

BC TECH VOICE

Ian Wilkinson
has some
Radical ideas

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Absolute licenses encryption software

Vancouver-based Absolute Software says it has reached an agreement with PC Dynamics Inc. to license components of its Safehouse encryption product. Absolute will integrate the components into its Computrace platform, to give end users seamless data encryption. Absolute will pay PC Dynamics royalties based on units sold, and PC Dynamics will help Absolute integrate the encryption technology into Computrace, a PC loss and tracking system.

Banks give MDA some credit

Vancouver's MacDonal Detwiler and Associates says it has reached an agreement with a syndicate of Canadian banks, led by the Royal Bank, to expand the company's credit facility. The deal allows for another \$110 million in credit for MDA, raising the total size of the credit facility to \$300 million. The company says the additional resources will help the company to continue executing its business plan and continue its acquisition strategy.

Datawest adds 15 clients to its stable

With the addition of 15 new independent sales organizations as clients for its automatic teller machine and point-of-sale payment solutions and processing ser-

vices, Vancouver's Datawest Solutions Inc. says it is now servicing more than 130 ISOs. These ISOs serve retailers across Canada in the white label transaction processing market, allowing merchants and retail locations the ability to provide cash and payment services to their customers.

Intrinsyc acquires UK company

Vancouver networking software firm Intrinsyc Software Inc. has announced its intentions to acquire NMI Electronics Ltd., a private UK-based developer of Windows CE-based wireless and smart phone hardware and software. Financial terms of the sale, which will be through a combination of cash and stock, were not disclosed. It is expected to be completed by June 2002.

McNuggets, supersize fries and the Internet

Through a partnership with Burnaby's Info Touch Technologies Corp. and restaurant chain McDonald's, customers at eight of the fast food giant's locations in Western Canada will be able to have a side of the Internet with their lunch. For the test program, customers at the selected locations will be able to access video e-mail, video teleconferencing, and the World Wide Web through kiosks located at the restaurant.

Bigger is better for Victoria Internet firms

Sage Internet Solutions Ltd., a Victoria-based Internet consulting firm, has acquired another Victoria Web developer, Focus Internet Solutions Inc. Sage says the combined experience and skill sets of both companies will result in a dramatic increase in the services that can be offered to their new and existing clients. Financial terms of the purchase were not released.

New distributor for blood pressure monitors

Vancouver's VSM MedTech Ltd. has reached an agreement with NM Médical of Paris to be the exclusive distributor of its BpTRU automated non-invasive blood pressure monitors in the United Kingdom, France and Belgium. The combined market represents more than 128 million people, of which approximately 25 million have uncontrolled hypertension. The deal will see VSM discontinue its exclusive relationship with Henleys Medical Supplies Ltd. in favour of NM Medical.

Reseller deal targets travel industry

XML Global Technologies Inc. has inked a reseller agreement with Datalex Communications

USA Inc. to go after a chunk of the lucrative travel market. A provider of e-business services for the travel industry, Datalex will resell the Vancouver-based company's XML Middleware products in conjunction with its own products to airlines, hotels, car rental agencies and ferry and train operators.

Carmanah further penetrates Indian market

Victoria's Carmanah Technologies has sold 22 of its Model 701 marine lights to the port in the Indian city of Kandla, one of the largest ports in the country and site of the nation's only free trade zone. Carmanah says it sees tremendous potential for marine navigation products in India, with its 12 major ports, 150 minor ports, and 12,000 kilometers of coastline and navigable waterways.

Kelowna cabbies will use Digital Dispatch

With a sale to Kelowna Cabs (1981) Ltd. of Kelowna, Richmond's Digital Dispatch Systems Inc. has expanded further into the province's interior. The purchase is of the company's Taxi-Track dispatching software and 46 in-vehicle KST 260 mobile data terminals with GPS and credit card capabilities, and will be operational this June.

