singapore needs to be 'RFID-ready' to be recognised as the ideal location for supply chain management. Companies must also learn to derive full value from RFID technology by re-engineering their business processes and model to get the best return on their investment. It is the fusion of technology, business and process innovation that is necessary to achieve the desired operational and business outcome."

The advent of RFID (Radio Frequency Identification) technology creates opportunities for cost reduction and revenue growth for several industrial sectors, including hospitality, retail and logistics sectors. The Centre aims to value-add to industry verticals by accelerating the pace of RFID adoption in Singapore.

The Centre's key objectives are to:

- Drive RFID adoption projects in key industries strategic to the competitive advantage of Singapore
- Transfer RFID knowledge and technology to Singapore industries for adoption
- Inspire innovation of RFID technologies and applications
- Link Singapore industries to international RFID centres and resources
- Attract global RFID technology leaders to build a vibrant RFID industry in Singapore

Exploit Technologies was instrumental in the realisation of the Centre as it fosters collaboration between the research institutes and the industry partners; transfers



*Mr S Iswaran, Minister of State for Trade & Industry, and Mr Boon Swan Foo, Executive Chairman of Exploit Technologies, clapping at the end of signing ceremony between Exploit Technologies and industry partners.*

technology from research institutes to industry partners through licensing; and promotes end-user adoption by driving key verticals through the Centre.

Mr Iswaran and Mr Boon Swan Foo, Executive Chairman of Exploit Technologies, witnessed the signing of seven agreements as follows:

- Three Memoranda of Understanding between the National RFID Centre and DHL, NEC and RHyMeS Centre to foster adoption projects in the key verticals of biomedical, logistics and hospitality industries.
- Three collaboration agreements between research institutes and companies:
  - (a) Institute of Microelectronics and SmartID to develop mobile UHF Reader
  - (b) Institute for Infocomm Research and National Library Board to deploy RFID Smart Shelf at the library

(c) Singapore Institute of Manufacturing Technology and BIG Megastore to develop RFID for home use application

- One licensing agreement between Exploit Technologies and STLogiTrack on the licensing of RFID Smart Shelf technologies from Institute for Infocomm Research.

As the RFID technology and business platform linking industry and leading technology players in furthering RFID pursuits, the Centre aims to consolidate successful RFID applications and facilitate sharing of best practices and learning lessons from past or existing RFID trials and deployments. Through the Centre's web portal at <http://www.exploit-rfid.com>, industry players can gain access to a wealth of information on RFID, contribute their experiences in the portal and sign up for free membership to the Centre.

For business enquiries, please contact **Dr Fannon Lim**, Manager, Flagship, Exploit Technologies, at Tel: 6478 8452, Email: [fannon@exploit-tech.com](mailto:fannon@exploit-tech.com); or **Dr John Gan Oon Peen**, Senior Research Engineer, at Tel: 6793 8225; Email: [opgan@SIMTech.a-star.edu.sg](mailto:opgan@SIMTech.a-star.edu.sg) for technical enquiries.

## >RFID for hospitality industry roundtable

Exploit Technologies and Singapore Institute of Manufacturing Technology (SIMTech) jointly organised 'RFID for Hospitality Industry Roundtable' session on 8th November 2006 to create synergy with key hospitality industry players in Singapore. Representatives from branded hotel chains, Infocomm Development Authority, SPRING Singapore, Ngee Ann Polytechnic's RHyMeS (RFID Hospitality Management Systems) Centre, Exploit Technologies, and SIMTech gathered for the significant occasion.

Mr. Boon Swan Foo, Executive Chairman of Exploit Technologies, and Dr Lim Ser Yong, Executive Director of SIMTech, opened the session with a warm welcome note. Addressing the guests, Dr Lim conveyed the government's intent to help associations and the hospitality industry to integrate technology into their operations to provide cutting edge services to customers.

