

### 2007 Utah Deal Flow Report

The MountainWest Capital Network is pleased to present the twelfth annual edition of the Deal Flow Report for the State of Utah. We have provided a listing of 132 Utah deals completed in 2007, including 9 public offerings, 69 venture capital/private equity investments and 53 merger/acquisition transactions.

#### For more information, see the introduction on page 1.

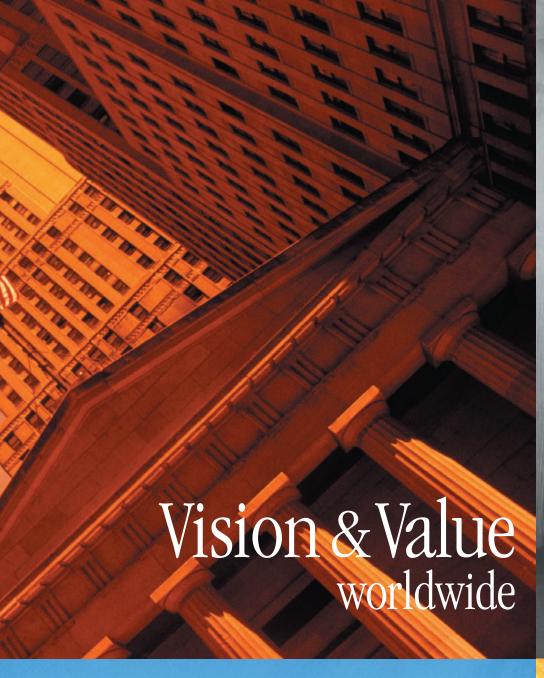
	Number of Deals	Transaction Valuation
Public Offerings	9	\$ 3,212,718,688
Venture Capital/Private Equity	69	\$ 565,135,400
Mergers and Acquisitions	<u>53</u>	\$ 4,495,986,082
Total	131	\$ 8,273,840,170

The information in this report has not been independently verified and should not be relied upon in any way. Furthermore, this is not a complete listing of all the deals in Utah, since many were confidential, not reported or had insufficient data for inclusion.

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### Introduction

The MountainWest Capital Network is pleased to present the 2007 Utah Deal Flow Report. The Deal Flow Report is Utah's only comprehensive publication tracking financial deals statewide. The information presented in this year's Report was primarily collected through the MountainWest Capital Network's website. In addition, we received significant data from MountainWest Capital Network members and other professionals within the financial community and from a variety of print, Internet and other media sources.

This is now our twelfth year of reporting deal flow activity within the state. This year's Report contains 131 transactions representing a full spectrum of public offerings, mergers and acquisitions, venture capital financings, private placements, and other financings. The transactions range in size from an angel investment of \$50,000 to an initial public offering of over \$2,211,000,000. We have not included transactions with a value of less than \$50,000.

We have aggregated the angel investments and other transactions into the Private Equity and Venture Capital section. We have included a one page list of transactions that were announced but for which no transaction value was reported. We wanted to make people aware of these transactions, which may have been significant.

We invite you to report your deals throughout the year on our website at <a href="www.mwcn.org">www.mwcn.org</a> and look forward to your ongoing participation in our efforts to gather and publicize all of Utah's financial deals. By highlighting these transactions, we hope to promote capital formation and growth opportunities in Utah, gain greater attention from the venture capital and investment communities nationwide, and promote our state's dynamic business environment.

We want to thank this year's sponsors – Ballard Spahr Andrews & Ingersoll, Deloitte, Durham Jones Pinegar, Grant Thornton, Holme Roberts & Owen, InnoVentures Capital Partners, Parsons Behle Latimer, PricewaterhouseCoopers, Tanner LC, State of Utah's Department of Commerce Division of Securities, USTAR and Zions Bank – without whom this year's Deal Flow Report would not have been possible. I would also like to thank the members of the Deal Flow Committee for their tireless efforts to complete this year's Report.

Sincerely,

Reed Chase

Co-Chair, Deal Flow Committee MountainWest Capital Network

**Brad Bertoch** 

Co-Chair, Deal Flow Committee MountainWest Capital Network



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Join online at www.mwcn.org or mail application with check or money order payable to: MountainWest Capital Network; PO Box 25773, Salt Lake City, UT 84125-0773; info@mwcn.org; (801) 966-1430, phone; (801) 966-1705, fax



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March 20, 2008

The MountainWest Capital Network is proud to announce the unveiling today of our 2007 Deal Flow Report. This year's Deal Flow Report marks the 12<sup>th</sup> year that we have gathered, summarized and published this information for the Utah business community and others involved in the capital raising process. The purposes of the Report are to identify and recognize:

- Companies that raised capital and participated in other significant business transactions;
- Financing sources that provided capital to Utah-based business; and
- Service providers and other professionals who supported capital raising efforts.

The Deal Flow Report is prepared and published in order to further the MountainWest Capital Network's mission of (a) fostering the dynamic flow of information about capital formation and distribution, (b) educating and mentoring excellence, and (c) recognizing and rewarding business success and performance. The Report does not contain information on a number of transactions that were either confidential or otherwise not publicly disclosed. Nonetheless, we believe the Report represents the most comprehensive and complete annual assessment of capital raising and business transactions compiled in the State of Utah.

Utah experienced a substantial surge in deal making in 2007 in comparison to 2006. During 2007 there were 9 public offerings, one of which was an IPO valued at \$2.211,000,000; venture capital and private equity transactions increased both in terms of the number of transactions and the aggregate dollar amounts raised. M&A activity also increased significantly. The total value of all categories of reported transactions exceeds \$8,273,000,000!

In addition to the Deal Flow Report, the MountainWest Capital Network sponsors several other programs each year, including the Utah 100 Program, the Entrepreneur of the Year Award Program, and monthly networking luncheons for members and guests. If you are looking for the people who are active in the building of Utah businesses, the MountainWest Capital Network is the place to be!

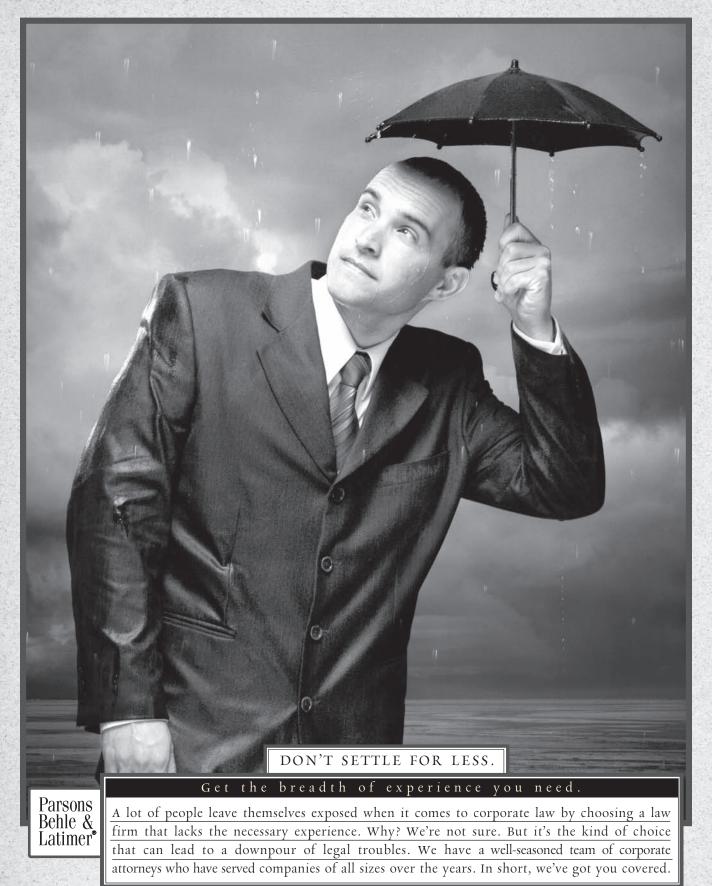
We salute the tireless efforts of the members of the Deal Flow Committee who donated their time, talent and energies to this worthwhile and ambitious project. We also express appreciation to the sponsors of the 2007 Deal Flow Program. Without their financial support, this effort would not be possible.

Sincerely,

Thomas R. Taylor

Chairman

Devin D. Thorpe President



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# **Public Offerings**

The nine transactions in 2007 totaled approximately \$3,212,718,000 which is a substantial increase from 2006 and indicates the volatility in a state like Utah which typically has only a few transactions each year. This section is highlighted by the \$2.2 billion initial public offering by Boart Longyear and the \$753 million initial public offering by Energy Solutions. The information in this section was primarily obtained from SEC filings.

### BMB Munai, Inc.

**324 South 400 West, Suite 250** Phone: 801-355-2227

Salt Lake City, UT 84101 Fax: N/A

Website: bmbmunai.com

CEO: Boris Cherdabayev
CFO: Sanat Kasymov

Stage of Development: Generating Revenue

Year Founded: 1981 Number of Employees: 261

Business: Independent oil and gas company

Industry: Energy

#### **Financing**

Type of Deal: 5.0% Convertible Senior Notes due 2012

Price per Share: N/A
Number of Shares: N/A

Amount Raised: \$60,000,000

Date of Offering: September 2007

Listing Information: N/A
Lead Underwriter(s): N/A
Co-Manager(s): N/A

#### **Outside Professionals**

Company's Counsel: Holland & Hart LLP

Accounting Firm: N/A Other Advisors: N/A

#### **Additional Comments**

### **Boart Longyear**

**2640 West 1700 South Salt Lake City, UT 84104**Phone: 801-972-6430

Fax: 801-977-3374

Website: bootlengues of

Website: boartlongyear.com

CEO: Paul Brunner CFO: Don Newman

Stage of Development: Generating Revenue

Year Founded: 1890 Number of Employees: 9,000

Business: Provider of drilling services and products to the global

minerals industry

Industry: Manufacturing

### **Financing**

Type of Deal: Initial public offering

Price per Share: \$1.49

Number of Shares: 1,485,250,000
Amount Raised: \$2,211,000,000
Date of Offering: April 2007
Listing Information: SEATS: BLY

Co-Manager(s): MacQuarie, Goldman Sachs JBWere and UBS

#### **Outside Professionals**

Company's Counsel: Allens Arthur Robinson

Accounting Firm: Deloitte
Other Advisors: Tatum LLC

#### **Additional Comments**

# **Broadcast International, Inc.**

**7050 Union Park Ave. #600 Salt Lake City, UT 84047**Phone: 801-562-2252

Fax: 801-562-1773

Website: brin.com

CEO: Rod Tiede CFO: Reed Benson

Stage of Development: Generating Revenue

Year Founded: 1983 Number of Employees: 55

Business: Video-Powered Business Solutions

Industry: Telecommunications

#### **Financing**

Type of Deal: Common stock offering with warrants

Price per Share: N/A
Number of Shares: N/A

Amount Raised: \$6,353,000
Date of Offering: October 2007
Listing Information: OTC BB: BCST

Lead Underwriter(s): N/A Co-Manager(s): N/A

#### **Outside Professionals**

Company's Counsel: Holland & Hart LLP Accounting Firm: H.J. and Associates

Other Advisors: N/A

#### **Additional Comments**

# **Broadcast International, Inc.**

**7050 Union Park Ave. #600 Salt Lake City, UT 84047**Phone: 801-562-2252

Fax: 801-562-1773

Website: brin.com

CEO: Rod Tiede CFO: Reed Benson

Stage of Development: Generating Revenue

Year Founded: 1983 Number of Employees: 55

Business: Video-Powered Business Solutions

Industry: Telecommunications

#### **Financing**

Type of Deal: 6.25% senior secured convertible promissory

note

Price per Share: N/A
Number of Shares: N/A

Amount Raised: \$15,000,000
Date of Offering: December 2007
Listing Information: OTC BB: BCST

Lead Underwriter(s): N/A Co-Manager(s): N/A

#### **Outside Professionals**

Company's Counsel: Holland & Hart LLP Accounting Firm: H.J. and Associates

Other Advisors: N/A

#### **Additional Comments**

# **Energy Solutions**

**423 West 300 South Suite 200** Phone: 801-649-2000 **Salt Lake City, UT 84101** Fax: 801-321-0453

Website: energysolutions.com

CEO: Steve Creamer
CFO: Philip Strawbridge
Stage of Development: Generating Revenue

Year Founded: 1988 Number of Employees: 5000

Business: Nuclear services

Industry: Energy

#### **Financing**

Type of Deal: Initial Public Offering

Price per Share: \$23.00
Number of Shares: 32,722,250
Amount Raised: \$752,611,750
Date of Offering: November 2007
Listing Information: NYSE: ES

Lead Underwriter(s): Credit Suisse, JPMorgan, Morgan Stanley

Co-Manager(s): D.A. Davidson & Co., UBS, Banc of America Securities

#### **Outside Professionals**

Company's Counsel: Weil Gotshal

Accounting Firm: Ernst & Young LLP

Other Advisors: D.A. Davidson & Co., Cravath, Swaine & Moore LLP

#### **Additional Comments**

# FX Energy, Inc.

 3006 Highland Dr. Ste. 206
 Phone:
 801-486-5555

 Salt Lake City, UT 84106
 Fax:
 801-486-5755

 Website:
 fxenergy.com

CEO: David N. Pierce CFO: Clay Newton

Stage of Development: Generating Revenue

Year Founded: 1989 Number of Employees: 42

Business: Exploration and production of oil and gas

Industry: Energy

#### **Financing**

Type of Deal: Common Stock

Price per Share: \$8.63 Number of Shares: 1,500,000 Amount Raised: \$12,900,000 Date of Offering: July 2007

Listing Information: NASDAQ: FXEN

Lead Underwriter(s): C.K. Cooper & Company, Inc.

