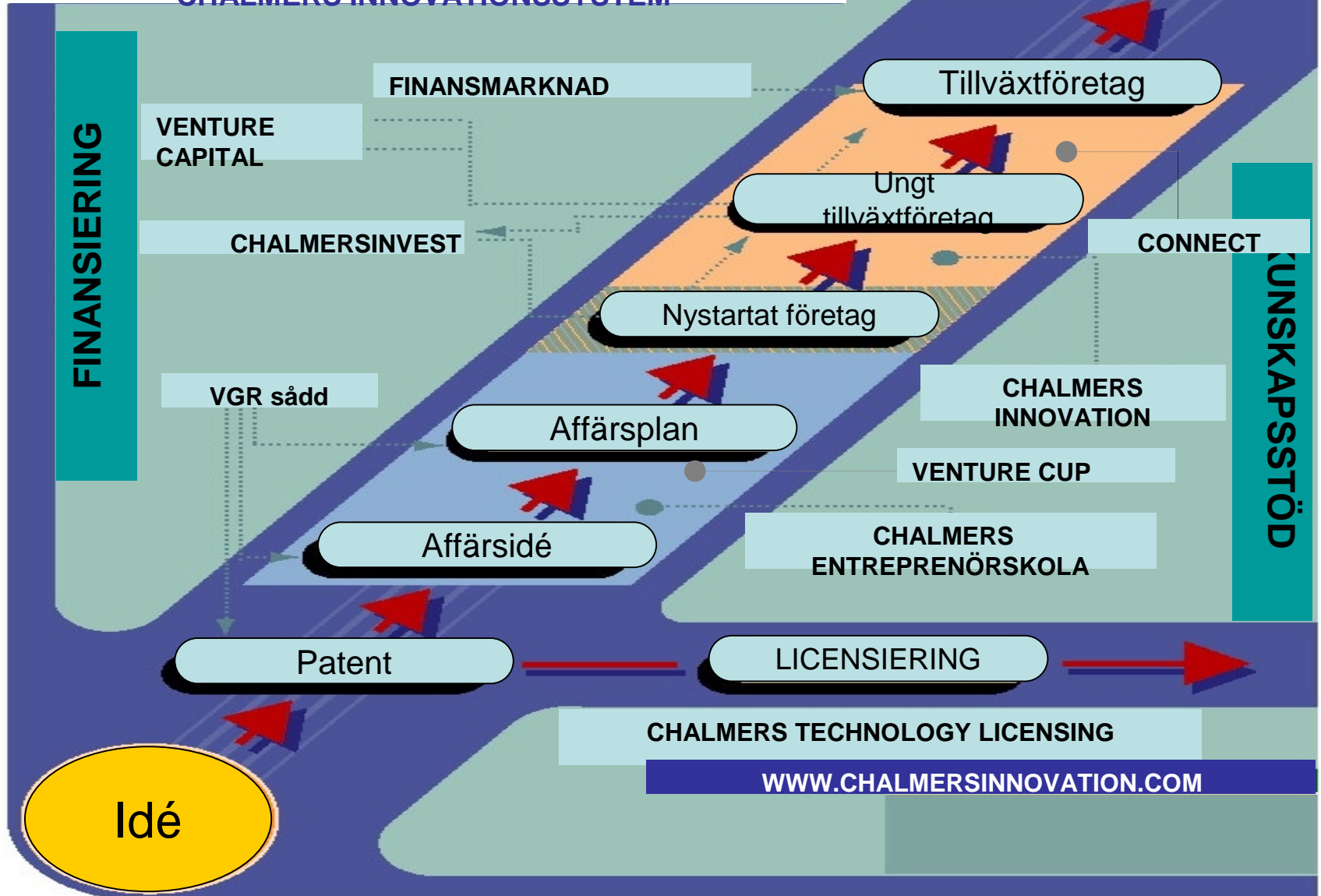


Från idé till företag

CHALMERS INNOVATIONSSYSTEM





CONNECT

VÄST

ORIGIN OF CONNECT

- UCSD CONNECT, San Diego 1985
- IVA (Royal Sw. Academy of Eng. Sc.) and SVCA (Sw. Venture Capital Ass) 1997, California
- CONNECT Sweden 1998, Chairman: Christer Zetterberg
- Regional networks / CONNECT Väst 2000