At the session, the organisers and guests were enthusiastic about deploying RFID to enhance personalised service and improve operational efficiency using RFID tagging. In



Exploit Technologies leading an enthusiastic discussion on RFID applications in the hospitality industry.

particular, frontline customer-type applications include tourist tracking and management, while operational improvement entails staff and activity tracking, mini-bar tracking, asset management and inventory control.

Addressing the issue of cost of deployment, the attendees look forward to an end-to-end integrated solution to benefit different parties along the value chain. For instance, the value-add of RFID tagging for linen is enhanced if it involves linen suppliers and hoteliers, instead of the hoteliers bearing

the cost. This will help to increase return on investments since the value of the tag is being captured and used by several parties and not just one party.

The attendees also noted that some of these projects could be driven at the national level as an industry-wide initiative, so that the benefits can be shared at a greater level and across the value chain, making Singapore a pleasant and unique place for tourists. This will eventually benefit the entire industry.

Exploit Technologies used this unique opportunity to introduce the National RFID Centre, which aims to shorten learning cycle and explore how RFID tagging could maximise return on investments.

The session ended on a positive note with a common consensus to form a task force to drive RFID deployment across the hospitality industry and identify and prioritise projects.

The guests were then shown around the National RFID Centre to view real-life RFID applications exhibited.

## >New licensee @ Exploits

Exploit Technologies actively promotes commercialisation of A\*STAR's technologies by generating new leads for potential licensees and educating the market to prepare the ground for new adoption.



TechSource Systems (TSS) Pte Ltd is the latest to take a commercial licence from Exploit Technologies for the BTEM (Band-Target Entropy Minimisation) software developed by the Institute of Chemical & Engineering Sciences (ICES). The software is most suitable for reconstructing pure component spectra of one-dimensional continuous spectroscopic data, in particular, data from infrared or Raman spectrophotometers.

Exploit Technologies is pleased to partner ICES in commercialising the BTEM software and together achieved the first commercial licence for ICES. Bringing BTEM software to market involved negotiating the IP and commercialisation agreement with a participating university, introducing the necessary trademark protection, generating market interest through Technology Offer posting, visiting companies

and negotiating a win-win deal with TechSource.

Here's what Mr Alex Lo, TSS's Managing Director, has to say about the benefits of the technology...

### **New Exploits: How does TSS integrate the technology into the business?**

**Alex :** TSS has been at the frontline of technology business for the past decade. We have many customers who use our tools for data analysis. Spectroscopic measurement is one form of data collected by our customers who want to analyse material properties. The applications are vast and varied, e.g. detecting manufacturing defects, product quality and even for archeological investigations. These customers often lack good quality software for post analysis of their data. Many customers resort to writing their own software but this has proven to

be a time-consuming and expensive solution. With BTEM software as a 'boxed solution', it allows us to serve such customer by providing a one-stop solution for analysis and with higher accuracy and better decision making.

### **New Exploits: What are the benefits TSS gained from the technology transfer?**

**Alex :** TSS is pleased to work with A\*STAR, through the Institute of Chemical & Engineering Sciences and Exploit Technologies, on this project as our presence so far is only within ASEAN. With this new product line, we are able to expand our business into serving the research and technology customers not only in ASEAN but the global market. As the product is also developed by our flagship product (MATLAB) that we distribute in ASEAN, it allows us to work closely with A\*STAR in the future to further improve and enhance its features to make this product more attractive to our customers.

## >Exploit Technologies at Technology Commercialisation Forum 2006

As part of the Global Entrepolis@Singapore 2006, the NUS Industry & Technology Relations Office (INTRO), NUS Enterprise, presented a 2-day Technology



Exploit Technologies' display of innovative technologies at Technology Commercialisation Forum attracting many visitors to its booth.

Commercialisation Forum 2006 (TCF 06), from 31st Oct to 1st Nov 2006, at the Suntec Singapore International Convention & Exhibition Centre. Exploit Technologies Pte Ltd was proud to be one of the supporting organisations of the event.