Co-Manager(s): N/A

#### **Outside Professionals**

Company's Counsel: Kruse, Landa, Maycock & Ricks, LLC

Accounting Firm: PricewaterhouseCoopers LLP

Other Advisors: N/A

#### **Additional Comments**

# Omniture, Inc.

**550 East Timpanogos Circle** Phone: **Orem, UT 84097** Fax:

Fax: 801-722-7001 Website: omniture.com

801-722-7000

CEO: Josh James CFO: Mike Herring

Stage of Development: Generating Revenue

Year Founded: 1996 Number of Employees: 350

Business: Provider of Online Business Optimization Software

Industry: Technology

#### **Financing**

Type of Deal: Secondary Public Offering

Price per Share: \$18.15 Number of Shares: 8,376,250 Amount Raised: \$152,028,938 Date of Offering: June 2007

Listing Information: NASDAQ: OMTR

Lead Underwriter(s): Morgan Stanley, Credit Suisse

Co-Manager(s): Deutsche Bank, JMP Securities, Montgomery & Co.

#### **Outside Professionals**

Company's Counsel: Wilson Sonsini Goodrich & Rosati, P.C.

Accounting Firm: Ernst & Young LLP

Other Advisors: N/A

#### **Additional Comments**

## **ZAGG** Incorporated

 3855 S 500 W Suite J
 Phone:
 801-263-699

 Salt Lake City, UT 84115
 Fax:
 801-263-1841

 Website:
 zagg.com

CEO: Robert G. Pedersen II
CFO: Brandon T. O'Brien
Stage of Development: Generating Revenue

Year Founded: 2005 Number of Employees: 65

Business: Consumer Electronics Accessories

Industry: Consumer Services

#### **Financing**

Type of Deal: PIPE
Price per Share: \$1.00
Number of Shares: 1,975,000
Amount Raised: \$1,975,000
Date of Offering: August 2007
Listing Information: OTC BB: ZAGG

Lead Underwriter(s): N/A Co-Manager(s): N/A

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: Empire Financial

#### **Additional Comments**

## **ZAGG** Incorporated

 3855 S 500 W, Suite J
 Phone:
 801-263-699

 Salt Lake City, UT 84115
 Fax:
 801-263-1841

 Website:
 zagg.com

CEO: Robert G. Pedersen
CFO: Brandon T. O' Brien
Stage of Development: Generating Revenue

Year Founded: 2005 Number of Employees: 65

Business: Consumer Electronics Accessories

Industry: Consumer Services

#### **Financing**

Type of Deal: PPM
Price per Share: \$1.00
Number of Shares: 850,000
Amount Raised: \$850,000
Date of Offering: August 2007
Listing Information: OTC BB: ZAGG

Lead Underwriter(s): N/A Co-Manager(s): N/A

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: Empire Financial

#### **Additional Comments**



to those Utah companies recognized in the 2007 Deal Flow Book.

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### **Venture Capital / Private Equity**

The composition of this category includes deals that were categorized as "Other" in previous years' Deal Flow Reports. We have also included deals in this section completed by angel investors that would not be traditionally categorized as venture capital or private equity. We feel this broader categorization provides interesting insights into the patterns of capital investment in the state of Utah. Other sources publish venture capital investing data that strictly defines this category and can be referenced for another view.

There was a steep increase in venture capital and private equity investing in Utah during 2007 with transactions of about \$565,000,000. A significant portion of the funding in this category was the \$250 million financing of 212 Resources during 2007. Without this transaction, the venture capital and private equity investing in Utah during 2007 would have been comparable to the levels in 2006.

The information in this section was obtained from a variety of sources but primarily from the MountainWest Capital Network's website (www.mwcn.org), which received submissions from a number of companies and the local financial community.

### 212 Resources

**380 East Main Street Building B. Suite 204** Phone: 435-654-9191 **Midway, UT 84049** Fax: 435-654-9192

Website: 212resources.com

CEO: James W. Schleiffarth CFO: Michael Zumwalt Stage of Development: Generating Revenue

Year Founded: 2004 Number of Employees: 22

Business: Gas/Oil Field Services

Industry: Business Services

#### **Financing**

Transaction Description: Credit Line

Amount Raised: \$250,000,000 Date of Financing: September 2007

Investors: G.E. Financial Services

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

### Allegiance, Inc

**10713 South Jordan Gateway, Ste. 120** Phone: 801-617-8000 **South Jordan, UT 84095** Fax: 801-302-9043

Website: allegiance.com

CEO: Adam Edmunds

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2006 Number of Employees: 45

Business: Enterprise feedback management

Industry: Technology

#### **Financing**

Transaction Description: Series A Preferred Stock

Amount Raised: \$5,700,000 Date of Financing: April 2007

Investors: Allegis Capital, TPP Capital Advisors, Nippon

Venture Capital

#### **Outside Professionals**

Company's Counsel: Wilson, Sonsini, Goodrich & Rosati

Accounting Firm: Tanner LC

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

# **Amedica Corporation**

 615 Arapeen Drive, Suite 302
 Phone:
 801-583-5100

 Salt Lake City, UT 84108
 Fax:
 801-583-8635

 Website:
 amedicacorp.com

CEO: Ashok C. Khandkar
CFO: Reyn Gallacher
Stage of Development: Generating Revenue

Year Founded: 1996 Number of Employees: 33

Business: Medical supplies and devices

Industry: Biotechnology

#### **Financing**

Transaction Description: Series D preferred stock

Amount Raised: \$13,200,000
Date of Financing: May 2007
Investors: N/A

#### **Outside Professionals**

Company's Counsel: Mintz Levin Accounting Firm: Ernst & Young

Other Advisors: Creation Capital LLC

#### **Additional Comments**

### AtTask, Inc.

1313 N Research Way Phone: Orem, UT 84097 Fax:

Website: attask.com

801-373-3266

801-437-4355

CEO: Scott C. Johnson

CFO: Brock Day

Stage of Development: Generating Revenue

Year Founded: 2001 Number of Employees: 50

Business: Project Management Software

Industry: Technology

#### **Financing**

Transaction Description: Venture Capital

Amount Raised: \$7,000,000 Date of Financing: June 2007

Investors: OpenView Venture Partners

#### **Outside Professionals**

Company's Counsel: Howard, Lewis & Petersen, PC

Accounting Firm: Gilbert & Stewart

Other Advisors: N/A

#### **Additional Comments**

### **Axial Biotech**

2749 E. Parley's Way, Suite 210 Salt Lake City, UT 84109 Phone: 801-478-1650
Fax: 801-487-2477
Website: axialbiotech.com

CEO: John Climaco

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2003 Number of Employees: N/A

Business: Surgical Devices

Industry: Biotechnology

#### **Financing**

Transaction Description: Series B Financing

Amount Raised: \$15,300,000 Date of Financing: January 2007

Investors: J & J Development Corporation, vSpring Capital,

Medtronic Sofamor Danek, & Ohio Biotech Group

#### **Outside Professionals**

Company's Counsel: Wilson Sonsini Goodrich & Rosati

Accounting Firm: N/A

Other Advisors: VenCore Solutions, LLC (Venture Lending)

#### **Additional Comments**

### AxisPointe, Inc.

 2989 West Maple Loop, Suite 300
 Phone:
 801-753-0070

 Lehi, UT 84043
 Fax:
 801-753-0071

Website: homeprofile.net

CEO: Andrew K. Smith CFO: Matthew Judd

Stage of Development: Generating Revenue

Year Founded: 2002 Number of Employees: 35

Business: Software provider to the construction industry

Industry: Information Technology

#### **Financing**

Transaction Description: Series C

Amount Raised: \$6,000,000 Date of Financing: May 2007

Investors: Blum Capital Partners

#### **Outside Professionals**

Company's Counsel: Bennett Tueller Johnson Deere Accounting Firm: Beech, Morley and Berrett P.C.

Other Advisors: N/A

#### **Additional Comments**

# **Chapman Innovations**

**343 West 400 South** Phone: 801-415-25 **SLC, UT 84101** Fax: 801-415-2001

Website: chapmaninnovations.com

CEO: Tyler Thatcher

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Manufactures fire proof materials for racing industry

Industry: Manufacturing

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$300,000 Date of Financing: January 2007

Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

### **Coherex Medical Inc.**

**3598 West 1820 South Salt Lake City, UT 84104**Phone: 801-433-9900

Fax: 801-433-9901

Website: coherex.com

CEO: Richard J. Linder
CFO: Trent Loveless
Stage of Development: Development

Year Founded: 2003 Number of Employees: N/A

Business: Medical Device Development

Industry: Medical Device

#### **Financing**

Transaction Description: Sale of Series A Convertible Preferred Stock

Amount Raised: \$8,525,000 Date of Financing: April 2007

Investors: Oxford Bioscience & vSpring Capital

#### **Outside Professionals**

Company's Counsel: Wilson, Sonsini, Goodrich & Rosati

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

### Control4

 11734 South Election Road, Suite 200
 Phone:
 801-523-3100

 Salt Lake City, UT 84020
 Fax:
 801-523-3199

Website: control4.com

CEO: William West
CFO: Mark Novakovich
Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: 125

Business: Develop home automation products and home

entertainment systems

Industry: Technology

### **Financing**

Transaction Description: Series E

Amount Raised: \$11,000,000 Date of Financing: April 2007

Investors: Foundation Capital, Frzier Healthcare Ventures,

Thomas Weisel Partners, vSpring Capital

#### **Outside Professionals**

Company's Counsel: Perkins Coie

Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

### **Creative Woodworks**

**2210 West Alexander St. WVC, UT 84119**Phone: 801-746-2405

Fax: 801-746-2406

Website: creativewoodworksinc.com

CEO: Jose Lopez

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2001 Number of Employees: N/A

Business: Custom cabinetry

Industry: Manufacturing

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$165,000

Date of Financing: September 2007 Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# **Cymphonix Corporation**

**8871 South Sandy Parkway** Phone: 801-938-1500

**Sandy, UT 84070** Fax: N/A

Website: cymphonix.com

CEO: Brent Nixon
CFO: Kent Thomas

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Develops & sells content filtering network appliance

with bandwidth management software

Industry: Technology

### **Financing**

Transaction Description: N/A

Amount Raised: \$3,896,100 Date of Financing: May 2007

Investors: vSpring Capital, Prospector Equity Capital &

**Angel Investors** 

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

# **DAZ Productions, Inc.**

**1350 E. Draper Pkwy** Phone: 801-495-1777

Draper, UT 84020 Fax: N/A

Website: daz3d.com

CEO: Dan Farr CFO: Brian Davis

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: 3D Art, software and content

Industry: Information Technology

#### **Financing**

Transaction Description: Series A

Amount Raised: \$4,200,000
Date of Financing: June 2007
Investors: Highway 12

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

### **DirectPointe**

**333 S. 520 W. Suite 200** Phone: 801-805-9700

Lindon, UT 84042 Fax: N/A

Website: directpointe.com

CEO: Michael D. Proper CFO: Keith D. Carter

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: IT Outsourcing Solutions

Industry: Business Services

#### **Financing**

Transaction Description: Received \$4 million funding from Zions Bank

Amount Raised: \$4,000,000
Date of Financing: July 2007
Investors: Zions Bank

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# DriverTech, LLC

 1960 Milestone Drive
 Phone:
 801-468-999

 SLC, UT 84104
 Fax:
 801-487-2775

Website: drivertech.com

CEO: Mark Haslam
CFO: Brendan Marshal
Stage of Development: Generating Revenue

Year Founded: 1995 Number of Employees: N/A

Business: Truck PC - hardware and software

Industry: Information Technology

#### **Financing**

Transaction Description: Part of bridge

Amount Raised: \$500,000 Date of Financing: June 2007

Investors: InnoVentures/UTFC, Olympus Angels, and Utah

and east coast private investors

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

# **Dynamic Confections**

**1050 S. 200 W.** Phone: 801-355-4422 **Salt Lake City, UT 84101** Fax: 801-355-5546

Website: dynamicchocolates.com

CEO: Taz Murray
CFO: Al VanLeeuwen

Stage of Development: Generating Revenue

Year Founded: 1948 Number of Employees: 500

Business: Boxed Chocolates

Industry: Food Services

#### **Financing**

Transaction Description: Private Equity Investments

Amount Raised: \$2,000,000
Date of Financing: November 2007
Investors: Dolphin Capital

