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Another Two techcenter@UMBC Incubator Graduates
Surviving and Growing Through the Start-Up Phase

BALTIMORE, MD (August 24, 2006) – Two companies recently graduated from the techcenter@UMBC business incubator program: Next Breath, LLC and Fluorometrix Corporation.

“Our Incubator and Accelerator programs nurture the development of technology-led companies, helping them survive and thrive during their start-up phase,” says David Fink, techcenter@UMBC biotechnology entrepreneur in residence. “We have graduated over 30 companies, including: BDMetrics, Receptor Biology, Athena Environmental Sciences, Cybergroup, In Vitro Technologies, COLUMBIA Technologies, and Epitaxial Technologies.”

Next Breath, LLC is a contract pharmaceutical research and development organization dedicated to analytical testing of respiratory and nasal drug delivery platforms. Next Breath discovers and optimizes drug and delivery device combinations that increase the probability of success for its clients when their products advance into human clinical trials and the marketplace. Next Breath’s primary clients are in pharmaceutical, biotechnology and drug delivery companies. Since its inception, Next Breath has provided services to over 44 companies from New Zealand, India, Europe, Canada, and the US.

Next Breath has two Drug Enforcement Administration (DEA) licenses – controlled substance for research and development and analytical testing. The licenses allow Next Breath to work with clients that develop controlled substances for pain management, hormone replacement and seizures.

“The management guidance and technical assistance provided by the techcenter@UMBC team accelerated our rapid growth and minimized possible pitfalls that many bioscience start-up companies face,” says NextBreath founder and president Julie Suman. “Next Breath has experienced continual growth each year and now has ten employees.”

Fluorometrix uses advanced sensor technology developed by Govind Rao, head of UMBC’s Center for Advanced Sensor Technologies (CAST). The Fluorometrix family of products is designed to significantly offset the cost of labor and materials of the highly labor-intensive fermentation and cell culture processes that are the heart of biotech and pharmaceutical research and development. “The partnership formed by Sartorius and Fluorometrix, through a sublicense agreement, will accelerate international marketing of products invented by a chemical and biochemical engineering team at UMBC,” stated director Stephen Auvil, UMBC Office of Technology Development.

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“The license agreement with Sartorius, along with other similar agreements signed in recent years, should help substantially in overcoming the market inertia that has inhibited adoption of this innovative technology,” adds Joe Qualitz, president of Fluorometrix.

“The graduating companies underscore techcenter@UMBC’s portfolio of high technology companies,” says techcenter@UMBC’s Business Advisory Board chair Thomas Peltier, and Managing Director & Group Head of Aerospace, Defense & IT Services Group of Stifel, Nicolaus & Company, Inc. “We are thrilled about the level of activity surrounding techcenter@UMBC companies – from multimillion dollar investments by the financial community to an increasing involvement of UMBC faculty, students, and alumni.”

“UMBC’s incubation programs help young businesses create jobs, enhance the entrepreneurial climate, and diversifying our economy,” stated David S. Iannucci, executive director of the Baltimore County Department of Economic Development. A great example of achieving those incubation goals is techcenter@UMBC’s incubator graduate, In Vitro Technologies. With a workforce of 60 scientist and technicians, IVT was recently sold to Celsis International plc, a large multinational drug testing company, for over \$30 million. “We expect to continue to operate in Baltimore County – while growing at a faster pace,” says founder and president Paul Silber.

About techcenter@UMBC: UMBC is home to two major entrepreneurial developments: techcenter@UMBC, an incubator and accelerator, and bwtech@UMBC, a research and technology park. Comprising 500,000 square feet of office and lab space, the development is home to more than 40 technology and bioscience companies. These tenant companies employ nearly 100 students and 50 alumni and have research collaborations with more than 40 faculty members. For more information visit our websites at www.umbc.edu/techcenter and www.bwtechUMBC.com.

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