Supported by the Association of University Technology Manager (AUTM) and the World Intellectual Property Office (WIPO), the Technology Commercialisation Forum is an annual technology transfer event in Asia that congregates researchers, technology transfer practitioners and players in the private sector, to examine best practices and issues involved in bringing technologies and innovations from bench to the market.

A strong contingent from Exploit Technologies attended the event. Mr Suresh Sachi, Director-Legal, A\*STAR and Director, Exploit Technologies was one of the invited speakers representing Singapore. Mr Sachi presented on "The Changing Commercialisation Landscape in Public Research Organisations".

A\*STAR technology products that Exploit Technologies help to commercialise via licensing were showcased, e.g. Snappy, Wireless Hard Disk and Muvee. These are products from the A\*STAR Research Institute spin-off companies using A\*STAR's technologies. In addition, a collection of technology offers, in the area of Science & Engineering and Biomedical Sciences, were also displayed.

## Making in-road for closer ties with tertiary educational institution

### - Exploit Technologies visited Nanyang Polytechnic

On 11th October 2006, Mr Boon Swan Foo, Executive Chairman, Exploit Technologies, led a team from Exploit Technologies, A\*STAR's Biomedical Research Council and research institutes to visit Nanyang Polytechnic.

The team received a warm welcome from the senior management of Nanyang Polytechnic. A tour was conducted which highlighted the Hall of innovation, the Prototyping Centre, and the Biomedical Engineering Hub.

The team also visited some incubatees at the Bioinnovation Centre and briefly talked to some researchers.

"The visit marks a rewarding exchange between Exploit Technologies and Nanyang Polytechnic. With the polytechnic's success in setting up incubators and Biomedical hub under the MedTech Concept Initiative framework, the way is paved for our closer working relationship, especially in the biomedical fields," said Mr Boon at the end of the visit.



Mr Boon Swan Foo and the contingent from Exploit Technologies touring Nanyang Polytechnic's campus.

## SPIN-OFF @ EXPLOITS

### >Molecular Connections

Molecular Connections (MC), a bio-informatics company based in Bangalore, India, is a joint venture between Institute for Infocomm Research (I<sup>2</sup>R) and Idea2solutions Pte Ltd, a life sciences business incubator in India promoted by the founders of Dr Reddy's, a major Indian pharmaceutical company. Exploit

Technologies currently holds a share of 15% in this company.

MC is a dry lab solutions provider for drug discovery processes and offers biology research and discovery services to companies. Prof. Limsoon Wong, former Deputy Executive Director of I<sup>2</sup>R, is the Chairman of Molecular Connections.

provide services to drug discovery companies to reduce the discovery cycle time, minimise resources spent on drug discovery, and enhance its process efficiency. MC utilises proprietary Natural Language Processing (NLP) based tools to extract, curate, and annotate key biomedical information from literature and databases.



Mr Jighnesh, CEO of MC, visited Exploit Technologies in December 2006 to provide an update on the progress of the company. He also seeks to collaborate with Exploit Technologies on more IP-related work.

In 2002, MC licensed I<sup>2</sup>R's text-mining technology for bio-medical informatics & drug-discovery use to build products and

Leveraging on its in-house expert scientific talent and NLP based tools, MC offers products and services that focus on:

## >Printed electronics industrial forum

On 12th October 2006, more than a hundred participants from MNCs, SMEs, research institutes, tertiary institutions and government bodies packed the seminar room at the Institute of Materials Research and Engineering (IMRE) to the brim. They were attending the Printed Electronics Industrial Forum organised by Exploit Technologies and IMRE.

The forum was graced by Mr S Iswaran, Minister of State for Trade & Industry as he witnessed a license signing ceremony between Exploit Technologies and five other companies: nex-G, FOSTA, Justicon, Haruna and Singular ID. These companies licensed various technologies from the different RIs under the A\*STAR umbrella. The signing ceremony was also witnessed by Mr. Boon Swan Foo, Executive Chairman of Exploit Technologies.