#### **Outside Professionals**

Company's Counsel: Parr Waddoups Accounting Firm: Grant Thornton

Other Advisors: N/A

#### **Additional Comments**

# Ear Hugger Safety, Inc.

 1819 North Main #8
 Phone:
 801-371-8900

 Spanish Fork, UT 84660
 Fax:
 801-371-8901

Website: earhuggersafety.com

CEO: Bill Marshall

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2004 Number of Employees: N/A

Business: Police communications products

Industry: Manufacturing

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$150,000 Date of Financing: May 2007

Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# **EAU Technologies, Inc.**

 1464 West 40 South, Suite 200
 Phone:
 801-443-1031

 Lindon, UT 84042
 Fax:
 801-443-1029

 Web sites
 800-443-1029

Website: eau-x.com

CEO: Wade R. Bradley
CFO: Brian D. Heinhold
Stage of Development: Generating Revenue

Year Founded: 1998 Number of Employees: 36

Business: Designs, develops, and makes equipment and process

systems that clean and disinfect surfaces and foo

Industry: Food Services

### **Financing**

Transaction Description: Debt restructuring

Amount Raised: \$4,200,000 Date of Financing: May 2007

Investors: Peter Ullrich and Water Science, LLC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

### **Encover, Inc**

150 W. Civic Center Dr, Ste 601

Sandy, UT 84070

Phone: 801-208-5000 Fax: 801-208-5002

Website: encover.com

CEO: Chip Overstreet CFO: JB Henriksen

Stage of Development: Generating Revenue

Year Founded: 2001 Number of Employees: 100

Business: Business Process Outsource for Manufacturers -

**Selling Service Contracts** 

Industry: Financial Services

### **Financing**

Transaction Description: Add on Round to last round of funding

Amount Raised: \$2,000,000
Date of Financing: November 2007

Investors: Sigma Partners, Doll Capital, Baird Capital

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

# **Extend Health, Inc. (FKA: Extend Benefits Group)**

 2150 South 1300 East, Ste. 320
 Phone:
 866-322-2824

 Salt Lake City, UT 84106
 Fax:
 801-413-0991

 Website:
 extendhealth.com

CEO: Bruce A. Williams
CFO: Andres J. Moley
Stage of Development: Generating Revenue

Year Founded: 1999 Number of Employees: N/A

Business: Provides contribution health care solutions to different

corporations.

Industry: Financial Services

### **Financing**

Transaction Description: N/A

Amount Raised: \$15,000,000 Date of Financing: September 2007

Investors: Psilos Group Managers, LLC, Undisclosed

Corporate Investor

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# Family 180, LLC

 1400 North 477 West
 Phone: N/A

 Orem, UT 84057
 Fax: N/A

 Website: N/A

CEO: Manager: Scott McCleskey

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2006 Number of Employees: N/A

Business: Residential Behavioral Treatment Centers

Industry: Healthcare

#### **Financing**

Transaction Description: Unit Purchase

Amount Raised: \$250,000
Date of Financing: January 2007

Investors: N/A

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# Flying Sensors, LLC

 466 Lawndale Drive
 Phone:
 801-649-5945

 SLC, UT 84115
 Fax:
 801-655-1827

 Website:
 flyingsensors.com

CEO: Bob Carter

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2006 Number of Employees: N/A

Business: Civilian use unmanned aircraft

Industry: Manufacturing

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$150,000 Date of Financing: July 2007

Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

### **Freshmed**

**825 Hilltop Road** Phone: 801-631-7288 **Salt Lake City, UT 84103** Fax: 801-596-1386

Website: N/A

CEO: Steven C. Eror CFO: Judy Heilpern

Stage of Development: Generating Revenue

Year Founded: 2005 Number of Employees: 6

Business: Medical Device

Industry: Biotechnology

#### **Financing**

Transaction Description: Private Debt

Amount Raised: \$675,000

Date of Financing: December 2007 Investors: Angel Investors

#### **Outside Professionals**

Company's Counsel: Durham Jones & Pinegar

Accounting Firm: Tanner LC

Other Advisors: Squire & Co (Tax)

#### **Additional Comments**

# Globecast Enterprise Services, Inc.

**1193 West 2400 South Suite A** Phone: 801-908-1100

SALT LAKE CITY, UT 84119 Fax: N/A Website: N/A

CEO: Keven Cahoon CFO: Mark Santiago

Stage of Development: Generating Revenue

Year Founded: 2000 Number of Employees: N/A

Business: Corporate satelite communications solutions

Industry: Telecommunications

#### **Financing**

Transaction Description: Leveraged Buyout

Amount Raised: \$4,300,000 Date of Financing: March 2007

Investors: Wasatch Venture Fund and Individual Investors

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

# **Grant Life Sciences, Inc.**

**1787 East Fort Union Blvd., Suite 202** Phone: 801-733-8780 salt lake city, UT **84121** Fax: 801-733-0842

Website: grantlifesciences.com

CEO: Hun-Chi Lin
CFO: Doyle Judd
Stage of Development: Pre-Revenue

Year Founded: 2004 Number of Employees: N/A

Business: Development of rapid diagnostic tests

Industry: Biotechnology

#### **Financing**

Transaction Description: Convertible debt with warrants

Amount Raised: \$500,000 Date of Financing: June 2007

Investors: NIR

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC Other Advisors: Tatum LLC

#### **Additional Comments**

# **Grant Life Sciences, Inc.**

**1787 East Fort Union Blvd., Suite 202** Phone: 801-733-8780 **Salt Lake City, UT 84121** Fax: 801-733-0842

Website: grantlifesciences.com

CEO: Hun-Chi Lin
CFO: Doyle Judd
Stage of Development: Pre-Revenue

Year Founded: 2004 Number of Employees: N/A

Business: Development of rapid diagnostic tests

Industry: Biotechnology

#### **Financing**

Transaction Description: Convertible debt with warrants

Amount Raised: \$400,000

Date of Financing: November 2007

Investors: NIR

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC Other Advisors: Tatum LLC

#### **Additional Comments**

# **Grant Life Sciences, Inc.**

**1787 East Fort Union Blvd., Suite 202** Phone: 801-733-8780 **Salt Lake City, UT 84121** Fax: 801-733-0842

Website: grantlifesciences.com

CEO: Hun-Chi Lin
CFO: Doyle Judd
Stage of Development: Pre-Revenue

Year Founded: 2004 Number of Employees: N/A

Business: Development of rapid diagnostic tests

Industry: Biotechnology

#### **Financing**

Transaction Description: Convertible debt with warrants

Amount Raised: \$300,000 Date of Financing: March 2007

Investors: NIR

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC Other Advisors: Tatum LLC

#### **Additional Comments**

### Heritage Makers, Inc.

**433 Eastbay Blvd. Suite 201** Phone: 801-437-8000

**Provo, UT 84606** Fax: N/A

Website: heritagemakers.com

CEO: Christopher Lee

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2000 Number of Employees: N/A

Business: Direct selling, party-plan company focused on

storybooking

Industry: Retail

### **Financing**

Transaction Description: Bridge Funding

Amount Raised: \$1,150,000 Date of Financing: July 2007

Investors: James Currier, Kenneth M. Woolley, and T Minus

10 Ventures

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm:

Other Advisors: N/A

#### **Additional Comments**

### iArchives, Inc.

 355 South 520 West, Ste. 175
 Phone:
 801-494-6500

 Lindon, UT 84042
 Fax:
 801-494-6490

Website: iarchives.com

CEO: Russ Wilding

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1994 Number of Employees: 35

Business: Provides document digitization and conversion

services.

Industry: Technology

### **Financing**

Transaction Description: N/A

Amount Raised: \$1,101,000 Date of Financing: August 2007

Investors: Canopy Group, Century Capital Management, Inc.

#### **Outside Professionals**

Company's Counsel: Dorsey & Whitney LLP

Accounting Firm: Tanner LC and PricewaterhouseCoopers LLP

Other Advisors: N/A

#### **Additional Comments**

### **Ikano Communications**

124 North Charles LindberghPhone:801-924-0900Salt Lake City, UT 84116Fax:801-924-0908Website:ikano.com

CEO: George Naspo

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Provider of internet access and IP services.

Industry: Technology

#### **Financing**

Transaction Description: N/A

Amount Raised: \$26,000,000
Date of Financing: June 2007
Investors: AT&T

#### **Outside Professionals**

Company's Counsel: Holland & Hart LLP Accounting Firm: Ernst & Young

Other Advisors: N/A

#### **Additional Comments**

# **In Store Broadcasting Network**

 175 S. Main Street, Suite 1600
 Phone:
 801-746-1723

 Salt Lake City, UT 84111
 Fax:
 801-596-1838

 Website:
 ibnads.com

CEO: Robert Brazell CFO: Robin Nebel

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Audio and video advertising in the retail environment

Industry: Media

#### **Financing**

Transaction Description: Venture funding

Amount Raised: \$2,500,000
Date of Financing: January 2007

Investors: N/A

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# Infopia, Inc.

56 East Broadway, 4th FloorPhone:801-990-4700Salt Lake City, UT 84111Fax:801-990-4710Website:infopia.com

CEO: Bjorn Espenes

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1999 Number of Employees: N/A

Business: Provide e-commerce and marketing solutions for

Internet sites

Industry: Information Technology

### **Financing**

Transaction Description: N/A

Amount Raised: \$9,437,200 Date of Financing: August 2007

Investors: Hummer Winblad Venture Partners, Trident

Capital, UV Partners

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# Infopia, Inc.

56 East Broadway, 4th FloorPhone:801-990-4700Salt Lake City, UT 84111Fax:801-990-4710Website:infopia.com

CEO: Bjorn Espenes

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1999 Number of Employees: N/A

Business: Provide e-commerce and marketing solutions for

Internet sites

Industry: Information Technology

### **Financing**

Transaction Description: Series C

Amount Raised: \$1,000,000 Date of Financing: April 2007

Investors: BC Select Fund, Aspen Grove Ventures

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

### InGeo

 1300 N 200 E
 Phone:
 435-755-9837

 Logan, UT 84341
 Fax:
 435-755-9625

 Website:
 ingeo.com

CEO: Karl Klessig

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1996 Number of Employees: N/A

Business: Electronic document processing

Industry: Information Technology

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$200,000 Date of Financing: July 2007

Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

### Interbank FX

 3165 Millrock Drive Ste 200
 Phone:
 866-468-3739

 Salt Lake City, UT 84121
 Fax:
 212-884-6090

 Website:
 interbankfx.com

CEO: Todd Crosland

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2001 Number of Employees: 20

Business: Provider of online foreign exchange trading

Industry: Financial Services

#### **Financing**

Transaction Description: N/A

Amount Raised: \$40,000,000 Date of Financing: July 2007

Investors: Spectrum Equity Investors

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# **International Down and Feather Laboratory and Institute**

 1455 South 1100 East
 Phone:
 801-467-7611

 Salt Lake City, UT 84105
 Fax:
 801-467-7711

Website: idfl.com

CEO: Wilford K. Lieber

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1979 Number of Employees: N/A

Business: Down and Textile Testing

Industry: Business Services

#### **Financing**

Transaction Description: Stock purchase

Amount Raised: \$885,000
Date of Financing: January 2007
Investors: Wilfred K. Lieber

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# **LineaGen Research Corporation**

**2000 Circle of Hope Dr.** Phone: 801-581-7792 **Salt Lake City, UT 84112** Fax: 801-581-7538

Website: tco.utah.edu/lineagen.html

CEO: Dr. Michael S. Paul

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Biotechnology research and licensing

Industry: Biotechnology

#### **Financing**

Transaction Description: Series A

Amount Raised: \$5,800,000
Date of Financing: December 2007

Investors: Vspring Capital, Mesa Verde Partners

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

Wayne Brown Institute Facilitated

# **Lingotek Corporation**

**34 East 1700 South, Suite A-122 Provo, UT 84606**Phone: 801-705-9310

Fax: 801-705-9311

Website: lingotek.com

CEO: Tim Hunt CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: 14

Business: Developer of language information technology and

translation services

Industry: Information Technology

### **Financing**

Transaction Description: Round 1

Amount Raised: \$1,600,000
Date of Financing: March 2007
Investors: Canopy Group

#### **Outside Professionals**

Company's Counsel: Wilson, Sonsini, Goodrich & Rosati

Accounting Firm: N/A Other Advisors: N/A

#### **Additional Comments**

# **Listen Technologies**

14912 Heritagecrest WayPhone:801-233-8995Bluffdale, UT 84065Fax:801-233-8995Website:listentech.com

CEO: Russ Gentner

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1999 Number of Employees: N/A

Business: Products for hearing enhancement

Industry: Manufacturing

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$500,000

Date of Financing: November 2007 Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

### Move Networks, Inc.

796 East Utah Valley Drive Phone: 801-756-5805
American Fork, UT 84003 Fax: 801-756-5806

Website: movenetworks.com

CEO: John Edwards CFO: Jamie Harper

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Provides online video broadcasting and streaming

services.