May 7 - Mergers and Acquisitions as an Exit Strategy in 2002, presented by VIATeC at the International House in Victoria. Corum Group Ltd. founder and president Brad Milne will share from his 28 years of experience advising technology firms on M&As. For more information, visit www.viatec.ca.

May 8-9 - Corporate e-learning Workshop and Conference, presented by New Media BC at UBC Robson Square. Two days of events focused around corporate e-learning will give participants the skills to launch similar programs in their own companies. For more information, call (604) 739-9878 or visit www.newmediabc.com.

May 9 - Doing Business with Sun Microsystems, presented by the BCTIA at the Four Seasons Hotel in Vancouver. Steve Dow, Sun Canada's VP of partner sales, will discuss how companies can work with Sun as part of BCTIA's Tech Tool Box breakfast series. For more information, visit www.bctia.org.

May 11 - Nimble Neuron Ultimate Tournament, presented by the BCTIA at the University of British Columbia. An annual charity event with half the proceeds going to Covenant House, the ultimate tournament is followed by a BBQ and beer garden, with various prizes to be won. For more information, visit www.bctia.org.

May 14 - Re-branding: Don't go changing just to please me, presented by the BCTIA at the Vancouver Public Library on W. Georgia. Nextphase Strategy's Ullrich Schade and Serebra Corp.'s Bruce Stewart will discuss established companies changing their brand. For more information, visit www.bctia.org.

May 15 - 3rd Annual BC Innovators in IT Awards, presented by CIPS Vancouver at the Westin Bayshore in Vancouver. A night devoted to the recognition of individuals and companies who have made a significant contribution to the community and their organizations. For more information, call (604) 681-2796 or visit www.vancouver.cips.ca.

May 15 - Technology Forecast Briefing, presented by PriceWaterhouseCoopers at the Fairmont Waterfront Hotel in Vancouver. The latest technology forecast briefing topic is Navigating the Future of Software. For more information, call (604) 806-7086 or e-mail angie.dosanjh@ca.pwc.

May 22 - How is BC approaching Public-Private Partnerships? Presented by the BCTIA at the Four Seasons Hotel in Vancouver. The dinner speaker will be provincial Finance Minister Gary Collins, on how the government's approach to public-private partnerships will benefit the province's technology sector and opportunities for the sector to work with the government. For more information, visit www.bctia.org.

May 23 - CEO Roundtable: Building a High Performance Team, presented by the BCTIA at the Terminal City Club in Vancouver. Speakers at this breakfast event will include Mike Satterfield of Yaletown VenturePartners, Jim Charlton of Growthworks Capital and BCTIA chair Morgan Sturdy. For more information, call (604) 683-6159 or visit www.bctia.org.

May 28 - Vancouver Enterprise Forum, at ScienceWorld in Vancouver. Photonics is the topic for the VEF's May networking event. For more information, call (604) 683-5357 or visit www.vef.org.

May 29 - Mentoring in the Morning, presented by the BCTIA at the Hyatt Regency Hotel in Vancouver. The May meeting of the Women in Technology special interest group will focus on the benefits of mentoring and being mentored. For more information, call (604) 683-6159 or visit www.bctia.org.

June 12 - The Annual BCTIA Awards Gala, at the Westin Bayshore in Vancouver. The best and brightest of BC's technology community will be highlighted at the technology sector's premier gala event. For more information, visit www.bctia.org.

TECH MOVERS



ActiveState

Steve Munford will be responsible for day-to-day operations as president and COO of ActiveState, a Vancouver developer of open-source software. Munford was formerly ActiveState's VP operations, and was CIO and VP operations of PC manufacturer Seanix. ActiveState has also added a director of development, Jesse Dougherty, past president and CTO of software start-up Visible Path. New to the team as well is director of marketing Allen Clark, who was with Microsoft's US Marketing Group in Redmond, WA.

Coldswitch Technologies

David Rebak has joined the board of directors and the management team of the Burnaby-based optical component developer. With broad experience in finance, sales and marketing, production and long-term planning with start-up companies, Rebak will immediately lead execution of Coldswitch's marketing strategy and contribute to business planning.

