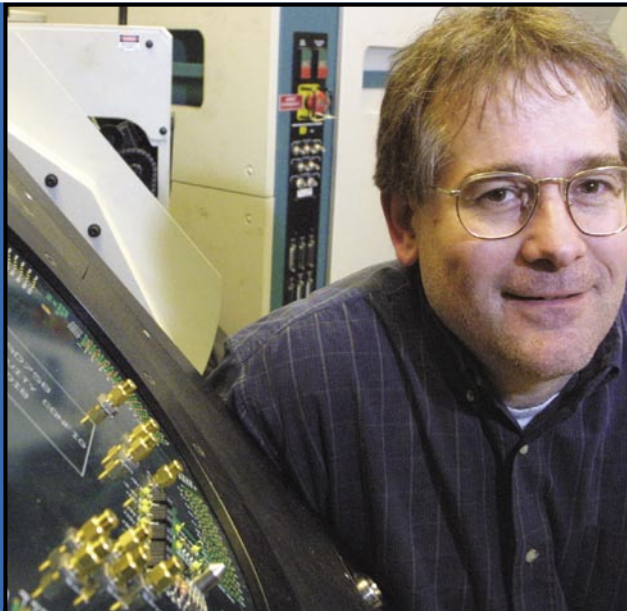


The Winning Combination: Proven Technology and People

**McGill spin-off leverages CMC's support
to raise \$11.3 million in funding**

"When we spoke to venture capitalists, they didn't really view DFT Microsystems as a start-up. With CMC's help, we were able to develop a working prototype that demonstrates our claim. We don't have to tell people about what we are going to do—we have already done it. Now our goal is to sell it."

Dr. Gordon Roberts
Founder
DFT Microsystems



Dr. Gordon Roberts has developed a technology that offers the promise of more cost-effective microchip-enabled products for telecom, biomedical, automobile, and defence applications.

Today, it takes more than a good idea to raise financing. It requires innovative people and approaches—plus proven technology that meets a market demand. For Dr. Gordon Roberts, a combination of trained engineers and a working prototype—both enabled by CMC—convinced financiers on both sides of the border that his technology was a winner.

As researchers at McGill University, Dr. Roberts and his team developed a millimetre-sized testing system for analog/mixed signal microchips—one with the same capabilities as large million-dollar test machines, but at a fraction of the cost.

Dr. Roberts explains: "With traditional electronic testing, you connect wires from the integrated circuit to the test equipment. We're switching it around. Instead of moving the signal off the chip to test the equipment, we're building the test equipment directly into the chip. I can't think of any other company that can make that claim regarding analog measurements."

The technology can be used by any company that makes electronic circuits, enabling the development of more cost-effective microchip-based products for telecommunications, video, biomedical, automotive and defense applications. Today, Dr. Roberts is one of the founders of DFT Microsystems, a McGill spin-off with operations in Montréal and Philadelphia. In only 18 months, DFT has raised \$11.3 million from venture funds in Canada and the United States.

What made DFT a darling among investors at a time when capital is at a premium? The rationale is simple: fully developed and validated technologies—like those demonstrated in working prototypes—tend to generate revenues faster. The top-notch engineers who comprise the DFT team presented another competitive advantage. "The employees located at our Canadian sites are all my former graduate students—students trained on tools and technologies provided by CMC," says Dr. Roberts. "The investors could certainly see the value that these skilled engineers provide to a start-up. These chip designers are ramped-up and ready to work in industry. They recognized it was a great deal." *cmc*