Industry: Technology

### **Financing**

Transaction Description: N/A

Amount Raised: \$40,100,100 Date of Financing: August 2007

Investors: Benchmark Capital, Hummer Winblad Venture

Partners, Steamboat Ventures

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# **Nature's Lighting**

6420 N Business Park Loop Rd, Ste C Phone: 435-645-2728

Park City, UT 84098 Fax: N/A

Website: natures-lighting.com

CEO: Michael Basch

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2005 Number of Employees: N/A Business: Lighting

Industry: Energy

#### **Financing**

Transaction Description: Angel Investment

Amount Raised: \$1,200,000
Date of Financing: January 2007

Investors: N/A

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

Name has been changed to Ciralight

### **NetVision**

**752 East 1180 South American Fork, UT 84003**Phone: 801-770-3700

Fax: 801-770-3740

Website: netvision.com

CEO: David Rowe CFO: Mark Marshall

Stage of Development: Generating Revenue

Year Founded: 1995 Number of Employees: 20

Business: Identity management software

Industry: Information Technology

#### **Financing**

Transaction Description: Round 3

Amount Raised: \$2,198,000 Date of Financing: August 2007

Investors: Gazelle Investments, Prospector Equity Capital

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: PricewaterhouseCoopers LLP

Other Advisors: N/A

#### **Additional Comments**

# **Noah Company**

**1441 West Ute Blvd, Suite 100** Phone: 800-696-6247

Park City, UT 84098 Fax: N/A

Website: mynoahs.com

CEO: William Benz CFO: William Benz

Stage of Development: Generating Revenue

Year Founded: 2003 Number of Employees: 37

Business: Multi-Use Business, Community & Recreational

**Facilities** 

Industry: Consumer Services

### **Financing**

Transaction Description: Stock sale

Amount Raised: \$700,000

Date of Financing: December 2007

Investors: N/A

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

### **Packsize**

 4505 Wasatch Drive
 Phone:
 801-944-4814

 Salt Lake City, UT 84121
 Fax:
 801-944-4815

 Website:
 packsize.com

CEO: Hanko Kiessner
CFO: Michael Ringwood
Stage of Development: Generating Revenue

Year Founded: 1998 Number of Employees: 12

Business: On-Demand Lean Packaging Solutions for

Manufacturers

Industry: Business Services

### **Financing**

Transaction Description: Debt

Amount Raised: \$5,000,000
Date of Financing: October 2007

Investors: Peterson Partners III, LP

#### **Outside Professionals**

Company's Counsel: Ray Quinney & Nebeker LLC

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

# **Packsize Corporation**

 4505 Wasatch Blvd
 Phone:
 801-944-4814

 Salt Lake City, UT 84124
 Fax:
 801-944-4815

 Website:
 packsize.com

CEO: Hanko Kiessner
CFO: Michael Ringwood
Stage of Development: Generating Revenue

Year Founded: 1998 Number of Employees: 12

Business: On-Demand Lean Packaging Solutions for

Manufacturers

Industry: Business Services

### **Financing**

Transaction Description: Series A Investment

Amount Raised: \$4,600,000

Date of Financing: December 2007

Investors: Peterson Partners

#### **Outside Professionals**

Company's Counsel: Ray Quiney & Nebeker (investors' counsel)

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

# Paradigm Medical Industries, Inc.

**2355 South 1070 West Salt Lake City, UT 84119**Phone: 801-977-8971

Fax: 801-977-8973

Website: paradigm-medical.com

CEO: Raymond Cannefax

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1996 Number of Employees: 30

Business: Provider of glaucoma diagnostic and management

devices

Industry: Biotechnology

### **Financing**

Transaction Description: Convertible debt with warrants

Amount Raised: \$1,000,000
Date of Financing: December 2007

Investors: NIR

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# **Pfadt Race Engineering**

 1525 South Gladiola
 Phone:
 888-972-2464

 SLC, UT 84104
 Fax:
 801-386-5148

 Website:
 pfadtracing.com

CEO: Aaron Pfadt & Robbin Sowinski

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2005 Number of Employees: N/A

Business: Racing products for the Corvette

Industry: Manufacturing

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$200,000

Date of Financing: November 2007 Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

### **PMC-Voice2insight**

 12244 So Bus Park Dr, Suite 115
 Phone:
 801-253-0483

 Draper, UT 84020
 Fax:
 801-253-0489

Website: pmcworldwide.com

CEO: Matt Tippetts CFO: Val Oveson

Stage of Development: Generating Revenue

Year Founded: 1994 Number of Employees: 25

Business: Contact Resource Mgmt Data Input accelerator

Industry: Information Technology

#### **Financing**

Transaction Description: UTFC combination of debt and equity

Amount Raised: \$150,000
Date of Financing: October 2007

Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: Excel Management Systems, Inc.

#### **Additional Comments**

Wayne Brown Institute Facilitated - Dale Richards

# PowerGlide Language Courses, Inc.

 1682 West 820 North
 Phone:
 801-373-3973

 Provo, UT 84601
 Fax:
 801-343-3912

 Website:
 power-glide.com

CEO: James Blair

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1996 Number of Employees: N/A

Business: On-line foreign language curriculum

Industry: Information Technology

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$500,000 Date of Financing: June 2007

Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# Public Engines, Inc.

 6350S. 300E. 6th Floor
 Phone:
 801-415-1802

 Salt Lake City, UT 84121
 Fax:
 801-456-1630

 Website:
 publicancings of

Website: publicengines.com

CEO: Greg Whisenant

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Develops software.

Industry: Technology

#### **Financing**

Transaction Description: Series A

Amount Raised: \$1,045,000
Date of Financing: August 2007
Investors: vSpring Capital

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

## **Q** Comm International, Inc.

 9350 South 150 East, Suite 840
 Phone:
 801-617-1600

 Sandy, UT 84060
 Fax:
 801-617-1699

Website: qcomm.com

CEO: Michael D. Keough
CFO: Mark W. Robinson
Stage of Development: Generating Revenue

Year Founded: 1986 Number of Employees: 45

Business: Prepaid Phone Services

Industry: Telecommunications

#### **Financing**

Transaction Description: Common stock offering

Amount Raised: \$500,000
Date of Financing: April 2007
Investors: N/A

#### **Outside Professionals**

Company's Counsel: Jones Waldo Holbrook & McDonough, PC

Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## Ragnar Events, LLC

 515 N Main Street
 Phone:
 801-295-5536

 Bountiful, UT 84010
 Fax:
 801-296-0236

 Website:
 ragnarrelay.com

CEO: Dan Hill

CFO: CFO Solutions

Stage of Development: Generating Revenue

Year Founded: 2004 Number of Employees: 8

Business: Ragnar Events, LLC is company behind the Ragnar

Relay Series, long-distance relay events

Industry: Services

#### **Financing**

Transaction Description: Growth capital

Amount Raised: \$400,000

Date of Financing: December 2007 Investors: Dolphin Capital

#### **Outside Professionals**

Company's Counsel: Parr Waddoups Brown Gee & Loveless, P.C.

Accounting Firm: N/A

Other Advisors: CFO Solutions, L.C. and The Summit Group

#### **Additional Comments**

## Revinetix

**1011 Murray-Holladay Boulevard, Suite 240** Phone: 801-263-5116 **Salt Lake City, UT 84117** Fax: 801-262-2642

Website: N/A

CEO: Steve Ackerman

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Provider of data backup and recovery technology

solutions for small and medium size businesses

Industry: Technology

#### **Financing**

Transaction Description: N/A

Amount Raised: \$1,000,000
Date of Financing: April 2007
Investors: RWI Ventures

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## Rockwell, Inc.

**55 East 600 South** Phone: 801-375-7400

**Provo, UT 84606** Fax: N/A

Website: rockwellinc.com

CEO: Vaughn Cook

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2004 Number of Employees: N/A

Business: Manufactures concrete window wells

Industry: Manufacturing

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$250,000
Date of Financing: January 2007

Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## S2, LLC d.b.a. 3DVO

380 West Ironwood Drive Phone: N/A SALT LAKE CITY, UT 0 Fax: N/A Website: N/A

CEO: Troy Sheen

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: 8

Business: 3D imaging technology

Industry: Technology

#### **Financing**

Transaction Description: Series A

Amount Raised: \$1,000,000 Date of Financing: August 2007

Investors: Utah Angels and Other Angel Investors

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

## **SE2 Labs**

 12552 South 125 West
 Phone:
 801-523-2600

 Draper, UT 84020
 Fax:
 801-523-1155

 Website:
 se2labs.com

CEO: Mike Pyle CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Development of high-end home theater systems

Industry: Technology

#### **Financing**

Transaction Description: Series A Round

Amount Raised: \$1,000,000

Date of Financing: November 2007

Investors: Undisclosed

#### **Outside Professionals**

Company's Counsel: Jones Waldo Holbrook & McDonough, PC

Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## Sequoia Media Group, LC

**11781 Lone Peak Parkway, Suite 270** Phone: 801-984-2603

Draper, UT 84020 Fax: N/A

Website: sequoiamg.com

CEO: Chet Paulsen CFO: JB Henriksen

Stage of Development: Generating Revenue

Year Founded: 2003 Number of Employees: N/A

Business: Software/Technology Development

Industry: Technology

#### **Financing**

Transaction Description: Series B Redeemable Convertible Preferred

Stock

Amount Raised: \$4,795,000 Date of Financing: June 2007

Investors: N/A

#### **Outside Professionals**

Company's Counsel: Parsons Behle & Latimer

Accounting Firm: Tanner LC

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

## ServerPlus, LLC

**1169 South 800 East** Phone: 801-426-8283

**Orem, UT 84603** Fax: N/A

Website: serverplus.com

CEO: Layne Sisk

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2000 Number of Employees: N/A

Business: Outsourced support to ISPs

Industry: Information Technology

#### **Financing**

Transaction Description: Subordinated debt

Amount Raised: \$125,000

Date of Financing: November 2007 Investors: InnoVentures/UTFC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **Signal Diagnostics**

PO Box 982303 Phone: 800-808-490
Park City, UT 84098 Fax: 435-658-1408
Website: flbiognostics.com

CEO: David Garman CFO: Dale Richards

Stage of Development: Generating Revenue

Year Founded: 2007 Number of Employees: 3

Business: Organic and chemistry testing services for wine, water

and other product

Industry: Biotechnology

#### **Financing**

Transaction Description: Private Placement

Amount Raised: \$225,000
Date of Financing: July 2007
Investors: Indiana Angels

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: Excel Management Systems, Inc

#### **Additional Comments**

Wayne Brown Institute Facilitated - Dale Richards

## Skullcandy, Inc.

**1441 Ute Blvd** Phone: 435-940-1545

Park City, UT 84098 Fax: N/A

Website: skullcandy.com

CEO: Rick Alden CFO: Kent Thomas

Stage of Development: Generating Revenue

Year Founded: 2001 Number of Employees: 30

Business: Design, Manufacture & Sell headphones, earbuds and

accessories

Industry: Retail

#### **Financing**

Transaction Description: Series B

Amount Raised: \$2,000,000
Date of Financing: December 2007

Investors: Mercato Partners & Angel Investors

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

## TechniScan Medical Systems, Inc.

**1011 Murray Holladay Road** Phone: 801-521-0444 **Salt Lake City, UT 84117** Fax: 801-747-1099

Website:

techniscanmedicalsystems.com

CEO: David Robinson
CFO: Clarence Verhoef
Stage of Development: Generating Revenue

Year Founded: 1984 Number of Employees: N/A

Business: Development of ultrasound technology for breast

imaging

Industry: Medical Device

#### **Financing**

Transaction Description: Series E Preferred Financing

Amount Raised: \$6,400,000 Date of Financing: February 2007

Investors: The Esoate Group TMS Board

#### **Outside Professionals**

Company's Counsel: Ballard Spahr Andrews & Ingersoll, LLP Accounting Firm: Pinnock, Robbins, Posey & Richins

Other Advisors: N/A

#### **Additional Comments**

## TechniScan Medical Systems, Inc.

**1011 E. Murray Holladay Road** Phone: 801-521-444 **Murray, UT 84117** Fax: 801-747-1099

Website:

techniscanmedicalsystems.com

CEO: Dave Robinson
CFO: Clarence Verhoef
Stage of Development: Generating Revenue

Year Founded: 1984 Number of Employees: N/A

Business: Development of ultrasound technology for breast

imaging

Industry: Medical Device

#### **Financing**

Transaction Description: Series E Preferred Fincancing

Amount Raised: \$1,200,000
Date of Financing: November 2007

Investors: The Esoate GroupTMS Board

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## UCN, Inc.