IntraCoastal System Engineering Corp.

James M. Dodds is the new president

and COO of IntraCoastal, a Vancouver developer of Power Line Communications systems, and will also take a seat on the board of directors. With over 30 years of business and management experience with technology and industrial companies, including time as president and CEO of both Vector12 Corp. and Circon Systems Corp., Dodds will oversee IntraCoastal's transition from research and development to commercialization.

Kinexus Bioinformatics

David Turner has taken over the helm of Kinexus as CEO of the Vancouver biotechnology company, also joining the board of directors. With over 23 years of experience in the healthcare and technology industries, the former CEO of BIRC Corp. has successfully managed initial public offerings, acquisitions and business alliances with multi-conglomerate corporations.

Municipal Solutions Group

Mel Couvelier has been appointed to the board of directors of the Victoria-based developer of local government business process automation software. A veteran of the public sector,

Couvelier is a former BC Finance Minister and was Mayor of Saanich for 10 years, bringing an understanding of the need for e-government and technology services by municipal governments as higher levels of government continue to download services to municipalities to the company.

PCNet International

Doug Taylor, the former CEO of the Vancouver Island Advanced Technology Centre, has joined Victoria's PCNet as COO and a member of the board of directors. Taylor has experience in a number of technology industries and spent two decades as an international management consultant. He will help PCNet execute its strategy to consolidate Canada's Internet Service Provider market.

Totally Hip Software Inc.

Stephen Simpson is the new chairman and CEO of Vancouver's Totally Hip Software, and Larry Whitehead, also a director, has taken on the role of CFO. Simpson possesses extensive strategic planning, public relations, marketing and leadership experience as a consultant for clients including Canaccord Capital Corp. and Yorkton Securities. Whitehead has a background in banking, corporate finance and venture capital investment.



For Radical, success begins with a happy family

By Jeff Jedras

Although they might not have the name recognition of another BC new media gaming leader, Electronic Arts, Vancouver's Radical Entertainment Inc. has built a thriving company of more than 200 people cranking out hit games for companies like Sony and Nintendo. And they've done it by becoming a workplace of choice.

Founded in 1991 by president and CEO Ian Wilkinson, some of Radical's better-known games include *Simpsons Road Rage* and *Independence Day*, and they've recently got the nod to develop a game based on the movie *Monsters Inc.* for the Nintendo GameCube Platform.

Add to that an Ernst & Young's Media & Entertainment Entrepreneur of the Year award for Wilkinson in 2001, and a recent nod from Watson Wyatt naming Radical the best company to work for in BC, and Radical seems poised to seize even greater success.

Wilkinson says he's partic-



Radical Entertainment Inc.
president and CEO
Ian Wilkinson

ularly pleased by the recognition from Watson Wyatt, since the results are based on a survey of the company's own employees. That tells him he must be doing right.

"It was a real surprise, because I didn't even know we were participating in the survey and as a result up for the award," says Wilkinson.

"That was a very pleasant surprise, and it was really gratifying to know our employees did value the way we treat them, and the culture, the amount of information we shared with them."

When Radical was founded nearly 11 years ago, in the shadow of the very successful and publicly-traded Electronic Arts, Wilkinson says he realized Radical would never

be able to compete with them in terms of the financial resources that they have to draw upon. Instead, they set out to create an environment that values the person, and values them as an individual.

"We only have two rules at Radical, and everything else is a guideline," says Wilkinson. "We've tried to blur the line between work and fun, and say work can be fun."

By trying to treat each situation as

unique, and each individual as a unique person, Radical has tried to respect their employees as family and involve them in the company, and make sure they're happy in their job. Wilkinson says that has translated into a tremendous level of loyalty.

It's not about money. It's about working somewhere where you can make a difference, where your contribution is respected, and above all that you enjoy being there.

"We only have two rules at Radical, and everything else is a guideline. We've tried to blur the line between work and fun, and say work can be fun."

