

Award Description	Research Methodology	Measurement Criteria
<p>The Frost & Sullivan Award for Entrepreneurial Company is given each year to the small company that demonstrated superior entrepreneurial ability in its industry during the research period. This Award signifies the company's identification of a unique and revolutionary product solution with significant market potential. Additionally, the Award certifies that the company's marketing strategy is sound and poised for success.</p>	<p>Entrepreneurial ability is assessed using mostly primary research with top manufacturers and end-users in the industry. Frost & Sullivan analyst teams perform extensive interviews with the company in question to evaluate its products, business, and marketing plan. In addition, primary research with leading manufacturers is performed to benchmark the Award recipient's strategy for growth against established players' strategies. Also considered are elements such as strategic alliances, expected time to market, and the senior management team. Primary research with end-users is also conducted to evaluate and compare the value of the Award recipient's product solution.</p>	<p>A recipient that is chosen for the Frost & Sullivan Award for Entrepreneurial Company must match the following criteria:</p> <ul style="list-style-type: none"> • The company must have fewer than 300 employees. • The company must have identified a brand new and completely unique product solution. • The product solution must have significant market potential - at least \$200 million - and a high probability of reaching its potential in the next 2-5 years. • Financial and employee based resources to ensure a large probability of success. Financial resources include backing from VCs, IPOs, and funding from large corporate partners. • Protection from competitors: patents, large product development lead time, strategic alliances with key component suppliers, etc. • Strong plans for marketing: strategic alliances for distribution, relationships with key customers, voluminous positive-press in the media, endorsements from industry experts, etc.

2004 Frost & Sullivan Award for Entrepreneurial Company Award Recipient- EMIT Technology

Formed from four separate companies in 2004, EMIT Technologies based in Seattle Washington, has developed innovative solutions for detecting bombs. The company's co-founders Alan Chin and Curt Lew along with inventor Tex Yukl recognized the role private business could play in securing the United States after the attacks of September 11th. The technologies used by Emit are unlike any other in the market.

EMIT's patented technology operates with very-low microwaves, which utilizes a proprietary bifocusing microwave lens employing nearfield/farfield transmitting antennae. This nearfield/farfield bifocusing lens has the unique ability to create two symmetrical fields of microwave energy of uniform frequency, intensity, and

geometry outside each open face of the lens. The microwaves used by EMIT operate at such a low-frequency they produce a 1,000 times less radiation than the florescent bulbs typically used in offices. Public acceptance of this technology should come easy because of its harmless effects and substantial security benefits.

The two EMIT products that use this technology are the People Portal II (PPII) and the M600 portable dielectric anomaly detector. The People Portal II provides a comprehensive solution to non-intrusive personal scanning. The PPII is also the first product to offer an integrated detection system that will detect metallic and non-metallic devices on ones person. Any potential threat can be detected in 2-3 seconds without operator interpretation. This equipment can detect metallic and non-metallic weapons, explosives, drugs, and flammable substances made of any non-physiological material. The PPII offers an integrated front-line security solution at a time when it is most needed. The threat of terrorism will continue to dominate security planning for the foreseeable future. This planning must therefore, find effective measures to counter terrorists with shoe bombs, non-metallic bombs and other ways terrorists think up to inflict destruction. The PPII offers the capability to detect these threats and many others.

The M600 portable dielectric anomaly detector is a hand-held scanner that utilizes patented near-field technology to locate hidden contraband. U.S. border control, the Federal Bureau of Investigation, U.S. Coast Guard, as well as groups in the United Kingdom and Israel are using the M600. The M600 utilizes the patented EMIT technology measuring system to detect the presence of an anomaly. When placed against a container, such as a boat hull, car tire, etc., the M600 analyzes the density of the material object to set a base reference. It is capable of penetrating a variety of materials including wood, plastic, metal, ceramic, and textiles. Any variances from the known references or density signal a need for further interrogation.

Measurements taken by the M600 translate into relative density readings that can be easily interpreted to detect anomalies, or differences in materials that may indicate the presence of hidden contraband. The result is a rapid, comprehensive, portable, and cost-effective method for locating hidden items, such as explosives.

EMIT is a small company whose business strategy focuses on the desire to partner with a larger and established detection company. This type of business strategy shows EMIT's desire to maximize profits while advancing products that will contribute to keeping the world safe from terrorism.