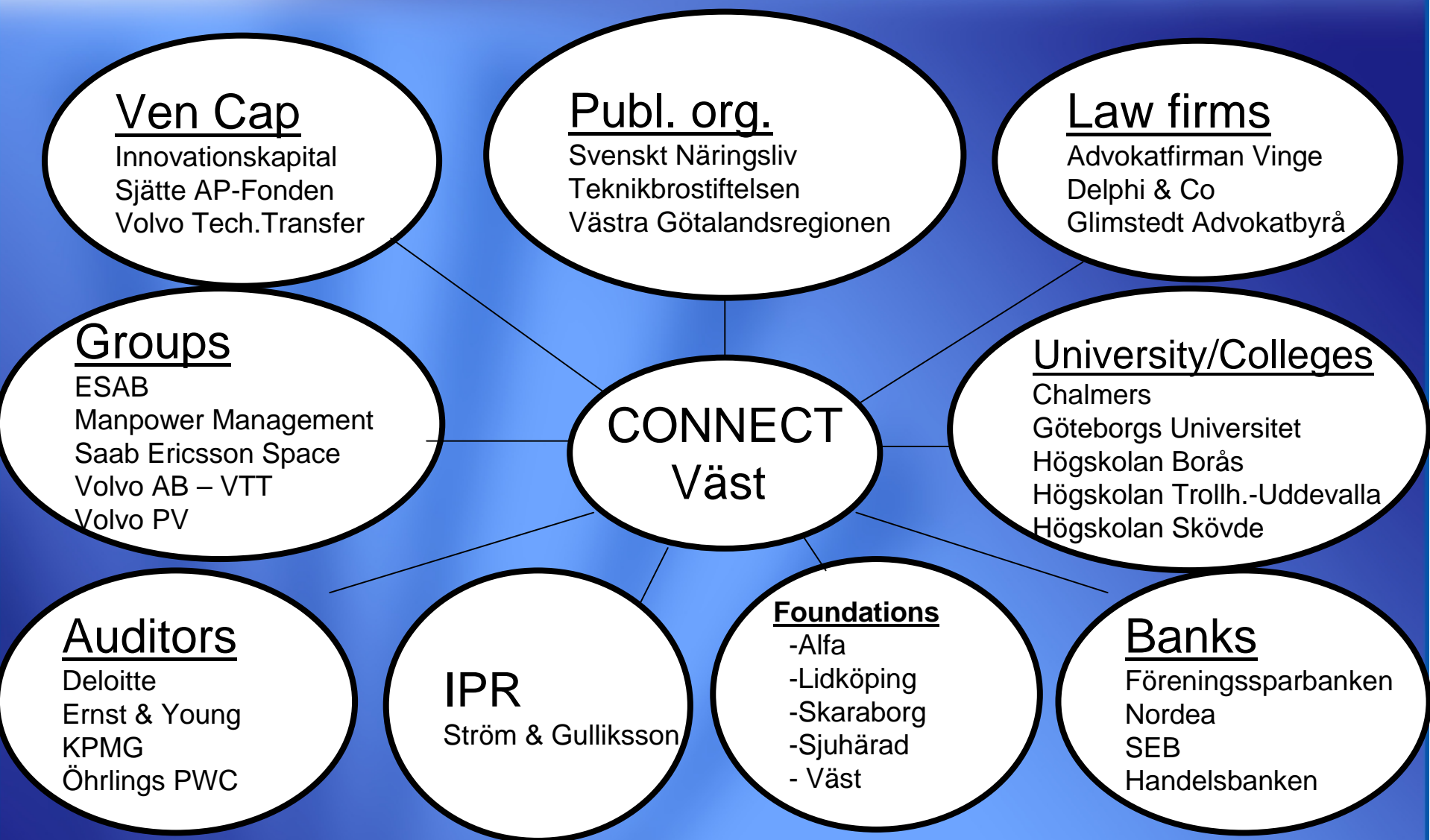
ORGANIZATIONAL IDEA

CONNECT Väst is independable and not for profit organization, who through voluntary efforts and with high demands on ethics acts to speed up the commercialization of start up- and expansionphases for growth companies with extraordinary potential in Västra Götalands Regionen.

The deal flow of growth companies is mainly from Chalmers, Gothenburg University, Colleges as well as from the business life of VGR including the service providers as Banks, Auditors and Lawyers.

CONNECT is actively contributing to create new jobs and that entrepreneurs receives possibilities to find competence, networks, meeting places and venture capital.