-- Wilkinson

Microsoft has said they historically pay people 25 percent less than their competition because they wanted people that were hungry to work for Microsoft. Wilkinson isn't sure that Radical pays fundamentally below market, but he says

they certainly don't pay above market either.

"We pay our people fairly, but really that's not what motivates and excites people, it's the opportunity to work on great products with great people in an environment where we unleash their creativity," he says.

For Radical, it's a strategy that appears to have paid off.

EDITOR'S MESSAGE

Welcome to a preview of *BCTechVoice*, a new monthly magazine for the technology community of British Columbia.

When our first full issue arrives in August it will be a 24 page magazine which we hope will feed the appetite in this province for an educational and informative magazine that reflects the opinions, interests and needs of BC's rapidly growing technology sector.

Above all else, *BCTechVoice* will be local. Everyone involved in this endeavor is based in this province, and we are committed to providing you with a publication reflecting the issues and concerns that matter to the technology leaders in British Columbia.

That said, we will be

framing our stories in both the national and the international contexts. After all, your competition isn't just here in BC,

it's in Calgary, Ottawa, San Jose and Helsinki. But behind every story, the objective is to help you build your business, both within BC and elsewhere in the world.

We want *BCTechVoice*

to be the place you turn to get up to date on what's happening in the sector here, and to find out what your competitors and col-

leagues are up to. We also want to provide you with articles that help you grow your business.

Moving from research and development to sales and marketing? We'll tell you how other companies have made the leap. Trying to finance your business plan? We'll tell you who is still looking for investments, and what you have to do to get past their door.

We will bring you a number of sections and features in our first issue. The page to the left offers a preview of some of the key features.

The TechCalendar will be one you'll want to cut out and tack to your wall each month; this is your one stop listing of all the technology events of interest in the next month. TechMovers will tell you where colleagues are moving and who your competitors are hiring, and TechBytes will give a quick synopsis of local company news for the month. Who is getting contracts, downsizing, restructuring? TechBytes is the month in tech at a glance.

These are just a few of the features we'll be rolling out in our first full issue. TechEarnings will give a synopsis of local company earnings reported over the past month. Our book reviews will let you know which new titles are worth taking on your next flight. TechFinanc-

ings will list companies that have recently closed financing rounds, and tell you who is doing the financing.

We'll also have sections focusing on management, education and human resources, as well as a monthly focus piece looking at a specific sector of technology in the province. We'll talk to the experts in biotech, new media or photonics, and let you know what to expect from that sector in the coming year.

What we're most excited about is the opinions/editorial, or op/ed section.

This is your chance to get involved in *BCTechVoice*. After all, our aim is to be your voice. Send us your letters to the editor, giving us your thoughts on one of our articles or on another issue of interest to BC

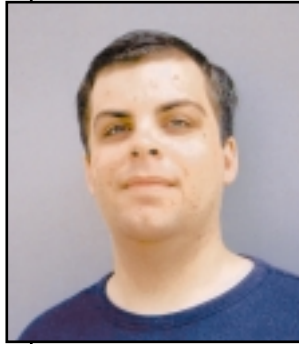
techies. We'll also run editorials where *BCTechVoice* takes a stand on the issues of the day, giving credit where it's due or calling for action from the powers that be.

This is just our starting point. Our template will evolve from issue to issue, and we welcome your feedback on what we're doing, and what you'd like to see. Please e-mail us your thoughts and ideas.

We look forward to working with you to shape a publication that meets your needs and which reflects the diverse and exciting technology sector in BC.

Yours,

Jeff Jedras
Managing Editor,
BCTechVoice



JEFF
JEDRAS

BCTECHVOICE

If you'd like to send us a press release or submit an item for the TechMovers or TechCalendar section of *BCTechVoice*, please e-mail the information in the body of your message to editorial@bctechvoice.com.

We welcome head photos for the TechMovers section. These should be attached to your e-mail in .tiff or .jpeg format, and be at least 200dpi.

