

nuggets



Suite choice

Cognos's business intelligence software is chosen by Montreal-based Dorel, a major manufacturer and distributor of children's products marketed under such familiar brands as Eddie Bauer and Schwinn. It will use *Cognos 8 Business Intelligence*, *Cognos Planning* and *Cognos Controller* to manage finances, business performance, sales and operations. The company has also licensed Cognos 8 Go! Mobile, which allows executives to manage business affairs using wireless handheld devices. In another deal recently, Cognos outfitted Calif.-based equestrian apparel manufacturer **Ariat International Inc.** with solutions to manage resources and analyze product sales, among other uses. "Having worked with Cognos solutions in the past, and as chairperson of the Northern California Cognos User Group for the past two years, I can attest firsthand that Cognos is the only truly integrated enterprise performance management solution in the market with the functionality to deliver Ariat's needs," says **Pamela Vaughan**, VP of IT at Ariat. Ottawa-based Cognos serves more than 23,000 customers in more than 135 countries. In other news, **Cognos** recently sewed up its \$339-million buy of **Applix Inc.**, acquiring all of the Massachusetts company's outstanding shares at \$17.87 a piece. Announced in September, the deal gives Cognos access to Applix's customer base in Asia. "The Cognos-Applix combination is a great fit strategically and culturally. Our position as the world's leading independent

provider of performance management solutions is now stronger than ever," says **Rob Ashe**, CEO of Cognos. The company is confident that by acquiring Applix's profitability management software it will position itself to take advantage of the \$2 billion financial performance and strategy management (FPSM) market. Packaged profitability applications currently represent an estimated 20% of the FPSM market, which Cognos can expand upon with its business intelligence solutions. Applix has more than 3,000 customers worldwide and expects year-over-year growth of US\$61.2 million next year.



Chambers speech

Anyone who missed the recent **OCRI/ITAC** breakfast speech by **John Chambers**, chairman and CEO of **Cisco Systems Inc.**, can now catch it online at OCRIradio.com. Addressing a packed house in the Theatre Hall of the **National Arts Centre**, Mr. Chambers described how social networking technology, like that used by **Facebook** and **YouTube**, is about to transform business, and shared his vision of increasing global productivity through strategic IT investment. OCRIradio.com is hosted by **Jeffrey Dale**, president and CEO, **OCRI**, and **Nathan Rudyk**, president of **market2world communications inc.**, the podcast's producer. Past guests include **Microsoft CEO Steve Ballmer**, **Andrew Waitman**, managing partner of **Celtic House Venture Partners** and **SCAN** columnist, and **Rod Bryden**, CEO, **Plasco Energy Group**.



FLIR-certified

Ottawa-based **GasTOPS** has been certified by **FLIR Systems Inc.** as an official service centre for all airborne electro optics/infrared products manufactured by FLIR. In granting the certification, FLIR noted: "The level of professionalism and commitment to quality observed from all employees at GasTOPS are evident in every aspect of the company." The certification marks the completion of GasTOPS' preparations as the Canadian repair station for FLIR, including factory training, qualification of repair technicians and upgrades to existing repair processes and facilities to accommodate the FLIR product line. FLIR Systems designs, manufactures and markets thermal imaging and stabilized camera systems for a wide variety of thermography and imaging applications in such areas as R&D, manufacturing, search and rescue, drug interdiction and environmental monitoring. GasTOPS provides products and services that improve the productivity and safety of mission-critical equipment for worldwide customers in defence, aviation, energy and transportation, among others.



Joins AppExchange

Ottawa-based **Wrapped Apps Corp.** is made an enablement partner on

application-sharing service **salesforce.com**'s AppExchange. AppExchange is the world's first online marketplace for on-demand applications and the leading platform for enabling software-as-a-service applications, according to **Alain L. Mercier**, CEO of **Wrapped Apps**. **Wrapped Apps** provides independent software vendors and service providers with a comprehensive platform for faster on-demand deployment of business applications. Its service delivery platform can usually bring applications onto the AppExchange within 30 days, enabling companies to take advantage of existing software investments and focus on their core features and functionality.



Science advancing health

Cobalt-60 secured

Medical isotopes and radiopharmaceuticals provider **MDS Nordion** secures an increased supply of cobalt-60, used mainly in sterilization procedures at hospitals, from Russia's **Rosenergoatom**. Expanding on a deal signed in 2005, the new contract calls for the nuclear power utility to increase Ottawa-based MDS Nordion's shipments of the radioactive isotope by 30% over the next 17 years. "As demand for cobalt-60 increases each year, this contract is great news for the global medical community," says MDS Nordion president **Steve West**. "It demonstrates MDS Nordion's ongoing commitment to provide customers a long-term supply to meet their growing sterilization needs."



DragonWave

Sales doubled

Wireless networking equipment company **DragonWave Inc.** almost doubles sales, up 91.4% to \$9.9 million in Q2. Net losses dropped by 17.9% to \$2.1 million (\$.08 a share). Sales to North American customers accounted for \$8.2 million of overall revenue, while sales outside of North America grew by almost 40%. The company also bolstered its balance sheet with cash and cash equivalents of \$23.1 million, up from just \$2.8 million in the same period last year.



Enabling the digital lifestyle.

\$6 million round

Gatineau-based **Axentra** raises US\$6 million in its Series A funding round. Led by the VC firm **T-Mobile**, the investment deal will see T-Mobile's parent, **Deutsche Telekom**, provide its business units and affiliates with Axentra's HipServ streaming technology. The HipServ home server software solution allows end users to manage and share digital content from home or on the road. Axentra will use net proceeds from the round to strengthen sales and marketing and hiring. Axentra, which has an office in San Jose., plans to hire roughly 35 staff in the short term for both its local and Calif. offices.

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