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## Real-time Deal Flow Web Site Goes Live

*Utah's First Real-time Reporting Resource Provides Information on State's Financial Deals As They Happen*

MountainWest Venture Group proudly announces the launch of Utah's first Web site that allows real-time reporting of financial transactions as they happen. Partnering with the state of Utah's Department of Community and Economic Development (DCED), MWVG has created this inaugural site to answer the demand for more immediate and up-to-the-minute information on Utah's deal flow.

For the past six years, MWVG has tracked and published Utah's deal flow data and is now extending that information offering to a real-time online venue.

Commenting on the state's participation in the project, Governor Mike Leavitt said, "We all know the key to good business decisions is

reliable, current information. Real-time online deal flow reporting greatly advantages entrepreneurs and will ultimately help attract more venture capital to Utah. I applaud MountainWest Venture Group for making the vision of real-time reporting a reality."

The new site, [www.mwvg.org](http://www.mwvg.org), went live on August 15 and was demonstrated at MountainWest Venture Group's August 15 joint luncheon meeting with the Utah Valley Entrepreneurial Forum (UVEF), the Utah Life Sciences Association (ULSA) and the Utah Information Technology Association (UITA) at Thanksgiving Point in Lehi.


The site's real-time deal flow reporting features allow any user to report financial transactions using an online reporting form available on the site. Once the submitted information is verified

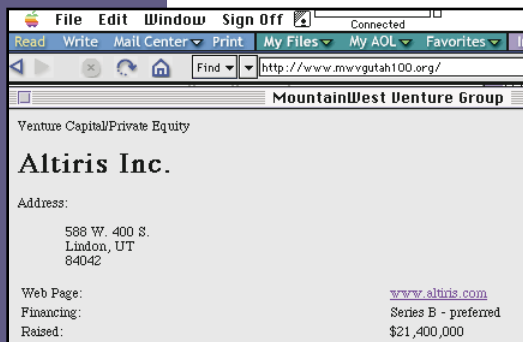
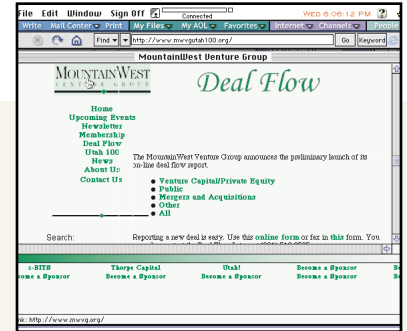
and approved, the deal information database is automatically updated and the numbers and types of transactions within various funding categories instantly reflect the real-time information. MWVG has created a user-friendly system to record, manage, and report real-time deal flow information. Initially, all users will be able to run customized reports using user-friendly data querying tools. After a trial period, users desiring customized reports will be required to purchase password privileges from MountainWest Venture Group for a nominal yearly fee of \$50. At all times, both before and after the trial run, all users can log on to the site to view general reports of real-time deal flow information.

"The completion of the real-time deal reporting Web site represents a rewarding alliance between MWVG and the DCED," said Brian Lloyd, president of MWVG. "We are thrilled to sponsor the real-time deal flow initiative and look forward to the added recognition the initiative will afford Utah's entrepreneurs and venture funding sources."

"I am very pleased that MountainWest Venture Group is now able to offer real-time deal flow reporting online," said Kevin Jessop, vice president of deal flow reporting for MWVG. "Our heartfelt thanks go out to the DCED for helping make this possible. Online reporting has been a significant objective of MWVG for quite some time and I am excited that we are finally seeing the culmination of that goal."

### For More Information

Companies desiring more information about the site and its features may contact Kevin Jessop, Vice President of Deal Flow Reporting, (801) 325-5016, [kjessop@diversifiedinsurance.com](mailto:kjessop@diversifiedinsurance.com). 



**UTAH'S DEAL NETWORK**

[WWW.MWVG.ORG](http://WWW.MWVG.ORG)

## MESSAGE FROM THE PRESIDENT

**MountainWest Venture Group's "Constancy of Purpose"**

*Online Deal Flow Reporting and New Mission Statement Serve to Tighten MWVG's Focus*

**M**orpheus Interactive. Mountain Valley Seed. Fotogenix. What do these three companies have in common? The answer: they were involved in three of the first four transactions highlighted by MountainWest Venture Group in its initial "Utah Deals Update" published in the February 1995 issue of *Horizons*. Morpheus Interactive raised \$175,000 in a bridge loan from UTFC, Mountain Valley Seed received \$150,000 in a participating loan from First Security Bank and Fotogenix received \$25,000 in a UTFC revolving loan.