Printed Electronics is a disruptive innovation to print electrical and electronic components using novel inks and conventional printing methods. This technology fills a new market where silicon chip is not viable due to cost, inflexibility and time-to-market. Applications from this technology range from packaging, textiles, RFID tags and smart labels on one end of the spectrum to displays, batteries, sensors and TFT (thin film transistor) circuits on the other end. The usage of conventional printing methodologies raises the possibility of churning out low-cost electronics at high speed.

To most of the participants, this was the first time that they had encountered Printed



Mr S Iswaran, Minister of State for Trade & Industry, and Mr Boon Swan Foo, Executive Chairman, Exploit Technologies, together with management of nex-G, FOSTA, Justicon, Haruna and Singular ID after the licensing signing ceremony.

Electronics so they were enthralled by the following speakers:

1. Exploit Technologies' Mr. Chang Chang Kuo, Senior Manager, who captured the audience's attention with the general market trends, opportunities, the driving factors and the realities.
2. Mr. Ian Chao, General Manager for Cambridge Display Technology (CDT), described the key considerations that make Industrial Inkjet Printing attractive to manufacturing, its current status, development roadmap and the challenges of using these methods for printing organic semiconductors.
3. Dr Mark Auch Dai Joong, Research Fellow from IMRE, discussed the institute's work on moisture barrier coatings and permeation measurements, and showcased their high barrier flexible substrates.
4. Dr Chen ZhiKuan, Senior Scientist from IMRE, gave an overview of the material progress made in this field,

including conductive, semiconducting and insulating polymers.

5. Dr Albert Lu Chee Wai, Group Manager & Research Scientist from the Singapore Institute of Manufacturing Technology, spoke on the paradigm shift for electronic manufacturing and their work on direct-write manufacturing technologies.
6. Dr Peter Ho Kian Hoon, Director of the Organic Nano Device Laboratory (ONDL) at the Department of Physics, NUS, described the advances done at ONDL in relation to work elsewhere, providing a glimpse of the opportunities ahead for the technology.

The Industrial Forum closed with a panel discussion with the speakers and chaired by Dr Lee Loke Chong, Senior Vice President, Flagship Division, Exploit Technologies. It was a resounding success as the industrial participants walked away with new knowledge and ideas.

- Information abstraction services, literature curation and annotation.
- Biological Information including genomics, proteomics and related areas.
- Chemical Information like compounds, structures and reactions.
- Structured databases from literature.
- Extraction of customised knowledge from multiple public databases.
- Integration with public and proprietary databases.
- Informatics software tools and development services.

### >Exploit Technologies promotes products licensing A\*STAR's technologies at Christmas Carnival

Exploit Technologies showcased A\*STAR technology products by our spin-off and incubatee companies at the Biopolis Christmas Carnival on 15 December 2006. Wi-Drive, muvee, SNAPPY and Fuel Cell Exploratory Kit amazed fellow A\*STAR colleagues. Exploit Technologies and muvee Technologies gave away 3 sets of muveeNow 1.0 as lucky draw prizes at the carnival.



## >Exploit Technologies at 12th Technology Summit & Technology Platform

From 6th to 7th November 2006, as part of Exploit Technologies' marketing trip to India, we represented A\*STAR in the Technology Summit Exhibition in New Delhi, India.

The event, organised by the Confederation of Indian Industry (CII), is a platform to showcase India's premier technological know-how and foster networks with overseas partners.

At the Exhibition, both A\*STAR's technologies and Exploit Technologies' capabilities and

services were introduced. Mr Boon Swan Foo, Executive Chairman of Exploit Technologies, accompanied Mr Kapil Sibal, the Indian Minister of Science & Technology and Earth Sciences, to visit the Singapore pavilion, which was represented by both government agencies and private companies - A\*STAR/ Exploit Technologies, Infocomm Development Authority, International Enterprise Singapore, Crimson Logic Pte Ltd and JasCall Pte Ltd.