MAIN PARTNERS



GROWTH COMPANY - definition

- High-tech- and knowledge based companies in expanding sectors
- Existing companies with large growth potential
- Have international potential
- Create new job opportunities in Västra Götaland Region
- Good business idea which will create good value for investors

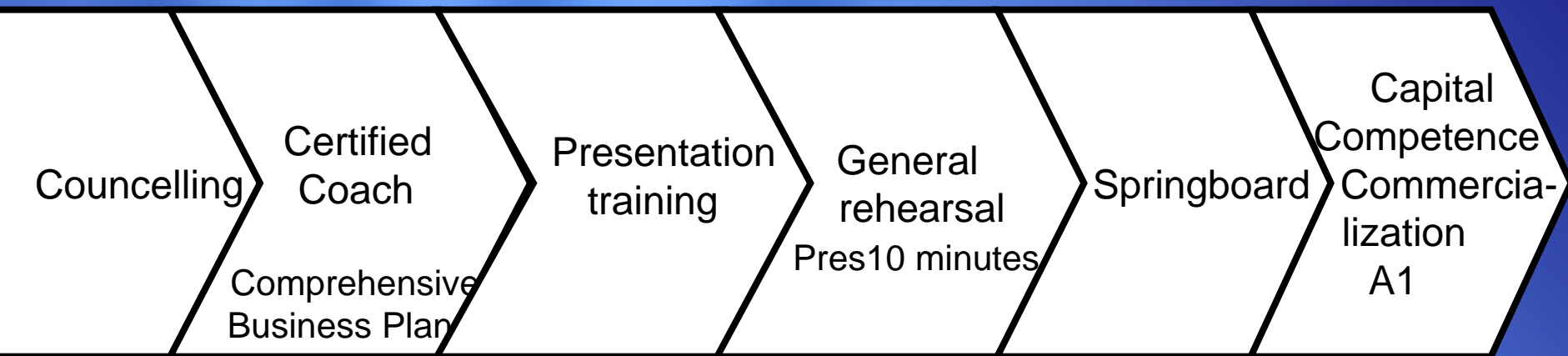
MAIN PRODUCTS

- Springboards
- Networks
- Meeting places
- Financial Forums
- Entrepreneur Library

SPRINGBOARD PROCESS

Purpose:

To improve the growth-company's business case and communicative platform, to increase the possibilities of finding external capital, attract competence and shortening the commercialization- and expansion phases.



BUSINESS ACCELERATOR

A1

- Systematic post-process to Springboard
- Growth company in commercialization phase
- Hands on management, contacts, competence and investor contacts
- Systematic support for faster growth
- Business-plan is set
- Activity plan incl. milestones, activities, follow-up and timeplan is set
- A Coach is decided
- Education
- CEO club

We are building networks for entrepreneurs and market actors willing to help growth-companies.

So far we have started:

- Business Angel network
- Partner network
- IT- Business network
- Board network
- Certified Coach network
- Alumni network
- Venture Capital
- CEO Network

- Booklets describing problems and opportunities for growth-companies, for example
- "How to write a winning business-plan"
- "Marketing and sales for growth companies"

Results 2000-2004-06

• Springboards	173
- active companies	122
- companies positive result	21
- new work opportunities after SB	292
- venture capital	268 mkr
- external financing	39 %
• Financial Forum	16
• Breakfast meeting	73
• Mentors	797
• Network meetings	116

SUBSIDIARIES

CONNECT Väst/Skaraborg

HT-02

Office Skövde

College of Skövde + SLU Skara

Local business in Skaraborg

Västra Götaland Region

CONNECT Väst/Sjuhärad

VT-03

Office Borås

College of Borås

Local business in Sjuhärad

Sjuhärads Kommunalförbund

CONNECT Väst/Fyrbodal

VT-04

Office Trollhättan

College of Trollhättan - Uddevalla

Local business in Fyrbodal

Västra Götaland Region

SUMMARY

CONNECT Väst:

- access to competence and investor contacts free of charge
- meeting-places for growth-companies and market actors
- shortening of commercialization-phase and improvement of competitiveness
- creation of new job opportunities

CONNECT Företag 2000-2003 Branscher

BRANSCH	ANTAL	Varav 2003
• Teknik	40	18
• Internet	19	4
• Media/Entertainment	17	2
• Software	16	3
• Medicin/Biotech	17	4
• Övrigt	11	2
• Telecom	9	3
• Security	6	1
• E-learning	3	--
• Hardware	3	1
SUMMA	141	38