

## \$200,000 Investment Announced by BDF

The Western New York Business Development Fund (BDF) has approved one new investment during the first half of 2006. The BDF will make an investment of \$200,000 in FALCONEER Technologies, LLC, a technology-based startup in the WNY area.

FALCONEER Technologies, LLC provides software and services to process (non-discrete) manufacturing plants. FALCONEER software audits manufacturing process performance in real-time and advises on any "abnormal" conditions that are detected. These advisories could be related to instrumentation, process equipment, process conditions or Key Performance Indicators (KPIs). This real-time auditing and advice helps the plant improve product quality and process reliability and uptime while reducing raw material, energy, and other operational costs. Unlike existing monitoring solu-

tions, which are complicated, labor-intensive and difficult to update and maintain, FALCONEER software combines the customer's knowledge of its processes with a computer's powerful analysis capabilities to quickly adapt to the manufacturing process, such that the customer's own engineers can readily maintain the adapted software.

The BDF is a collaborative partnership among the TDC Foundation, Empire State Development Corporation, Erie County Industrial Development Agency and University of Buffalo Foundation. BDF invests in two phases, with Phase 1 amounts up to \$50,000 and Phase 2 amounts to \$150,000. Both Phase 1 and Phase 2 have matching requirements from the company founders or outside investors.

The BDF is actively soliciting business plans from new technology businesses in



Doug Lenz (left), president, FALCONEER Technologies, LLC accepts BDF check from Robert Martin, president, Insyte Consulting.

the WNY area. For more information about BDF, contact Jack McGowan at Insyte Consulting, 716-636-3626 or [jmcgowan@insyte-consulting.com](mailto:jmcgowan@insyte-consulting.com). ❖