



[Home](#)

[About Us](#)

[Contact Us](#)

[FAQs](#)

[In the News](#)

[UK Key Issues](#)



Print as Viewed

[Global Entrepreneurs Home](#) >> [Current News](#) >> **Vortis Technologies Ltd. secures Scottish financing in move to U.K.**

[Dealmaker Support](#)

[Access to Finance and Grants](#)

[Case Studies](#)

[Our Client Successes](#)

[Sector Strengths & Networks](#)

[Key Programme Advantages](#)

[Life in the UK](#)



CURRENT NEWS

VORTIS TECHNOLOGIES LTD. SECURES SCOTTISH FINANCING IN MOVE TO U.K.

Global Entrepreneur Programme helps Silicon Valley tech start-up retain more equity and expand globally

San Francisco, CA – June 28, 2005 – Vortis Technologies Ltd., a wireless antenna technology company, announced it has closed a seed round with an investors group led by Scottish Enterprise with participation from the Bank of Scotland and individual investors from the U.S. The deal provides seed capital on terms that enables the California-based founders to retain greater ownership and control and position the company more strategically for expansion into the European and other global markets. The deal will establish Scotland as the new operational and manufacturing headquarters of the Vortis business.

James R. Johnson, co-founder of Vortis Technologies Inc, said, "We are extremely excited to partner with Scottish Enterprise and to participate in the Global Entrepreneur Programme. The Silicon Valley financing model did not meet our needs. We have a strong intellectual property and technology which will allow us to raise most of our capital from immediate sales and strategic customers. Traditional U.S. venture capital financing would have diluted our company by forcing us to raise more money than we need. Instead, we were able to find U.K. financiers who were willing to make a limited initial investment and create a stronger equity position for us long-term."

"Vortis is a prime example of the type of entrepreneur that the GEP is designed to help succeed – an entrepreneur with strong IP and the opportunity to access advanced markets all over the world, playing to British technology strengths" said Mark Donougher, head of the GEP. "Entrepreneurship is global. The GEP's role is to support start ups and emerging, young companies with all the resources they need to realize their potential in the global marketplace."

The deal is the result of a new initiative by U.K. Trade & Investment, the Global Entrepreneur Programme (GEP). Rather than provide financial incentives, the program employs "Dealmakers" who assist U.S. entrepreneurs with exceptional IP in life sciences and technology with finding financing and setting up their companies in the U.K. The Dealmakers are experienced, serial entrepreneurs who assist U.S. entrepreneurs by connecting them to a range of resources in the U.K. – notably, introductions to business, technology and financial networks. In this case, Silicon Valley-based Dealmaker Jeremy Woan provided support to Vortis Technologies co-founder, James Johnson. The Global Entrepreneur Programme is already working with 85 entrepreneurs, 21 of which have successfully developed businesses or opportunities in the U.K.

Andy McNab of the High-Growth Unit at Scottish Enterprise said, "This is a fantastic example of where the High-Growth Unit at Scottish Enterprise can add value to a business and have an impact on the Scottish economy through our relationships with the Bank of Scotland and U.K. Trade & Investment, in particular the Global Entrepreneur Programme. The Vortis deal demonstrates the quality of deal flow these organizations are able to provide. Scotland is well positioned for seed funding, has a fantastic talent base and great facilities. We are delighted that Jim is relocating his business here and are proud of the role we have played in securing him financial support, helping him with the IP transfer and recruiting an acting Chief Operating Officer for the company."

In the deal, which provides \$500,000 in financing, Scotland-based Vortis Technologies Limited has been formed and in turn becomes the parent company to current San Francisco-based technology company Myers Johnson Inc. Vortis Technologies has located its headquarters in Edinburgh, Scotland, including management operations, product development, manufacturing, sales and marketing. The U.K. location will be strategically important in launching the company's products in Europe as well as future expansion into Asia. James Johnson has migrated to Scotland to run the enlarged group with the help and support of the GEP. This also involved close collaboration with the UK Home Office under the Innovators Visa programme. The company will maintain some design and engineering operations in California.

Vortis Technologies Ltd. was founded by CEO and President James R. Johnson and Chief Technology Officer Dr. Steven L. Myers. The company's latest technology includes the Vortis MicroInterferometric Array Antenna, an accessory antenna that attaches to cellular phones to help reduce signal loss and interference for customers who wear a hearing aid. The device also improves cellular phone performance for all users by enhancing signal strength and increasing battery talk time.

About U.K. Trade & Investment and The Global Entrepreneur Programme

U.K. Trade & Investment is the government organization that provides integrated support services for U.K. companies engaged in overseas trade and foreign businesses focused on the U.K. as an inward investment location. For more information visit the web site at www.uktradeinvest.gov.uk

U.K. Trade & Investment launched Global Entrepreneur Programme (GEP) in 2003 as a novel approach to economic development. Rather than focus on attracting foreign direct investments from large corporations, the GEP champions new business ideas by bringing together entrepreneurs and those who can best guide them towards success in the U.K. The Dealmakers act as a liaison between the government and entrepreneurs. For more information visit the GEP website at www.entrepreneurs.gov.uk

About Scottish Enterprise

The High-Growth Start Up Unit at Scottish Enterprise which is part financed by the European Union is set up to offer high level support to help create new companies with the capability of reaching a £5 million valuation by the end of the third year of trading.

The Unit, which became operational in April 2002, is working intensively with around 60 companies at the moment.

The core professional team, six experienced entrepreneurs/engineers/technologists with extensive networks, work intensively with founding project teams and a pool of 30 professional advisers, technologists, international sales and marketing specialists, IPR experts, deal-makers, and experienced entrepreneurs have been selected to support their efforts.

This allows the Unit to tap into a high-value network of expertise and experience, used to assess and support the development of candidate start-ups. The team addresses the whole range of issues relating to the development of a high-tech new venture, including technical and market appraisal, IPR and patents, team building, fund-raising and legal issues, tailoring their support to the needs of the individual project.

Entrepreneurial Britain

Information, Communication and
Telecomms Technologies

Life Sciences

UK Networks Directory