How have things changed over the past seven years? Notwithstanding the fact that the economy and equity markets are currently sloughing like a Popsicle® on the Fourth of July, transactions reported for Utah at a recent MWVG luncheon for the first quarter of 2002 included more than a dozen venture financing deals representing investments in excess of \$70 million. In addition, Utah-based companies completed two of a limited number of initial public offerings in the country since the first of the year.


During the seven-year period that MWVG has been tracking and reporting deal flow, the state and nation have experienced the cresting and collapse of an economic wave that will occupy the minds and talents of brilliant economists for decades to come. Meanwhile, MountainWest Venture Group has steadily, although less spectacularly, built an expanding network of entrepreneurs, capital funding sources and service providers, and expanded the reach of its deal flow collection effort from a half-inch column in May 1995 to a 180-page book printed in May 2002, highlighting more than 150 transactions completed during 2001.

With this issue of *Horizons*, we are pleased to announce the further development of MWVG's deal flow efforts through the completion of the initial phase of a real-time online deal flow reporting initiative. Through the benefit of countless hours devoted by virtually all of MWVG's officers and directors, particularly the Deal Flow Committee chaired by Kevin Jessop, the financial and moral support provided by the State's Department of Community and Economic Development, and the technological expertise and sheer determination of Devin Thorpe and his colleagues at Thorpe Capital and s-Bits, the dream of an online, real-time transaction reporting

system has become a reality. As of August 15, MWVG members, as well as third parties, will be able to report completed transactions on a real-time basis on the group's Web site, [www.mwvg.org](http://www.mwvg.org), and members and other permitted users will be able to scan and review recent transactions — within days after they are reported. The completion of this initial phase of the Online Deal Flow system represents a quantum leap from MWVG's early days of deal flow tracking — a move that dramatically increases the value of MWVG membership.

It is our hope that the real-time reporting system will become a valuable tool for entrepreneurs, funding sources and service providers — all of whom are critical to the realization of MWVG's objectives. We also hope you will contribute to the deal collection effort. The quality and consistency of the online information depends, to a great degree, on the willingness of MWVG members to assist in the effort. In addition to providing the quantitative information associated with your transaction, we also encourage you to provide qualitative comments based on your experiences with the system.

As you review the expanded MWVG site, you will also notice a revised mission statement for the group: "to foster deal flow, capital growth and business development." This mission reflects the Board's efforts to focus the group's activities more tightly on deal flow reporting and networking opportunities necessary to help its members establish, fund and operate successful business ventures.

As a Board, we intend to pause only briefly to celebrate this latest achievement — if only to recognize those who made online deal flow reporting possible. With our new mission statement in place, we now propose to heed the advice of Benjamin Disraeli when he counseled that "the secret of success is constancy of purpose." From our perspective, the "constancy of purpose" is fostering increased deal flow, capital growth and business development in Utah. 

UPCOMING  
EVENTS

- ▶ **SEPTEMBER 24**  
MWVG JOINS T2M  
FOR THEIR HORIZONS  
CONFERENCE.
- ▶ **OCTOBER 17**  
8TH ANNUAL UTAH  
100 AWARDS —  
"FROM RISKS TO  
REWARDS" —  
PRESENTED AT THE  
GRAND AMERICA  
HOTEL IN SALT  
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**UTAH'S DEAL  
NETWORK**

[WWW.MWVG.ORG](http://WWW.MWVG.ORG)

## Members Get Better Connected at Annual Golf Tourney

Anyone who plays the game will tell you there's no better way to network and build strong relationships than on the golf course. And that was certainly no exception at MountainWest Venture Group's annual golf tournament held last month at the Alpine Country Club. Well attended with over 30 teams, MWVG members and their guests spent several

hours in the warmth of Utah's summer sun rubbing shoulders and vying for the chance to be honored in the winners circle.

### A Tie for First Place...

Although the first place team scored a 58, they weren't the only golfers to achieve such excellence. One other team also tied with a 58, but the first place team achieved a better score on the handi-

cap holes, breaking the tie. Congratulations to the first, second and third place winners!