A\*STAR's technologies in RFID, Biomedical Text Mining, Multimodal Interactive Media, Patchcast and Camera-Captured & Recognition of Business Cards and products like Snappy, Wireless Hard Disk and Muvee had attracted wide interests from visitors from India and overseas.

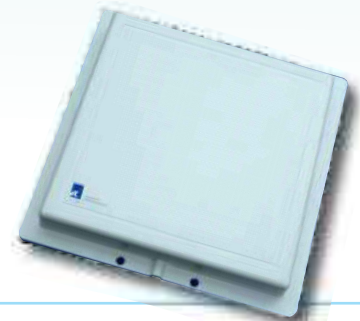
*Mr Boon Swan Foo, Executive Chairman of Exploit Technologies, with Mr Kapil Sibal, Minister of Science & Technology and Earth Sciences, at the 12th Technology Summit & Technology Platform, India.*



### TOP IP LICENSE LISTING

*(Ranked in order by number of licenses issued by Exploit Technologies for Fiscal Year 2006 to date)*

Name of Patent	Research Institute
WLAN Antenna (below)	Institute for Infocomm Research
TiO2	Singapore Institute of Manufacturing Technology
SIMForcaster	Singapore Institute of Manufacturing Technology
RFID	Institute for Infocomm Research
BI SDK	Institute for Infocomm Research



## >Nanoimprinting & Nanoprint Conference 2006

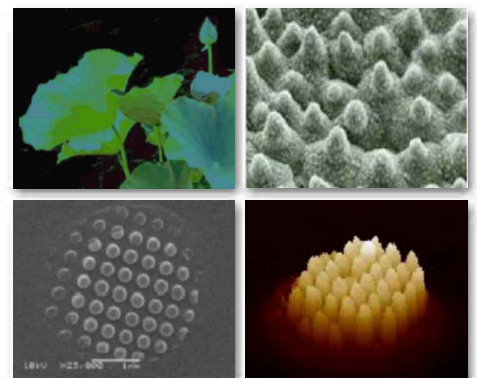
Being at the forefront of emerging technology is on the agenda of Exploit Technologies. In a technology review conducted, Nanoimprinting was listed as one of the ten technologies worldwide that could change the way we conduct our businesses and lives.

Radiana Soh, Manager, Technology Intelligence & Competitive Intelligence, Exploit Technologies, and Dr. Low Hong Yee, Research Scientist of the Institute of Materials Research and Engineering (IMRE), brought home a wealth of knowledge of the emerging technology and industry contacts after attending the 5th Nanoimprinting and Nanoprint (NNT) Conference at San Francisco, November 2006. From the conference, they identified technological developments in the nanoimprinting labs and gained new insights on the latest applications for business opportunities in nanoimprinting.

The nanoimprint technology offers the ease of creating 3D intricate designs without

complexities in having multiple processes and is low cost. This results in a reduction of processing steps, which provides for high throughput and shortens the time-to-market. The technology applications are wide-spread. The outcome of adopting this process may potentially encompass a range of end-products such as biological templates, MEMS, semiconductor devices, RFID tags, photovoltaic solar cells, nanoelectronics imprinted onto flexible substrate using the roll-to-roll imprinting process.

At the conference, Dr. Low also presented the novel works experimented by her team at IMRE to the nanoimprint community. Many participants were impressed and showed interests in her work of building 3D polymer micro- and nano-structures by imprinting technique, mimicking the wettability nature of the lotus leaf and establishment of using cross-linked polymers to tune the wettability for liquid flow control



*Microstructure (top right) of the lotus leaf (top left). (Bottom left and right) views of polycarbonate polymer imprints mimicking the microstructure of the lotus leaf.*

and potential developments of biological templates for cell and tissue growth.