Submissions will be published on a space-available basis with priority given

to the most current items.

Hard copy materials may be mailed to Suite #240, 280 Nelson Street, Vancouver, B.C. V6B-2E2.

To pitch a story or to submit a letter to the editor, please contact Jeff Jedras via e-

mail at jeffjedras@bctechvoice.com or call (604) 684-8715.

Please note the editorial department cannot accept faxes. E-mail is our preferred method of communication.

BC TECH VOICE

Welcome!

You hold in your hands the only product exclusively serving the high-tech industry in British Columbia, a product that was born after months of research, analysis and development. BC TechVoice is your newspaper and our promise to you is that we will keep you up to date and informed about B.C.'s exciting high tech industry.

Let us know what you think and how this newspaper can best serve your needs!

TECH RATES

British Columbia Rates - 2002		Circulation 10,400		
SIZE	1-2x	3-5x	6-11x	12x
Double page	\$2673.00	\$2270.00	\$2005.00	\$1870.00
Full page	\$1485.00	\$1275.00	\$1115.00	\$1040.00
Magazine page	\$1040.00	\$885.00	\$780.00	\$730.00
1/2 page	\$965.00	\$820.00	\$725.00	\$675.00
1/4 page	\$580.00	\$483.00	\$435.00	\$405.00
1/8 page	\$350.00	\$298.00	\$260.00	\$245.00
strip size	\$435.00	\$370.00	\$325.00	\$305.00
ear lug	\$500.00	\$425.00	\$375.00	\$350.00
Front page	(where applicable add 25% to above rates)			
One colour	\$185.00			
Two colour	\$385.00			
Full colour	\$485.00			

MECHANICALS

Double page spread	21.5" x 12.5"
Full Page.....	10.25" x 12.5"
Magazine Page	7.65" x 9.16"
1/2 Page Horizontal	10.25" x 6.10"
1/2 Page Vertical	5.06" x 12.25"
1/4 Page Horizontal	2.47" x 10.25"
1/4 Page Standard	5.06" x 3.0"
1/8 Page Vertical	2.47" x 6.08"
1/8 Page Standard	5.06" x 3.0"
Strip	10.25" x 1.45"
Page Lugs	1.56" x 1.56"

Required	Electronic files or film with proofs.
Film	85-line screen, right-reading, emulsion-side down with proofs.
Colour	Process or PMS spot colours (PMS colours may need to be converted to CMYK during production depending on press requirements).
Electronic Files	MAC formatted in QuarkXpress with all fonts and supporting graphics (TIFF or EPS), or Illustrator files with all fonts converted to curves.
Production Dept.	Send ad materials electronically to ads@bctechvoice.com

BE IN TOUCH

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Our Readership

Readers of BC TechVoice are decision makers or decision influencers in the advanced technology industry. They have both personal and professional interests in the growth of the technology industry. They are responsible for producing and providing knowledge-based products and services, and are major users of information technology. They include; employees of firms that provide goods and services to knowledge-based industry and post secondary science, technology and engineering.

Our readership profile would include the following sectors:

Advanced materials, Aerospace, Agrifood, Automation, Biotech, Computer Hardware, Consulting Services, Defence, Ecommerce, Education, Energy, Environment, Financial Institutions & Investment Services, Governments, Health Sciences, Internet, IT Consulting, Multimedia, Next Generation Manufacturing, Oil & Gas, Photonics, Software, Technology Associations, Research and Development, Telecommunications and Transportation. And most importantly, they all live, work and accomplish right here in British Columbia.

Distribution Methodology

Newspapers are delivered free of charge by a controlled distribution program using two highly efficient programs. By courier, in quantities requested and confirmed by telephone within high-tech organizations, and in strategic rack locations around technology clusters. BC TechVoice is also circulated through technology-industry service providers and to paying subscribers. Our distribution is truly province-wide reaching from Vancouver Island to Kelowna.

Look for the first issue of
BC TechVoice coming this August.
For distribution info, e-mail distribution@bctechvoice.com.