**14870 Pony Express Road** Phone: 801-320-3300

Bluffdale, UT 84065 Fax: N/A

Website: corp.ucn.net

CEO: Mr. Paul Jarman
CFO: Mr. Brian S. Moroney
Stage of Development: Generating Revenue

Year Founded: 1994 Number of Employees: 202

Business: Provider of all in one, off-premises contact center

software delivered over the UCN network

Industry: Technology

**Financing** 

Transaction Description: Purchase by institutional investors of 2.43 million

shares of common stock in a registered direct

offering

Amount Raised: \$8,500,000 Date of Financing: August 2007

Investors: Institutional Investors

**Outside Professionals** 

Company's Counsel: N/A

Accounting Firm:

Other Advisors: Parsons Behle & Latimer

**Additional Comments** 

## Venafi, Inc.

9350 South 150 East, Ste.910

**Sandy, UT 84070** 

Phone: 801-676-6900 Fax: 801-676-6901

Website: venafi.com

CEO: Trell Rohovit

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2004 Number of Employees: unknown

Business: Provider of systems management for encryption.

Industry: Information Technology

#### **Financing**

Transaction Description: Series B Preferred Stock Financing

Amount Raised: \$4,000,000
Date of Financing: September 2007

Investors: Foundation Capital, UV Partners, Origin Partners

#### **Outside Professionals**

Company's Counsel: Ray Quinney & Nebeker LLC

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

## **Wasatch Microfluidics LLC**

**4909 Brown Villa Cove** Phone: 801-808-1603

Taylorsville, UT 84123 Fax: N/A

Website: microfl.com

CEO: Dr. Gary Sams

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2005 Number of Employees: 4

Business: Microscale innovations to improve the assay sensitivity

and multiplexing capabilities of bimolecular

Industry: Biotechnology

#### **Financing**

Transaction Description: Angel Financing

Amount Raised: \$263,000 Date of Financing: August 2007

Investors: Salt Lake Life Science Angels Utah Angels

#### **Outside Professionals**

Company's Counsel: Fabian and Clendenin

Accounting Firm: Hansen, Barnett and Maxwell

Other Advisors: N/A

#### **Additional Comments**

## Wasatch Wind Inc.

**357 W 910 S Suite A Heber City, UT 84032**Phone: 435-657-2550

Fax: 435-657-0095

Website: wasatchwind.com

CEO: Tracy Livingston

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Wind energy developer

Industry: Energy

#### **Financing**

Transaction Description: N/A

Amount Raised: \$3,600,000 Date of Financing: April 2007

Investors: DFJ Element LP

#### **Outside Professionals**

Company's Counsel: Wilson, Sonsini, Goodrich & Rosati

Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **Wind River Resources Corporation**

**1245 East Brickyard Road, Suite 110** Phone: 801-466-4131 **Salt Lake City, UT 84106** Fax: 801-466-4132

Website: N/A

CEO: Thomas Bachtell CFO: Tony Wand

Stage of Development: Generating Revenue

Year Founded: 2000 Number of Employees: 7

Business: The exploration, development, and production of

crude oil and natural gas.

Industry: Energy

#### **Financing**

Transaction Description: Debt

Amount Raised: \$15,000,000 Date of Financing: July 2007

Investors: Prospect Capital Corporation

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

## **Winder Farms**

 4400 West 4100 South
 Phone:
 801-963-4800

 West Valley City, UT 84120
 Fax:
 801-969-2223

 Website:
 winderfarms.com

CEO: Mike Dutton CFO: Ken Jacquin

Stage of Development: Generating Revenue

Year Founded: 1880 Number of Employees: 300

Business: Home Delivery of farm fresh products to customers in

Utah and Nevada

Industry: Food Services

#### **Financing**

Transaction Description: Growth Capital

Amount Raised: \$4,500,000 Date of Financing: May 2007

Investors: Dolphin Capital, Peterson Partners

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **World Vital Records**

**1234 N 900 E** Phone: 801-377-588

**Provo, UT 84606** Fax: N/A

Website: worldvitalrecords.com

CEO: Paul Allen

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2006 Number of Employees: N/A

Business: Gegealogical Databases

Industry: Consumer Services

#### **Financing**

Transaction Description: Series A

Amount Raised: \$1,200,000

Date of Financing: September 2007

Investors: vSpring Capital, Provo Labs, and TTP Capital

Advisors

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

## Zane Benefits, Inc.

 N/A
 Phone:
 435-200-0251

 Park City, UT 84068
 Fax:
 215-933-1237

 Website:
 zanebenefits.com

CEO: Paul Zane Pilzer CFO: Alison Wistner

Stage of Development: Generating Revenue

Year Founded: 2007 Number of Employees: 15

Business: Provides health insurance services.

Industry: Financial Services

#### **Financing**

Transaction Description: N/A

Amount Raised: \$2,600,000 Date of Financing: August 2007

Investors: Prospector Equity Capital, L.P.

#### **Outside Professionals**

Company's Counsel: Ray Quinney and Nebeker

Accounting Firm: CBIZ Other Advisors: N/A

#### **Additional Comments**



## USTAR Technology Outreach and Innovation Program (TOIP)

#### What is TOIP?

USTAR's Technology Outreach and Innovation Program (TOIP) was created by the Utah Legislature to ensure that the entire state benefits from USTAR. It's three main objectives are:

- 1. Collaborate with the Universities to commercialize innovations.
- 2. Assist Utah entrepreneurs, businesses, and innovators through technology outreach centers at regional higher education institutions.
- 3. Maximize economic impact of new technologies created in Utah.

## **Regional Outreach Centers -**

Northern Utah (BoxElder, Cache, Davis, Morgan, Rich, and Weber)

Curt Roberts: 801-626-8940 curtroberts@utah.gov

Central Utah (Summitt, Utah and Wasatch) Steve Roy: 801-755-9270 sroy@utah.gov

Eastern Utah (Carbon, Daggett, Duchesne, Emery, Grand, San Juan and Uintah)

Ted Frederick: 801-585-9690 tfrederick@utah.gov

Southern Utah (Beaver, Garfield, Juab, Kane, Iron, Millard, Piute, San Pete, Sevier, Washington and Wayne)

Bill Pratt: 435-531-1134 bpratt@utah.gov

Salt Lake/Tooele (Salt Lake and Tooele)

Suzanne Winters: 801-957-5283 suzannewinters@utah.gov

## **Services Offered to Entrepreneurs**

USTAR's TOIP team provides targeted business assistance to innovation-based companies that meet USTAR's legislative mandate to maximize the economic impact of new technologies in Utah. Services for eligible businesses are typically offered at no charge to the entrepreneur.

- 1. Assistance preparing to raise growth capital.
- 2. Connections to investors who may be interested in investing in early-stage growth companies.
- 3. Guidance on market and business strategies, including analytical support.
- 4. Counsel on human resource issues, plus access to USTAR's network for finding key hires.
- 5. Research and development connections at Utah's research universities.

ustar.utah.gov

# small transactions could have a big impact on your business.\*



The size of a transaction doesn't necessarily correspond to the size of the risk. Due diligence can add value to joint ventures, alliances, outsourcing and even new market entry in ways you may not have thought possible.

We offer in-depth industry insight matched with a global network of professionals in assurance, advisory and tax services. We help companies involved in transactions of any size see what's coming and use that information to be successful.

For more information please contact:

J. Scott Nixon Office Managing Partner 801-537-5222 Stan Vandertoolen Partner, Tax Services 801-537-5262

Bryce Buchanan Partner, Assurance Services 801-537-5252 Gil Miller Managing Director, Advisory Services 801-537-5254

David Cook Partner, National Office— Business Combinations 801-534-3829 Vince Collins Principal, Systems & Process Assurance 801-534-3870

## \*connectedthinking



## **Mergers and Acquisitions**

The value of the merger and acquisition activity increased significantly in 2007 as compared to 2006. This year's report includes 53 M&A transactions with a total valuation of approximately \$4.5 billion; a significant increase over the 34 transactions valued at approximately \$2.3 billion in 2006. While as in past years, many of this year's transactions involved the sale of Utah-based companies to out-of-state buyers, there were also a significant number of large transactions involving the acquisition of out-of-state companies by Utah-based companies, including a \$1.2 billion dollar acquisition by Zions Bancorporation, Inc. There were also several large, successful exits by venture capital backed companies like the \$300 million sale of the Generations Network.

This section always presents the most difficult data to obtain because of the turnover in management, which frequently occurs as a result of acquisitions. In addition, a large number of transactions or transaction values were not reported for confidentiality purposes. The information in this section was obtained from a variety of sources including the MountainWest Capital Network website, the local financial community and the press.

\*In addition to the 53 deals included in this year's Report, we received a number of additional submissions that did not include a transaction value. Information with respect to those deals can be found in a summary page in this document and on our website at www.mwcn.org.

## 1-800 Contacts, Inc.

66 E. Wadsworth Park Dr.Phone:801-316-5000Draper, UT 84020Fax:801-924-9905

Website: 1800contacts.com

CEO: Jonathan C. Coon
CFO: Robert G. Hunter
Stage of Development: Generating Revenue

Year Founded: 1991 Number of Employees: 1,100

Business: Provider of replacement contact lenses

Industry: Retail

#### **Transaction**

Description: Acquisition

Transaction Value: \$340,000,000 Date of Transaction: June 2007

Acquiror: Fenway Partners LLC

Acquiree: 1-800 Contacts

#### **Outside Professionals**

Company's Counsel: Kirkland & Ellis LLP

Accounting Firm: KPMG

Other Advisors: Sonenshine Partners LLC and Goldman, Sachs & Co.

#### **Additional Comments**

## 1-800 Contacts, Inc.

66 E. Wadsworth Park Dr.Phone:801-316-5000Draper, UT 84020Fax:801-924-9905

Website: 1800contacts.com

CEO: Jonathan C. Coon
CFO: Robert G. Hunter
Stage of Development: Generating Revenue

Year Founded: 1991 Number of Employees: 1,100

Business: Provider of replacement contact lenses

Industry: Retail

#### **Transaction**

Description: Sale of ClearLab business for \$32 million cash, \$6.5

million in stock plus possible earn-out payments

Transaction Value: \$38,500,000 Date of Transaction: May 2007

Acquiror: Menicon Co and Mi Gwang Contact Lens Company

Acquiree: ClearLab division of 1-800 Contacts

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **Accent Surfaces, LLC**

**4103 South 500 West Murray, UT 84123**Phone: 801-269-0701

Fax: 801-269-0761

Website: accentsurfaces.com

CEO: David E. Hill CFO: Suzanne Martin

Stage of Development: Generating Revenue

Year Founded: 1984 Number of Employees: 210

Business: Manufacture and install granite, solid surface,

laminate, and engineered stone countertops

Industry: Manufacturing

#### **Transaction**

Description: Acquired the assets of Teton Peaks Tile and Stone,

LLC

Transaction Value: \$102,000 Date of Transaction: July 2007

Acquiror: Accent Surfaces, LLC

Acquiree: Teton Peaks Tile and Stone, LLC

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

## Altiris Inc.

 588 W. 400 South
 Phone:
 801-805-2400

 Lindon, UT 84042
 Fax:
 801-226-8506

 Website:
 altiris.com

CEO: Gregory S. (Greg) Butterfield CFO: Stephen C. (Steve) Erickson

Stage of Development: Generating Revenue

Year Founded: 1998 Number of Employees: 878

Business: IT management software

Industry: Information Technology

#### **Transaction**

Description: Acquisition

Transaction Value: \$830,000,000 Date of Transaction: April 2007

Acquiror: Symantec Corp.

Acquiree: Altiris Inc.

#### **Outside Professionals**

Company's Counsel: Wilson, Sonsini, Goodrich & Rosati

Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **American Skiing Company**

 136 Heber Ave. #303
 Phone: 435-615-0340

 Park City, UT 84060
 Fax: 435-615-4780

 Website: peaks.com

CEO: William J. (B. J.) Fair
CFO: Helen E. (Betsy) Wallace
Stage of Development: Generating Revenue

Year Founded: 1997 Number of Employees: 1,300

Business: Owns and Operates Ski Resorts

Industry: Sports & Recreation

#### **Transaction**

Description: Sale of two ski resorts in Maine to Michigan-based

Boyne USA, Inc.

Transaction Value: \$77,000,000
Date of Transaction: June 2007
Acquiror: Boyne USA, Inc.