Moving on in 2007, Exploit Technologies, together with IMRE, will organise an industry forum to fan out Nanoimprinting technology. Details will be announced on <http://www.exploit-tech.com>.

## >Why do you want technology transfer as a career?

- A talk by Dr Caroline Bruce, Associate Director for International Business Development at the University-Industry Liaison Office, The University of British Columbia

With more than 14 years of solid experience, Dr Caroline Bruce shared with more than 50 attendees enthusiastically on career in technology transfer on 3rd November 2006 at Creation, Level 4 of Matrix.

Dr Bruce brought the audience through an overview of the career paths and job scopes of a technology transfer officer. She typically associated the technology transfer profession with the key qualities of:

- understanding of academic processes and bench research;
- strong scientific background in specific area;
- knowledge of business, technology transfer and commercialisation issues; and
- knowledge and understanding of intellectual property.

She further emphasised the importance of creativity and the ability to think out of the box.

The talk was followed by a lively discussion during the Q&A session, which left the audience from Exploit Technologies, research institutes under A\*STAR and National University of Singapore with a better understanding of technology transfer.



*Dr Caroline Bruce sharing her wealth of knowledge and experience in technology transfer.*

## NEW TECH OFFER @ EXPLOIT

S/N	Title	Brief Technology Description
1	Method of forming Polyimides layer for protection	Effective application method of Polyimides protecting layer of coating to parts of odd shape and sizes, for exceptional combination of thermal stability, mechanical toughness and chemical resistance.
2	Thermoplastic Polymer Based Nanocomposites	Method to prepare thermodynamically stable thermoplastic nanocomposite, with superior physical properties arising from an evenly dispersed highly exfoliated pristine clay throughout.
3	Band Target Entropy Minimisation (BTEM) Curve Resolution Technique	The first easy-to-use self-modelling curve resolution (SMCR) chemometrics technique tool, for reconstructing pure component spectra of one-dimensional continuous spectroscopic data, in particular, data from infrared or Raman spectrophotometers.
4	Handphone ring tone creation with "mixing" of own voice into any songs or music (AutoDJ)	AutoDJ is a user-friendly handphone ring tone creation tools, that allows easy "mixing" own voice into any songs or music, with no prior user's knowledge in musicianship.
5	Sound Modelling & Interactive Audio by a special purpose synthesizer (ASound)	ASound is a special purpose synthesizer designed to make a limited range of sounds under special-purpose parameters.
6	Software Toolkit of simulation, control, optimisation and design of Upflow Anaerobic Sludge Blanket (UASB) Reactor	A software toolkit that effectively provides functions of simulation and optimisation of UASB operation, testing control strategies, facilitating equipment sizing and planning level design, and training for engineers and operators.
7	Ultra Precision Cutting of Optical Surface on Steel	Ultrasonic vibration assisted single point diamond turning allows the direct machining of optical quality surfaces on bare steel alloy, for production of aspheric surfaces.
8	Green Wavelength Laser for Micro-machining	A diode-pumped and Q-switched Nd:YAG laser with second harmonic generation for micro-machining applications. The short wavelength, short pulse width and high pulse energy enables the micro-machining of hard-to-machine materials.
9	Dynamic NC Verification and Optimisation	A common data model software for the representation of geometry, attribution of physical states and other characteristics of 2-5 axis CNC machining and layered manufacturing. It can be integrated with commercial CAM software or function as a stand-alone software on the shop floor.
10	Low Temperature Co-fired Ceramic (LTCC) Foundry Services & Ceramic Packaging Technology Portfolio	A portfolio of LTCC technology for substrate design, prototyping and pilot run production services, as well as LTCC production know-how and LTCC manufacturing technology.
11	Single-crystal Silicon Micro-mirror and Switching Device	Method of fabrication of micro-mirror devices that include the use of 1) a thermal actuator, 2) thin silicon for springs and the actuator and thick silicon for the mirror plate, 3) one monolithic process sequence for fabrication of the actuator, spring, and mirror
12	Method of Fabricating CMOS-compatible Silicon MEMS and Sensor	Advanced bulk and surface micro-machining techniques to fabricate micro-structures with unique mechanical, thermal and optical properties.

