



INNOVATIS

Blackberry Wireless Wins \$100,000 Principal Award

Mike Lazaridis, Founder, President and Co-CEO, and Gary Mousseau, Director, Wireless Innovation, both of Research In Motion (RIM) are the joint winners of the \$100,000 Preston Manning Principal Award for their development of the world famous Blackberry, the first handheld totally integrated wireless email system.

“We have a lot of pride in being added to a list with so many other distinguished Canadians,” said Lazaridis, after learning of the award.

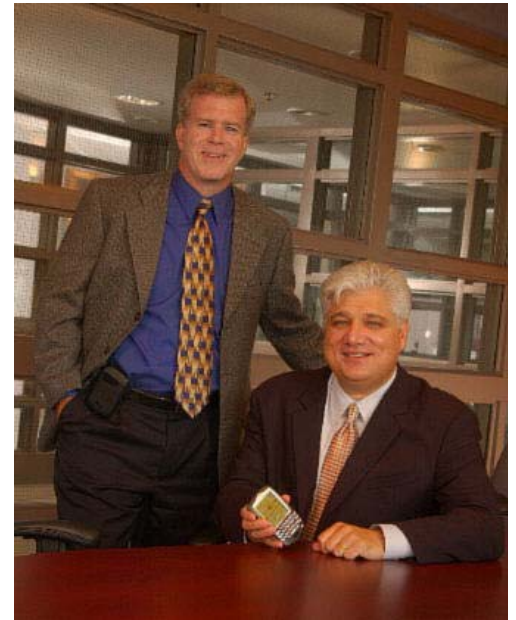
“The win was shocking,” added Mousseau. “There’ll be a lot of colleagues that we’ll be accepting on behalf of.”

Blackberry was introduced into the market in 1999. Since then, more than 13,000 organizations across North America have implemented the Blackberry solution. Expansion is now underway in both Europe and Asia.

Initial developments of the product faced two challenges.

Lazaridis and Mousseau both knew that end users did not want a second email account and that the cost of wireless middleware was not acceptable.

With this knowledge, they invented a way to solve the separate email account problem by using certain features



Mike Lazaridis (seated at table) and Gary Mousseau of Research in Motion are this year's winners of the \$100,000 Preston Manning Principal Award.

of Microsoft's Exchange mail server product. Adding a security system that would meet the strict security requirements of corporate IT departments, RIM presented Blackberry to the marketplace. As they say, the rest is history.

In 2001, RIM enjoyed sales of more than \$110 million as a result of its Blackberry innovation.

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\$100,000
Preston Manning
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Meningitis Vaccine Wins \$25,000 Award of Distinction

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Dr. Harold Jennings, a Principal Research Officer at the National Research Council of Canada's Institute of Biological Sciences, has been awarded the prestigious Manning Award of Distinction.

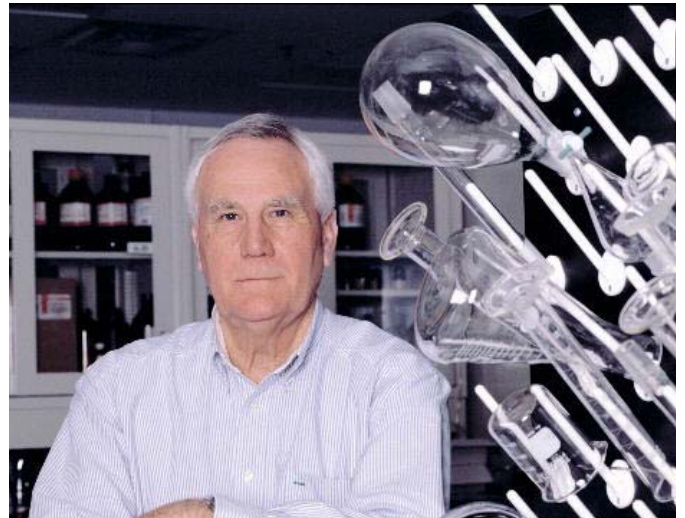
Dr. Jennings won the award for his development of a synthetic glycoconjugate vaccine, the first in the world to effectively protect infants against the dreaded disease bacterial meningitis.

"I think this is an outstanding award," said Dr. Jennings.

Unlike other science awards, Dr. Jennings points out that the Manning Award "demands that the nominee do good work as well as make it commercially viable ... something that is hard to do."

Dr. Jennings is modest about his win. He notes that, ironically, his mentor, Dr. Ray Lemieux, was also a Manning Award of Distinction winner in 1991.

In 1982, Dr. Jennings invented and received the first patent ever granted on the use of antigenic



Dr. Harold Jennings, shown inside the lab where he successfully developed a new vaccine for bacterial meningitis.

polysaccharide-protein conjugate vaccines.

Dr. Jennings spent 25 years researching, developing and bringing to commercialization the more effective vaccine against Group C meningococcal infection.