Acquiree: American Skiing Company

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: KPMG, LLP

Other Advisors: N/A

#### **Additional Comments**

## **AMP Resources LLC**

**11814 S. Election Road, Suite 100** Phone: 801-984-9800

Draper, UT 84020 Fax: N/A

Website: N/A

CEO: N/A CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2002 Number of Employees: N/A

Business: Exploration, acquisition, development and

production of geothermal energy properties

Industry: Energy

#### **Transaction**

Description: Acquisition

Transaction Value: \$90,000,000
Date of Transaction: June 2007
Acquiror: Enel S.p.A

Acquiree: AMP Resources LLC

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: PricewaterhouseCoopers LLP Other Advisors: Sorenson Capital Partners

#### **Additional Comments**

## **Apollo Light Systems, Inc.**

 947 S 500 E Ste 210
 Phone:
 801-492-1210

 American Fork, UT 84003
 Fax:
 801-226-414

Website: apollohealth.com

CEO: N/A CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1987 Number of Employees: N/A

Business: Manufacturer of light therapy systems for

melatonin suppression and circadian rhythm

sleep disorders

Industry: Manufacturing

#### **Transaction**

Description: Cash purchase with provisions for additional

payments based on Apollo's operating performance.

Transaction Value: \$6,500,000
Date of Transaction: October 2007
Acquiror: Respironics, Inc

Acquiree: Apollo Light Systems, Inc.

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **Auction Video, Inc**

**1442 East 820 North** Phone: 801-224-7599

**Orem, UT 84097** Fax: N/A Website: N/A

CEO: Greg Ellis CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: 2

Business: Developer of web based, user-generated content

applications

Industry: Information Technology

#### **Transaction**

Description: Purchase of assets and the assumption of certain

identified liabilities

Transaction Value: \$2,000,000 Date of Transaction: March 2007

Acquiror: Onstream Media Corporation

Acquiree: Auction Video

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **Authorize.Net**

 915 South 500 East Suite 200
 Phone:
 801-492-6450

 American Fork, UT 84003
 Fax:
 801-492-6489

 Website:
 authorize.net

CEO: Robert E. Donahue
CFO: Timothy C. O'Brien
Stage of Development: Generating Revenue

Year Founded: 1996 Number of Employees: N/A

Business: Online payment gateway for e-commerce

Industry: Business Services

#### **Transaction**

Description: Acquisition

Transaction Value: \$662,000,000
Date of Transaction: November 2007
Acquiror: CyberSource
Acquiree: Authorize.Net

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **BBCJ Ventures, Inc.**

**375 W 200 S Ste 300** Phone: 801-539-1818 **Salt Lake City, UT 84101** Fax: 801-539-8484 
Website: bowg.com

CEO: N/A CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: 23

Business: Integrated marketing

Industry: Business Services

#### **Transaction**

Description: Rare Method Interactive will acquire 100% of the

issued and outstanding shares of BBCJ Ventures Inc.

Transaction Value: \$429,000 Date of Transaction: March 2007

Acquiror: Rare Method Interactive Corp.

Acquiree: BBCJ Ventures, Inc.

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **Berkeley Data Systems**

774 E Utah Valley Dr Phone: 801-756-2331
American Fork, UT 84003 Fax: 801-756-2576
Website: berkeleydata.net

CEO: Josh Coates

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2005 Number of Employees: 25

Business: Provides an online computer backup service

for data.

Industry: Technology

#### **Transaction**

Description: Acquisition

Transaction Value: \$76,000,000 Date of Transaction: October 2007

Acquiror: EMC

Acquiree: Berkely Data Systems

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

## **Best Vinyl**

**62 North 1020 West** Phone: 801-356-2233

American Fork, UT 84003 Fax: N/A

Website: bestvinyl.com

CEO: Scott Peterson CFO: Dave Morrison

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Vinyl fence installation

Industry: Consumer Services

#### **Transaction**

Description: Acquisition of membership interests

Transaction Value: \$14,000,000 Date of Transaction: March 2007

Acquiror: Best Vinyl Acquisition Corp.

Acquiree: Best Vinyl, LLC

#### **Outside Professionals**

Company's Counsel: Holland & Hart LLP

Accounting Firm: N/A

Other Advisors: IndustryPro

#### **Additional Comments**

## Caesar's Utah LLC

N/A Phone: N/A Salt Lake City, UT 0 Fax: N/A

Website: splat.com

CEO: N/A CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: 100+

Business: 52-store Little Caesars franchisee

Industry: Food Services

#### **Transaction**

Description: N/A

Transaction Value: \$43,000,000
Date of Transaction: October 2007

Acquiror: Sizzling Platter Inc. Acquiree: Caesars Utah LLC

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: Coldwell Banker Mergers & Acquisitions

#### **Additional Comments**

# **Canyon Sports Ltd**

**517 South 200 West** Phone: 801-322-4220

Salt Lake City, UT 84101 Fax: N/A

Website: canyonsports.com

CEO: N/A CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1987 Number of Employees: 100+

Business: outdoor sports equipment retail, rental & service

Industry: Retail

## **Transaction**

Description: N/A

Transaction Value: \$3,200,000 Date of Transaction: June 2007

Acquiror: Gyuro Enterprises
Acquiree: Canyon Sports Ltd

## **Outside Professionals**

Company's Counsel: N/A Accounting Firm: N/A

Other Advisors: Coldwell Banker Mergers & Acquisitions

## **Additional Comments**

## **Datameg**

**2150 S 1300 E Ste 500 Salt Lake City, UT 84106**Phone: 866-739-3945

Fax: 941-575-4336

Website: datameg.com

CEO: James Murphy
CFO: Winthrop Sargent
Stage of Development: Generating Revenue

Year Founded: 1999 Number of Employees: 4

Business: A development stage communications technology

company focused on development and supply of

Next Gene

Industry: Technology

## **Transaction**

Description: Datameg acquired American Marketing and Sales for

15 million shares

Transaction Value: \$600,000

Date of Transaction: December 2007

Acquiror: Datameg

Acquiree: American Marketing and Sales Inc.

## **Outside Professionals**

Company's Counsel:

Accounting Firm: Child, Vanwagner, And Bradshaw PLLC

Other Advisors: N/A

## **Additional Comments**

Value estimated using Datameg share Price 8/16/2007

# **Dynatronics Corporation**

 7030 Park Centre Dr.
 Phone:
 801-568-7000

 Salt Lake City, UT 84121
 Fax:
 801-568-7711

 Website:
 dynatronics.com

CEO: Kelvyn H. Cullimore, Jr. CFO: Terry M. Atkinson Generating Revenue

Year Founded: 1983 Number of Employees: 151

Business: Dynatronics designs, manufactures, markets, and

distributes physical medicine and aesthetic

products

Industry: Manufacturing

## **Transaction**

Description: On July 2, 2007 Dynatronics acquired five of their key

dealers in separately negotiated independent

transactions.

Transaction Value: \$5,700,000 Date of Transaction: July 2007

Acquiror: Dynatronics Corporation

Acquiree: RPI, THCP, Cyman, Al Rice and Theratech

## **Outside Professionals**

Company's Counsel: Durham Jones & Pinegar

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

# **Dynatronics Corporation**

 7030 Park Centre Dr.
 Phone:
 801-568-7000

 Salt Lake City, UT 84121
 Fax:
 801-568-7711

 Website:
 dynatronics.com

CEO: Kelvyn H. Cullimore, Jr. CFO: Terry M. Atkinson Generating Revenue

Year Founded: 1983 Number of Employees: 151

Business: Dynatronics manufactures therapy devices, soft

goods, and other medical products.

Industry: Manufacturing

## **Transaction**

Description: On July 2, 2007, Dynatronics acquired one of their

key independent distributors.

Transaction Value: \$2,700,000 Date of Transaction: July 2007

Acquiror: Dynatronics Corporation

Acquiree: Rajala Therapy Sales Associates

#### **Outside Professionals**

Company's Counsel: Durham Jones & Pinegar

Accounting Firm: Tanner LC

Other Advisors: N/A

#### **Additional Comments**

# **Echelon Biosciences, Inc.**

 675 Arapeen Drive, Suite 302
 Phone:
 801-588-0455

 Salt Lake City, UT 84108
 Fax:
 801-588-0497

 Website:
 echelon-inc.com

CEO: W. Tim Miller

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1997 Number of Employees: 30

Business: Research of lipid cell signaling and critical

metabolic enzymes

Industry: Biotechnology

## **Transaction**

Description: Acquisition

Transaction Value: \$3,200,000
Date of Transaction: December 2007
Acquiror: Frontier Scientific Inc.
Acquiree: Echelon Biosciences, Inc.

## **Outside Professionals**

Company's Counsel: Ray, Quinney Nebeker, Gary Winger

Accounting Firm: PricewaterhouseCoopers LLC Other Advisors: Vic Pollack, Fabian & Clendenin

## **Additional Comments**

# **Employer Solutions Group, Inc**

**4844 North 300 West, Suite 100 Provo, UT 84604**Phone: 801-223-7007

Fax: 801-223-9001

Website: esghr.com

CEO: Craig Allred

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1997 Number of Employees: 50

Business: Professional Employer Organization

Industry: Business Services

## **Transaction**

Description: Purchase of the outstanding shares of Employer

Solutions Group, Inc. and its affiliated companies ("ESG"). Paid \$9.1 M cash to the shareholders of ESG and will issue 577,143 shares of the Company's

common stock

Transaction Value: \$11,200,000 Date of Transaction: April 2007

Acquiror: Fortune Industries Inc.
Acquiree: Employer Solutions Group

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

# EnvironMax, Inc.

**2875 South Decker Lake Drive, Suite 100** Phone: 877-565-4234 **Salt Lake City, UT 84119** Fax: 801-973-8885

Website: environmax.com

CEO: Robert F. Craig

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1993 Number of Employees: 57

Business: Offers software systmes that manage and track

hazardous materials

Industry: Information Technology

## **Transaction**

Description: \$22.5 million cash and 65,000 shares of IHS stock

with a one year lock up.

Transaction Value: \$26,327,200
Date of Transaction: October 2007
Acquiror: IHS, Inc.

Acquiree: EnvironMax, Inc.

#### **Outside Professionals**

Company's Counsel: Dorsey & Whitney LLP

Accounting Firm: Other

Other Advisors: D.A. Davidson & Co.

## **Additional Comments**

# **Environmental Modeling Systems Incorporated**

1204 West South Jordan Parkway, Suite B Phone: 801-302-1160

South Jordan, UT 84095 Fax: N/A

Website: ems-i.com

CEO: N/A CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1995 Number of Employees: N/A

Business: Distribution of software, support, training, and

consulting services for water resources modeling.

Industry: Business Services

## **Transaction**

Description: Stock Sale

Transaction Value: \$700,000 Date of Transaction: January 2007

Acquiror: N/A

Acquiree: Environmental Modeling Systems Incorporated

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# **Generations Network Inc (Ancestry.com)**

**360 W. 4800 North Provo, UT 84604**Phone: 801-705-7000

Fax: 801-705-7001

Website: myfamily.com

CEO: Tim Sullivan
CFO: David H. Rinn

Stage of Development: Generating Revenue

Year Founded: 2001 Number of Employees: 500

Business: Online genealogical research

Industry: Consumer Services

## **Transaction**

Description: Purchase of a majority interest

Transaction Value: \$300,000,000 Date of Transaction: December 2007

Acquiror: Spectrum Equity Investors Acquiree: The Generations Network

## **Outside Professionals**

Company's Counsel: Ray Quinney & Nebeker LLC

Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# Interstate Hydraulics Inc.

**426 West 9160 South** Phone: 801-566-4333

**Sandy, UT 84070** Fax: N/A

Website: interhydra.com

CEO: N/A CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1981 Number of Employees: 27

Business: Distributor of hydraulic equipment

Industry: Construction

## **Transaction**

Description: Acquisition

Transaction Value: \$5,700,000
Date of Transaction: October 2007

Acquiror: Womack Machine Supply Acquiree: Interstate Hydraulics Inc.

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: Coldwell Banker Mergers & Acquisitions

## **Additional Comments**

# IOMED, Inc.

2441 South 3850 West, Suite A Salt Lake City, UT 84120

Phone: 801-975-1191 Fax: 801-972-9072 Website: iomed.com

CEO: Robert J. Lollini CFO: Brian L. Mower

Stage of Development: Generating Revenue

Year Founded: 1987 Number of Employees: 47

Business: Develops, manufactures and markets drug

delivery devices used for pain management

Industry: Biotechnology

## **Transaction**

Description: Acquisition

Transaction Value: \$22,000,000 Date of Transaction: August 2007

Acquiror: ReAble Therapeutics, Inc.

Acquiree: IOMED, Inc.