## >Exploiting business opportunities in the USA

### Top A\*STAR Researchers pleased with Exposure to Business

A contingent of staff from Exploit Technologies headed to the United States of America for a marketing trip led by Mr Boon Swan Foo, Executive Chairman of Exploit Technologies from 27th November to 1st December 2006. The contingent also included Dr Susanto Rahardja, Division Director, Media, Institute of Infocomm

Research (I<sup>2</sup>R), and Dr Edwin Chow, Research Scientist, Institute of Bioengineering & Nanotechnology (IBN).

“In our bid to exploit A\*STAR’s technologies, it is timely for Exploit Technologies to constantly explore overseas opportunities and to build rapport with industry partners through possible research collaboration,” commented Mr Boon Swan Foo.

The Science & Engineering team, together with I<sup>2</sup>R’s researchers, impressed six leading companies in the multimedia sector with I<sup>2</sup>R’s technologies of AutoDJ and SLS while the Biomedical Sciences team amazed a market leader in contact lens manufacturing with nanopore technology by IBN. These companies showed immense interest in the technologies demonstrated by our researchers.

“The team from Exploit Technologies was very proactive and aggressive in commercialising the SLS technologies, marketing the capabilities and discussing with various VCs and a music label company. Throughout the visit, I witnessed various exciting interactions with the industrial companies. I would say that the trip has been very fruitful and successful.”

– Dr Susanto Rahardja.

“This trip was an ‘eye-opening’ trip for me. I learnt the process of business and technology negotiation with private companies, which is relevant for future business and research discussion with companies and collaborators.”

– Dr Edwin Chow

The contingent also explored venture capital opportunities with three key venture capitalists in USA for its spin-off companies.



Dr Susanto of I<sup>2</sup>R demonstrating I<sup>2</sup>R’s SLS technology to a group of technology experts at Warner Music Laboratory at Burbank, California, USA.

## NEW HORIZONS

### UPCOMING EVENTS

INSTITUTE	DATE	VENUE	EVENT / PUBLICITY PLATFORM
Exploit Technologies – I <sup>2</sup> R	10 Jan	I <sup>2</sup> R	Exploit-I <sup>2</sup> R: Knowledge Management Seminar
Exploit Technologies	25 Jan	Matrix, Biopolis	The IP Savvy Researcher Speaker - Ho Cheng Huat, Senior Vice President, Intellectual Property Management, Exploit Technologies
SSCC	3 Feb	Pan Pacific Hotel	International Stem Cell Forum 2007
IMCB	12 – 14 Feb	Biopolis	Animal Models of Human Development and Disease Workshop
BII	26 Feb – 2 Mar	Matrix, Biopolis	BII Visiting Scientist – 2 Lectures by Prof Guillermina Lozano, Professor and Geneticist, Section of Cancer Genetics, Department of Molecular Genetics, The University of Texas, M.D. Anderson Cancer Center
BII	19 Mar	Matrix, Biopolis	BII Workshop on “Mathematical Biology”
BII	27 – 28 Mar	Matrix, Biopolis	BII Workshop on “Nutritional Genomics”
BTI	28 – 30 Mar	Pan Pacific Hotel (28 & 29 Mar), Biopolis (30 Mar)	2nd Singapore Biologics Manufacturing Conference
SIMTech	28 Mar	Singapore Expo	2nd SIMTech Annual Manufacturing Forum
SIMTech	29 & 30 Mar	Singapore Expo	MTA 2007 Forum

For the latest updates on the above and other events, check out [http://www.a-star.edu.sg/astar/about/action/upcoming\\_events.do](http://www.a-star.edu.sg/astar/about/action/upcoming_events.do)