In meningitis infections, infants and young children are at the greatest risk for serious health complications such as deafness and mental retardation. Dr. Jennings' new vaccine works reliably with infants as young as two months old — typically a difficult age for meningitis vaccination. Prior to his discov-

ery, Group C vaccines were not effective in children under the age of two.

In 2000 in the U.K., public health officials used the vaccine to reduce the incidence of meningococcal disease by up to 85 percent across all age groups compared with the previous year.

A further patented development by Dr. Jennings is now leading to clinical trials of a Group B conjugate vaccine. If successful, this would be the only effective vaccine available to treat this type of meningitis.

Interactive Computer Whiteboards Create Winning Combination

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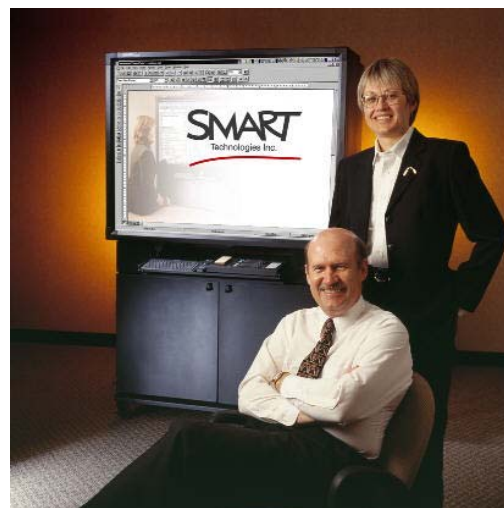
Calgary residents David Martin and his wife Nancy Knowlton are co-founders of SMART Technologies, an industry pioneer and leader in developing computer products for shared applications.

Their winning innovation is the SMART Board, a patented creation of David Martin. Introduced in 1991 as the world's first interactive whiteboard, it was designed to function as a large display screen, connected to a computer running integrated programs. Users of the system would be able to control the entire operation from the interactive whiteboard itself, which would function as a computer monitor and mouse.

Working with an LCD panel and a computer in a closed loop system, the SMART Board allows technology to become truly interactive in classrooms, group meetings and presentations.

The market was not quick to respond to such a new concept, but Intel Corporation saw the product's potential and wanted to invest in it. Along with the financial boost, Martin and Knowlton were rejuvenated with the knowledge that they had been on the right track.

In addition to product development, the company has also worked hard at marketing its products, with that responsibility falling primarily to Nancy Knowlton. Starting as a marketing and sales department of one, Nancy built the



Nancy Knowlton and David Martin of SMART Technologies stand proudly in front of one of their winning products.

early market for SMART's new product one customer at a time.

SMART installations range from a White House Situation Room to the Los Angeles Lakers locker room to kindergarten-to-post-secondary classrooms around the world.

In fact, the 100,000th interactive whiteboard is expected to be shipped this year. The company projects sales for fiscal 2002 at \$100 million.

While SMART Technologies has already received numerous business and product awards, this company can now proudly add a \$10,000 Manning Innovation Award to its list of honours.

"We found that SMART Technologies' presentation products have had a definite impact on the way learning occurs in our classroom."

*Brent Hay
Manager of Technology and Innovation
Master's Academy &
College, Calgary*



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Innovative Bike Carrier Wins \$10,000 Award

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The Edper Foundation

Fifteen years ago, carpenter Malcolm Jefferson of Ottawa decided to build a front-mounted child bicycle carrier since his young son refused to ride in a conventional rear-mounted seat.

Attached to the crossbar, his son loved the new up-front location that provided full visibility. As other parents and cyclists noticed the invention, Jefferson became convinced that his prototype could be a winner with consumers as well.

"It made the bicycle easier to balance and the child could interact with the rider," explains Jefferson.

With determination and support from family members and numerous friends, Jefferson researched and built several additional prototypes for testing.

Encouraged by the positive feedback, 100 seats were hand-built and sold in 1991 at the Stittsville flea market outside Ottawa. Buyer follow-up the next year produced even more encouraging feedback from users.

Although an attempt to sell the idea to a Montreal company failed, Jefferson and a retired engineer proceeded to redesign the product out of materials suitable for mass production. Evaluated by an engineering firm and tested in the United Kingdom, the seat was finally ready for production.

The first manufacturing run of 1,400 units was completed in the spring of 2000



Malcolm Jefferson, shown with his granddaughter, wins a \$10,000 Manning Innovation Award for his invention of a safer child carrier for bicycles.

*"The more some-
one would say,
'You can't do it,'
the more
I'd do it."*

Malcolm Jefferson

and sold through independent bike dealers in Ontario and Quebec.

Today, the Centric-Safe Haven bicycle child carrier is being stocked in major retail stores throughout Canada, the United States and the United Kingdom. Priced at just under \$100, "Customer response has been great," says Stefan Bortolussi, Category Analyst for bicycles at Canadian Tire.

In addition, the carrier has also won a \$10,000 Manning Innovation Award in recognition of the creative and extensive effort that went into its development and successful commercialization.

**Please note new contact information for the
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