## **Outside Professionals**

Company's Counsel: Parsons Behle & Latimer

Accounting Firm: Ernst & Young

Other Advisors: N/A

## **Additional Comments**

## **KUTV Channel 2**

**299 South Main Street Suite 150** Phone: (801) 973-3000 **Salt Lake City, UT 84111** Fax: (801) 973-3349

Website: kutv.com

CEO: Richard Reingold CFO: Brad Smith

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Television Station

Industry: Media

## **Transaction**

Description: Acquistion

Transaction Value: \$185,000,000 Date of Transaction: February 2007

Acquiror: Cerberus Capital Management, L.P.

Acquiree: KUTV Holdings, Inc.

## **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Grant Thornton

Other Advisors: N/A

## **Additional Comments**

# **Legacy Communications Corporation**

 210 North 1000 East Street
 Phone: 435-628-1000

 St. George, UT 0
 Fax: 435-628-6636

Website: legacy.cc

CEO: E. Morgan Skinner Jr

CFO: R. Michael Bull

Stage of Development: Generating Revenue

Year Founded: 1997 Number of Employees: 5

Business: Owner of a portfolio of radio stations

Industry: Telecommunications

## **Transaction**

Description: Sale of Assets. Legacy Comm Corp sold 1 of its 9

stations. It now holds 8 radio stations.

Transaction Value: \$2,500,000 Date of Transaction: March 2007

Acquiror: Beasley Broadcast Group, Inc.

Acquiree: Legacy Communications Corporation

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# Medical Discoveries, Inc.

**1338 Foothill Dr Ste 266** Phone: 801-582-9583

Salt Lake City, UT 84108 Fax: N/A

Website: medicaldiscoveries.com

CEO: Richard Palmer CFO: Judy Robinett

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Development of Jatropha oil for biodiesel

Industry: Energy

## **Transaction**

Description: 63,945,257 shares (Valued at \$0.05 a share) of

Medical Discoveries was exchanged for proprietary rights, intellectual rights, and other rights related to

the Jatropha plant

Transaction Value: \$3,197,262

Date of Transaction:

Acquiror:

Acquiree:

September 2007

Medical Discoveries

Global Clean Energy

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# MITY Enterprises, Inc.

**1301 W. 400 North Orem, UT 84057**Phone: 801-224-0589
Fax: 801-224-6191

Website: mityenterprises.com

CEO: Randy Hales
CFO: Paul R. Killpack

Stage of Development: Generating Revenue

Year Founded: 1987 Number of Employees: 392

Business: Designs, manufactures and markets innovative

institutional furniture

Industry: Manufacturing

## **Transaction**

Description: Going private transaction

Transaction Value: \$83,000,000 Date of Transaction: July 2007

Acquiror: Sorenson Capital Partners L.P., Peterson

Partners L.P.

Acquiree: MITY Enterprises, Inc.

#### **Outside Professionals**

Company's Counsel: Dorsey & Whitney LLP

Accounting Firm: Deloitte

Other Advisors: D.A. Davidson

## **Additional Comments**

# Nexia Holdings, Inc

 59 W. 100 S., 2nd Floor
 Phone:
 801-575-8073

 Salt Lake City, UT 84101
 Fax:
 801-575-8092

Website: nexiaholdings.com

CEO: Richard Surber CFO: Guy R. Cook

Stage of Development: Generating Revenue

Year Founded: 1990 Number of Employees: 6

Business: Nexia Holdings is a diversified holdings company

with operations in real estate and health & beauty

Industry: Real Estate

## **Transaction**

Description: Nexia sold its subisdiary Landis Salon to Green

Endeavors for a \$3,000,000 convertible note.

Transaction Value: \$3,000,000
Date of Transaction: December 2007
Acquiror: Green Endeavors
Acquiree: Landis Salon

## **Outside Professionals**

Company's Counsel: Mike Golightly

Accounting Firm: Hansen, Barnett and Maxwell

Other Advisors: N/A

## **Additional Comments**

## **Nutraceutical**

**1400 Kearns Blvd FL 2** Phone: 435-655-6106

Park City, UT 84060 Fax: N/A

Website: nutraceutical.com

CEO: Frank Gay
CFO: Cory McQueen

Stage of Development: Generating Revenue

Year Founded: 1993 Number of Employees: 805

Business: Medicinal Chemicals & Botanical Products

Industry: Nutraceuticals

## **Transaction**

Description: Acquisition

Transaction Value: \$10,651,000
Date of Transaction: June 2007
Acquiror: Nutraceutical

Acquiree: TERAPI and NaturalCare

## **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: PricewaterhouseCoopers LLP

Other Advisors: N/A

## **Additional Comments**

Combination of 2 acquisitions

## **O'Currance Teleservices**

 1785 S 4130 W, Ste. O
 Phone:
 801-736-0500

 Salt Lake City, UT 84104
 Fax:
 801-736-0810

 Website:
 ocurrance.com

CEO: David Meine CFO: Blake Rigby

Stage of Development: Generating Revenue

Year Founded: 1994 Number of Employees: 600

Business: Telesales

Industry: Business Services

## **Transaction**

Description: Acquisition

Transaction Value: \$23,500,000 Date of Transaction: March 2007

Acquiror: Riverlake Equity Partners
Acquiree: O'Currance Teleservices

## **Outside Professionals**

Company's Counsel: Jones Waldo Holbrook & McDonough, PC

Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# Omniture, Inc.

Phone: 550 East Timpanogos Circle

Orem, UT 84097 Fax: 801-722-7001 Website:

omniture.com

801-722-7000

CEO: Joshua G. James CFO: Michael S. Herring Stage of Development: Generating Revenue

Year Founded: 1996 Number of Employees: 343

**Business:** A leading provider of online business optimization

software

Technology Industry:

## **Transaction**

Description: Acquisition of Offermatica Corporation

Transaction Value: \$65,000,000 Date of Transaction: December 2007 Acquiror: Omniture, Inc.

Acquiree: Offermatica Corporation

## **Outside Professionals**

Company's Counsel: Wilson Sonsini Goodrich & Rosati, P.C.

Accounting Firm: Ernst & Young LLP

Other Advisors: N/A

## **Additional Comments**

# Omniture, Inc.

 550 East Timpanogos Circle
 Phone:
 801-722-7000

 Orem, UT 84097
 Fax:
 801-722-7001

Website: omniture.com

CEO: Joshua G. James
CFO: Michael S. Herring
Stage of Development: Generating Revenue

Year Founded: 1996 Number of Employees: 343

Business: A leading provider of online business optimization

software

Industry: Technology

## **Transaction**

Description: Acquisition of Touch Clarity Limited

Transaction Value: \$61,231,000
Date of Transaction: March 2007
Acquiror: Omniture, Inc.

Acquiree: Touch Clarity Limited, a UK company

## **Outside Professionals**

Company's Counsel: Wilson Sonsini Goodrich & Rosati, P.C.

Accounting Firm: Ernst & Young LLP

Other Advisors: Law Firm of Taylor Wessing (UK)

## **Additional Comments**

# Omniture, Inc.

**550 East Timpanogos Circle** Phone: 801-722-7000

**Orem, UT 84097** Fax: N/A

Website: omniture.com

CEO: Joshua G. James
CFO: Michael S. Herring
Stage of Development: Generating Revenue

Year Founded: 1996 Number of Employees: N/A

Business: A leading provider of online business optimization

software

Industry: Technology

## **Transaction**

Description: Acquisition of Instadia

Transaction Value: \$14,349,000
Date of Transaction: January 2007
Acquiror: Omniture, Inc.
Acquiree: Instadia A/S

## **Outside Professionals**

Company's Counsel: Wilson Sonsini Goodrich & Rosati, P.C.

Accounting Firm: Ernst & Young LLP

Other Advisors: Law Firm of Kromann Reumert (Denmark)

## **Additional Comments**

The financial terms of the transaction were not disclosed.

## Prime Resource Inc.

**1245 East Brickyard Road, Ste 590** Phone: 801-433-2000

Salt Lake City, UT 84106 Fax: N/A

Website: belsengetty.com

CEO: Terry Deru
CFO: Andrew Limpert
Ctage of Development: Congreting Reven

Stage of Development: Generating Revenue

Year Founded: 2002 Number of Employees: N/A

Business: Group insurance brokerage as well as investment

and pension consulting

Industry: Information Technology

## **Transaction**

Description: Private offering

Transaction Value: \$4,500,000 Date of Transaction: April 2007

Acquiror: Broadband Maritime Inc. Acquiree: Prime Resource Inc.

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# **Radix International Corporation**

 4855 Wiley Post Way
 Phone:
 801-537-1717

 Salt Lake City, UT 84116
 Fax:
 801-328-3401

 Website:
 radix-intl.com

CEO: N/A CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 1969 Number of Employees: 195

Business: Manufactures and designs handheld computers,

peripherals and portable printers.

Industry: Technology

## **Transaction**

Description: Acquisition

Transaction Value: \$3,600,000

Date of Transaction: September 2007
Acquiror: Elecsys Corporation

Acquiree: Radix International Corporation

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# Raser Technologies, Inc.

**5152 North Edgewood Drive** Phone: 801-765-1200 **Provo, UT 84604** Fax: 801-374-3314

Website: rasertech.com

CEO: Brent M. Cook
CFO: Martin F. Petersen
Stage of Development: Generating Revenue

Year Founded: 2003 Number of Employees: 29

Business: Geothermal and energy technologies

Industry: Energy

## **Transaction**

Description: Acquisition

Transaction Value: \$4,700,000
Date of Transaction: December 2007
Acquiror: Raser Technologies

Acquiree: GeoLectric Power Comany NM, LLC.

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# Raser Technologies, Inc.

 5152 North Edgewood Drive
 Phone:
 801-765-1200

 Provo, UT 84604
 Fax:
 801-374-3314

Website: rasertech.com

CEO: Brent M. Cook
CFO: Martin F. Petersen
Stage of Development: Generating Revenue

Year Founded: 2003 Number of Employees: 29

Business: Geothermal and energy technologies

Industry: Energy

## **Transaction**

Description: Asset purchase

Transaction Value: \$4,140,000
Date of Transaction: December 2007
Acquiror: Raser Technologies

Acquiree: Lightning Dock Geothermal, Inc.

## **Outside Professionals**

Company's Counsel: Holland & Hart LLP

Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# Reflect Scientific, Inc

 1270 South 1380 West
 Phone:
 801.226.4100

 Orem, UT 84058
 Fax:
 801-226-2885

Website: reflectscientific.com

CEO: Kim Boyce CFO: David Strate

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: 10

Business: Manufacture, supply and distribute laboratory

equipment and supplies in the Life Sciences

industry

Industry: Biotechnology

## **Transaction**

Description: Merger

Transaction Value: \$2,120,000
Date of Transaction: January 2007

Acquiror: Reflect Scientific, Inc

Acquiree: All Temp Engineering (ATE)

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

## RemoteMDx

**150 West Civic Center Drive Suite 400** Phone:

**Sandy, UT 84070** Fax: 801-451-6281

Website: remotemdx.com

866-451-6141

CEO: David Derrick
CFO: Michael Acton

Stage of Development: Generating Revenue

Year Founded: 1997 Number of Employees: 99

Business: RemoteMDx provides emergency health

monitoring and personal assistance products and

services.

Industry: Technology

## **Transaction**

Description: Purchase of 51% of Midwest Monitoring with cash

and common stock

Transaction Value: \$189,620

Date of Transaction: December 2007 Acquiror: RemoteMDx

Acquiree: Midwest Monitoring & Surveillance

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# Senforce Technologies, Inc.

147 West Election Road, Suite 110 Draper, UT 84020

Fax: 801-838-7879 Website: senforce.com

801-838-7878

CEO: Mike Hall CFO: Kent Thomas

Stage of Development: Generating Revenue

Year Founded: 2000 Number of Employees: 28

Business: The Company develops and sells policy-enforced

endpoint and wireless security.

Phone:

Industry: Technology

## **Transaction**

Description: On August 1, 2007 Novell, Inc. acquired Senforce

Technologies for \$20 Million in cash.

Transaction Value: \$20,000,000
Date of Transaction: August 2007
Acquiror: Novell Inc.

Acquiree: Senforce Technologies, Inc.

#### **Outside Professionals**

Company's Counsel: Procopio, Cory, Hargreaves & Savitch LLP

Accounting Firm: Tanner LC

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

# Simmons Media Group, LLC

**515 South 700 E. #1C** Phone: 801-524-2600

Salt Lake City, UT 84102 Fax: N/A

Website: simmonsmedia.com

CEO: David E. Simmons
CFO: Bruce W. Thomas
Stage of Development: Generating Revenue

Year Founded: 1977 Number of Employees: 225

Business: Radio stations and outdoor advertising

Industry: Consumer Services

## **Transaction**

Description: Sold a 33% interest in the company

Transaction Value: \$20,000,000
Date of Transaction: June 2007
Acquiror: Goldman Sachs

Acquiree: Simmons Media Group

## **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Grant Thornton LLP

Other Advisors: Callister Nebeker & McCullough

## **Additional Comments**

# Sonic Innovations, Inc.

**2795 E. Cottonwood Parkway, Suite 660** Phone: 801-365-2800 **Salt Lake City, UT 84121** Fax: 801-365-3002

Website: sonici.com

CEO: Samuel L. Westover CFO: Michael M. Halloran Stage of Development: Generating Revenue

Year Founded: 1997 Number of Employees: 700

Business: Design, development, manufacture and

marketing of advanced digital hearing aids.