### First Place Team

Score: 58

*Ron Richins, Chuck Schell, Randy Sant and Lane Beattie*

### Second Place Team

Score: 58

*Nick Efstratis, Bryce Roberts, Jim Higgins and David Bradford*

### Third Place Team

Score: 61

*J.B. Henriksen, Ted Paulsen, Mont Warren and Kurt Moore*



*Third place team comes in with a score of 61*



*Tying with the second place team with a score of 58, the winning team achieves a better score on the handicap holes.*

In addition to the first place team, congratulations are also in order for the following participants who proved their skill on the course:

### Closest to the Hole

*Tony Sansone (56"), Randy Sant (3'1"), Mike Malan (12'), and David Bradford (14').*

### Men and Women's Long Drive:

*David Fisher and Elaine Khanwilkar*

MountainWest Venture Group thanks Ron Richins, chairman of this year's golf tournament, and his committee for their efforts to make this annual event a success. The group also acknowledges each of the sponsors for their contributions:

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*Elaine Khanwilkar makes longest drive for the ladies*

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## Utah's Newest Deals

Following are both public and private deals reported within the last 30 days:

### Public Deals:

**Headwaters** filed for a \$250 million S-3 shelf offering; the company also announced it is buying ISG Resources for approximately \$238 million.

**Questar** filed a \$400 million S-3 shelf offering.

**Altiris** bought Previo assets for \$1 million.

**Novell** completed an acquisition of Silverstream valued at \$240 million.

**Sonic Innovations** bought seven companies in transactions valued at approximately \$8 million.

**SBI & Co.** acquired Scient for undisclosed amount (Scient is public and had 2001 revenues of \$50 million — SBI & Co. is private).

### Private Deals:

**Environmax** received \$2.3 million from undisclosed investors.

**NEBO Products** bought Straightway Tools for \$320,000.

**Netopia** (public California company) acquired DoBox (private company based in Utah) for undisclosed amount.

The following companies received venture capital funding within the last 30 days:

<b>Salus Therapeutics:</b>	\$2.2 million
<b>Pharmadigm:</b>	\$450,000
<b>MediConnect:</b>	\$1.5 million
<b>Perimeter Data:</b>	\$1 million
<b>FutureSmart Networks:</b>	\$750,000
<b>PacketPointe:</b>	\$1.25 million
<b>Rappore:</b>	\$3 million
<b>STSN:</b>	\$16 million

*NOTE: APPLICABLE SECURITIES LAW PLACES CERTAIN LIMITATIONS ON THE MANNER IN WHICH AN OFFER TO SELL SECURITIES MAY BE MADE, AND ON SOLICITATIONS AND ADVERTISEMENTS TO SELL SECURITIES. FAILURE TO COMPLY COULD RESULT IN LOSS OF PRIVATE OFFERING EXEMPTION. READERS SHOULD CONSULT THEIR ADVISOR PRIOR TO MAKING ANNOUNCEMENTS. MWVG ASSUMES NO RESPONSIBILITY FOR THE FORM OR CONTENT THEREOF.*

MOUNTAINWEST VENTURE GROUP, "UTAH'S DEAL NETWORK," IS A NON-PROFIT ORGANIZATION DEDICATED TO FOSTERING DEAL FLOW, BUSINESS GROWTH AND CAPITAL DEVELOPMENT IN UTAH. SINCE 1983, THE GROUP HAS BROUGHT TOGETHER ENTREPRENEURS, INVESTORS, AND PROFESSIONAL SERVICE PROVIDERS INTERESTED IN THE ESTABLISHMENT, FUNDING AND OPERATION OF SUCCESSFUL BUSINESS VENTURES. MOUNTAINWEST VENTURE GROUP IS THE SPONSOR OF THE ANNUAL UTAH 100 AWARDS, THE ENTREPRENEUR OF THE YEAR AWARD AND THE ANNUAL UTAH DEAL FLOW REPORT.

## Interested in Joining MountainWest Venture Group?

**Write:** MWVG • P.O. Box 1709 • West Jordan, Utah 84084

**Call:** Geni Tausinga • (801) 282-8940 • gtausinga@msn.com

Corporate Plus Membership: \$375 • Corporate Membership: \$295

Individual Membership: \$195 • Entrepreneur Membership: \$95

Membership benefits include annual newsletter subscription (non-member \$65). Certain restrictions apply.



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