

Taking Research Innovations to Market

The Advanced Technology Development Center's Faculty Research Commercialization Program (FRCP) moves research innovations from university laboratories to the marketplace. FRCP provides small grants to help faculty members commercialize technology developed at the six Georgia Research Alliance universities: the University of Georgia, Emory University, Georgia State University, the Medical College of Georgia,



Randal Crow
Atlanta University and the Georgia Institute of Technology.

The CAMotion system.

Since its inception in 1992, FRCP has provided 64 grants that have spawned 22 start-up companies in technologies from manufacturing to medicine, telecommunications to optics. Those companies have so far produced more than \$16 million in revenue. Among companies founded with FRCP help are:

- CAMotion, which produces motion control software for manufacturing;
- SaluMedica, developer of a new biomaterial for replacing damaged cartilage;
- Photonic Sensor System, which develops a biochip for identifying genes.

In spring 2001, FRCP made seven awards to faculty members working on improved sensing and measurement in manufacturing, new genetics techniques and potential treatments for diabetes, stroke and Alzheimer's Disease. Already four new companies have been formed.

Competition for the next round of FRCP grants begins in October with a series of meetings at participating universities.

atdc.org/news/september42001.html



Gary Meek
The SaluMedica™ Nerve Cuff.

Meeting Manufacturers' Needs

In Swainsboro, Georgia Tech's Economic Development Institute teamed up with East Georgia College to help meet the needs of small and mid-size companies for information technology expertise in computer systems and applications software.

A pilot of the Information Technology Certification Program (ITCP) ended last June with 14 employees from 14 area firms participating. Twenty-three days of workshops were offered, and the group completed 172 student days of training, and certifications were earned.

The ITCP was well-received by firms and employees involved, and Georgia Tech continues to offer a limited number of the workshops through its IT Solutions Centers in Dublin and Atlanta and other locations around the state. **404/894-1088**

Nurturing New Business

A new agribusiness incubator in Tifton represents a unique partnership between Georgia Tech's Advanced Technology Development Center (ATDC) and the University of Georgia.

The Technology Development Center, part of the National Environmentally Sound Production Agriculture Laboratory (NESPAL) at the University of Georgia's Tifton campus, will be initially funded by a OneGeorgia grant and matching funds from the local development authority. It not only will commercialize regional research via start-ups and landing parties, but also benefit NESPAL's agricultural partners—a series of model farms in south Georgia that utilize new technologies.

ATDC's new statewide entrepreneurial development group, ATDC Enet, provided resources for this effort. ATDC Enet developed standards, performed a community assessment, assisted in preparing the OneGeorgia grant proposal, and is now involved in facility design for the new center. **912/384-4151**



Demand and Supply

Georgia Tech's fiscal analysis tool, LOCI™, has long been used by communities applying for Regional Economic Business Assistance grants, and now a LOCI™ analysis is required for certain OneGeorgia funding applications. To help meet rising demand for LOCI™, staff from Georgia Tech's Center for Economic Development Services recently trained 14 individuals from seven state Regional Development Centers. The course, held in **Macon**, should enable these RDC personnel to undertake LOCI™ analyses for communities in their respective regions.



www.ceds.gatech.edu

Swift Surfing

Schoolchildren and corporate executives alike can appreciate a recent Georgia Tech Research Institute design accomplishment: a super-high-speed optical switch that makes for speedier surfing on the Internet.

The new Ethernet switch allows transmission speeds of up to one gigabit of bandwidth per second over distances greater than 80 kilometers (or 49.6 miles). Designed in conjunction with California-based manufacturer Canoga-Perkins and fast-tracked to market in only four months, the new switching device will be used in BellSouth Corporation's broadband telecommunications installations in a major urban school system this fall.

www.gtri.gatech.edu

GTREP Revisited

A new partnership between the state of Georgia and Gulfstream Aerospace Corporation will boost the Georgia Tech Regional Engineering Program (GTREP) designed to raise the number of engineers in southeast Georgia (*Impact*, J/A 2000).

This fall, GTREP is launching an undergraduate program in electrical engineering with emphasis on aviation electronics. The effort is part of a \$1.6 million partnership between the state and the **Savannah**-based company that will produce 200 jobs over the next half dozen years via a train-and-hire program. As many as 80 students could complete the program over that span, helping to supply the firm with needed engineers.

GTREP began three years ago with 60 students and already has grown to 200. www.gtrep.gatech.edu

To Your Health

Since 1978, the Georgia Tech Research Institute (GTRI) has provided no-cost technical assistance in the areas of environment, health and safety to small and mid-sized industries throughout Georgia. Beginning in 1994, such programs were extended to schools and communities, too. Last year alone, GTRI specialists assisted 400 such businesses and organizations. www.gtassist.org

Around the State

■ Lean manufacturing specialists helped a **Duluth** electronics firm with a new plant layout that improved flow and reduced cycle time. Increased productivity and more efficient use of floor space eliminated the need for Spectral Response to move to a new facility, saving the firm some \$300,000 annually.

■ In **Butler**, regional staff helped a hydraulic sand mining firm cut its energy costs. Assessing energy consumption and reviewing electric bills led to recommendations involving conversion to one primary meter from multiple meters and replacement of standard motors with premium motors instead of rebuilding them. Butler Sand's energy costs have decreased 5 percent for a \$4,700 annual savings.

■ For Hansford & Brown, Inc. in **Watkinsville**, EDI staff and Georgia Tech faculty helped with new product development, in this case devising a protective head-and-neck support for hair salon shampoo bowls. The assistance to this small, women-owned start-up company translates into new jobs and capital spending of more than \$80,000.

Georgia Tech's Regional Office Network

Albany	229/430-4188	Dublin	478/275-6543
Athens	706/542-8900	Gainesville	770/531-4550
Augusta	706/737-1414	Griffin	770/412-4081
Brunswick	912/634-4860	Macon	478/751-6190
Carrollton	770/836-6665	Newnan	770/254-7592
Cartersville	770/387-4002	Rome	706/295-6008
Columbus	706/649-1661	Savannah	912/651-2551
Dalton	706/272-2702	Warner Robins	478/953-3155
Douglas	912/384-1121		



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