Industry: Healthcare

## **Transaction**

Description: Asset Acquisition

Transaction Value: \$3,050,000 Date of Transaction: June 2007

Acquiror: NuSound Hearing Aid Laboratory, Inc.

Acquiree: American Hearing, LLC and Digi-Tech, LLC

## **Outside Professionals**

Company's Counsel: Holland & Hart LLP

Accounting Firm: N/A Other Advisors: N/A

## **Additional Comments**

# Sonic Innovations, Inc.

 2795 E. Cottonwood Parkway, Suite 660
 Phone:
 801-365-2800

 Salt Lake City, UT 84121
 Fax:
 801-365-3002

Website: sonici.com

CEO: Samuel L. Westover CFO: Michael M. Halloran Stage of Development: Generating Revenue

Year Founded: 1997 Number of Employees: 700

Business: Design, development, manufacture and

marketing of advanced digital hearing aids.

Industry: Healthcare

## **Transaction**

Description: Sale of subsidiary

Transaction Value: \$2,000,000
Date of Transaction: February 2007

Acquiror: Tympany Holdings, LLC

Acquiree: Tympany, Inc.

## **Outside Professionals**

Company's Counsel: Holland & Hart LLP

Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# Sonic Innovations, Inc.

 2795 E. Cottonwood Parkway, Suite 660
 Phone:
 801-365-2800

 Salt Lake City, UT 84121
 Fax:
 801-365-3002

Website: sonici.com

CEO: Samuel L. Westover CFO: Michael M. Halloran Stage of Development: Generating Revenue

Year Founded: 1997 Number of Employees: 700

Business: Design, development, manufacture and

marketing of advanced digital hearing aids.

Industry: Healthcare

## **Transaction**

Description: Asset Acquisition

Transaction Value: \$1,400,000 Date of Transaction: October 2007

Acquiror: HearingLife USA, Inc.

Acquiree: Hearing Associates of Pensacola, P.A.

## **Outside Professionals**

Company's Counsel: Holland & Hart LLP

Accounting Firm: N/A Other Advisors: N/A

## **Additional Comments**

# Strategic Staffing, Inc.

**3330 South 700 East Suite D** Phone: 801-994-9494 **Salt Lake City, UT 84106** Fax: 801-994-9499

Website: strategicstaffs.com

CEO: Steve Whitworth CFO: Bill Whitworth

Stage of Development: Generating Revenue

Year Founded: 1999 Number of Employees: 68

Business: Staffing Services

Industry: Business Services

## **Transaction**

Description: Strategic Staffing, Inc. acquired by Barrett Business

Services, Inc.

Transaction Value: \$12,000,000 Date of Transaction: July 2007

Acquiror: Barrett Business Services Inc.

Acquiree: Strategic Staffing, Inc.

## **Outside Professionals**

Company's Counsel: Ray Quinney & Nebeker LLC

Accounting Firm:

Other Advisors: N/A

## **Additional Comments**

# **Vista Staffing Solutions, Inc**

 275 East 200 South
 Phone:
 801-487-8190

 Salt Lake City, UT 84111
 Fax:
 866-360-6021

 Website:
 vistastoff com

Website: vistastaff.com

CEO: Mark Brouse CFO: Li Chen

Stage of Development: Generating Revenue

Year Founded: 1990 Number of Employees: 93

Business: Management Consulting Services Employment

Agency

Industry: Business Services

## **Transaction**

Description: Transaction valued at \$41.0 mil cash (excluding

\$8.0 million earnout). Earnout structure of

up to \$8.0 million to be paid over next two years.

Transaction Value: \$41,000,000 Date of Transaction: January 2007

Acquiror: On Assignment Inc.
Acquiree: Vista Staffing Solutions

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# WiLife, Inc.

**132 E 13065 S Ste 200** Phone: 801-316-4700

Draper, UT 84020 Fax: N/A

Website: wilife.com

CEO: Andrew Hartfield CFO: Mark Webb

Stage of Development: Generating Revenue

Year Founded: 2002 Number of Employees: 30

Business: Provider of PC-based digital video surveillance

systems

Industry: Technology

## **Transaction**

Description: Acquisition

Transaction Value: \$24,000,000
Date of Transaction: November 2007

Acquiror: Logitech International

Acquiree: WiLife

## **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: Colter Jennings

## **Additional Comments**

# Wiseguys Comedy, Inc.

**269 Historic 25th Street** Phone: 801-622-5588

Ogden, UT 84401 Fax: N/A

Website: wiseguyscomedy.com

CEO: Keith Stubbs

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: N/A Number of Employees: N/A

Business: Comedy Clubs

Industry: Consumer Services

## **Transaction**

Description: Purchase of certain assets

Transaction Value: \$200,000
Date of Transaction: April 2007
Acquiror: MCD2 Corp.

Acquiree: Wiseguys Comedy, Inc.

## **Outside Professionals**

Company's Counsel: Holland & Hart LLP

Accounting Firm: N/A
Other Advisors: N/A

## **Additional Comments**

# WorkingRX, Inc.

 4225 Lake Park Boulevard Suite 400
 Phone:
 801-892-5200

 Salt Lake City, UT 84120
 Fax:
 801-471-6600

Website: workingrx.com

CEO: Lori Daugherty CFO: Luke Saban

Stage of Development: Generating Revenue

Year Founded: 2002 Number of Employees: N/A

Business: Offers products and services to facilitate

Workers' Compensation Claims Management

Industry: Business Services

#### **Transaction**

Description: Acquisition

Transaction Value: \$55,000,000
Date of Transaction: September 2007
Acquiror: Fiserv, Inc.
Acquiree: WorkingRX, Inc.

#### **Outside Professionals**

Company's Counsel: N/A

Accounting Firm: Grant Thornton

Other Advisors: N/A

#### **Additional Comments**

N/A

### **Zevex International**

 4314 ZEVEX Park Lane
 Phone: (801) 264-1001

 Salt Lake City, UT 84123
 Fax: (801) 264-1051

Website: zevex.com

CEO: David J. McNally
CFO: Phillip L. McStotts
Stage of Development: Generating Revenue

Year Founded: 1986 Number of Employees: 178

Business: Medical devices

Industry: Healthcare

#### **Transaction**

Description: Merged with Moog Inc.

Transaction Value: \$83,800,000
Date of Transaction: March 2007
Acquiror: Moog Inc.

Acquiree: Zevex International

#### **Outside Professionals**

Company's Counsel: Jones, Waldo, Holbrook and McDonough

Accounting Firm: N/A
Other Advisors: N/A

#### **Additional Comments**

N/A

# **Zions Bancorporation**

**One South Main, Suite 1134** Phone: (801) 524-4787

Salt Lake City, UT 84111 Fax: N/A

Website: zionsbancorporation.com

CEO: Harris H. Simmons
CFO: Doyle L. Arnold

Stage of Development: Generating Revenue

Year Founded: 1873 Number of Employees: 10,000+ Business: Banking

Industry: Banking and Finance

#### **Transaction**

Description: Acquisition

Transaction Value: \$1,200,000,000
Date of Transaction: January 2007

Acquiror: Zions Bancorporation

Acquiree: The Stockmen's Bancorp, Inc.

#### **Outside Professionals**

Company's Counsel: Accounting Firm: Other Advisors:

#### **Additional Comments**

## Zorch, Inc.

**9690 South 300 West Sandy, UT 84070**Phone: 801-957-5333
Fax: 801-957-5260

Website: zorchsoftware.com

CEO: Brad Wright

CFO: N/A

Stage of Development: Generating Revenue

Year Founded: 2003 Number of Employees: N/A

Business: Developer of Enterprise Software For Life

Sciences Industry

Industry: Technology

#### **Transaction**

Description: Acquisition

Transaction Value: \$2,000,000
Date of Transaction: June 2007

Acquiror: First Consulting Group, Inc.

Acquiree: Zorch, Inc

#### **Outside Professionals**

Company's Counsel: N/A
Accounting Firm: N/A

Other Advisors: CFO Solutions, L.C.

#### **Additional Comments**

N/A



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Company			
Address			
City		State Zip	
Phone #		Fax #	
E-mail			
		s)	
Annual Membership:	□ \$600	Corporate – Any two people may attend each event	
	□ \$350	Each additional member added to Corporate membership	
	□ \$350	Individual – Entitles named individual to attend each event	
	□ \$35	Non-member luncheon fee	
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- ✓ Eligibility to participate on all Committees
- ✓ Online access to the Deal Flow database with full guery functionality

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## **Transactions Without Values**

We are including a list of the names of the companies for which transactions were reported but that we were unable to obtain transaction values. In some cases these transactions were significant but the parties elected to keep the information confidential. In other cases we were unable to contact the parties to get verification about the transaction and thus were unable to report it. We include the names of the companies so that interested parties may pursue additional information should they desire.

## **Venture Capital / Private Equity**

#### **Company Name**

3Star Technology Alpha Bay Corporation BioMicro Systems, Inc.

Celio Technology Corporation

Certiport, Inc.
CompletexRM
Forum Systems
Health Benefit Bank
Intelisum, Inc.
ipTelesis

Larada Sciences

Lead Media Partners, LLC

Maxtec, Inc.
Meosphere
Obeo
Omnilytics
Quicknowledge
Shieldzone

**Sorenson Communications** 

Toyshare

Unishippers Association, Inc.

Zane Benefits, Inc.

Zonder Inc.

# **Mergers & Acquisitions**

#### **Company Name**

Allegiance, Inc.

Arteis Inc

Backcountry.com, inc.

**Cobalt Communications Group** 

Consonus

Content Watch Inc.

Continental Pipe Manufacturing

Company

Dalbo, Inc. & Affiliated companies

Dawn Trucking Corporation Deseret Book Company Digital Depot, LLC Direct Pointe, Inc.

DoxTek, Inc.

**DW Healthcare Partners** 

Dynamic City Inc.

FreeLinc

Frontier BioMedical, Inc.

Global Resource Management

Hammertap

Headgate Studios Inc. HealthCare Insight, LLC Helius Incorporated Huish Detergents. Inc.

Intermountain Financial Benefits

**Leavitt Group** 

Mainstream Data, Inc.

Manufacturers Resource Network, Inc.

Matrix Management, Inc.

Medicine Lodge Nichols Inc. Non-Stop Music Oakley Networks Omniture Inc

Pacific Financial Lending, Inc. Phone Directories Company

Pizza Pie Holdings Pro Police Products

Q Comm International, Inc.

R & W Rental, Inc.

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The Division of Securities provides guidance to businesses and entrepreneurs seeking to raise capital through the offer of investment opportunities.

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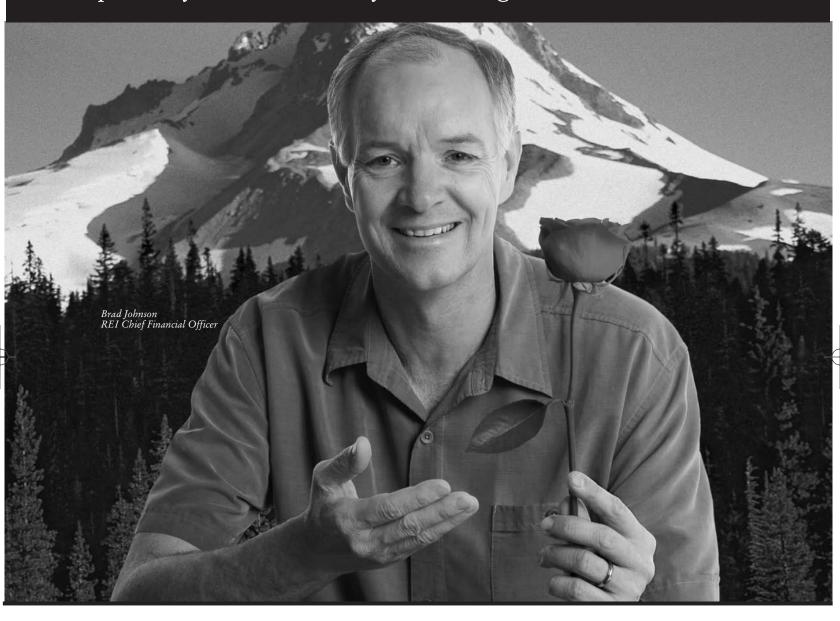
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