

2010 BUSINESS RECOGNITION

HOSTED BY
Southern Utah
University SBDC



Business Details

OWNER

Andrew Davis
Seth Wiscombe

NATURE OF BUSINESS

Consumer Electronics

CITY

Cedar City

COUNTY

Iron

PHONE

801-916-8978

WEBSITE

www.thevehicall.com

SBDC CONSULTANT

Craig Isom
Joni Anderson



With a good idea, hard work and collaboration with the Small Business Development Center in Cedar City, Andrew Davis and Seth Wiscombe are poised for success.

It all began when the two men entered the SBDC's 4th Annual Best Business Idea Competition in fall 2009. They won first place and got \$3,000 in prize money for the VehiCALL, an aftermarket car device that allows a car to be unlocked with a phone. Davis said it would save people a lot of late-night locksmith calls.

With the help and advice of Craig Isom and Joni Anderson with the Southern Utah University SBDC, Davis and Wiscombe created a complete business plan so they could continue competing in business competitions. They were semi-finalists in the University of Utah's Utah Entrepreneur Challenge and won the grand prize in the Southern Utah Concept to Company Competition. They won \$10,000 cash and \$25,000 in business development services.

At the time Davis was still a student at SUU and Isom nominated him to be on the School of Business' BusinessWeek cover. In all, the work between the SBDC and Wiscombe and Davis has been very successful.

"I never felt like there was a question I couldn't ask or that there was an answer they didn't have," Davis said.

The first half of 2010 was spent doing research and finalizing a business plan. Davis is now meeting with intellectual property attorneys to patent the device. He is also continuing to research manufacturing the VehiCALL. He plans to continue working with the SBDC to develop his business further.

"Craig Isom and Joni Anderson at the SBDC helped to review and write our business plan, company financials, and even offered ideas for the logistical developments of our product. I never felt like there was a question I couldn't ask or that there was an answer they didn't have."

Andrew Davis, Owner

Secret to Success

"I know what I need to do to be the fastest mountain biker, I know what I need to do to get good grades, and I know what I need to do to start a business. But knowing and doing are a bit different. . . .that's why I am the fastest mountain biker, with a degree, and a business."

The Utah SBDC network is comprised of 11 regional centers hosted by Utah colleges and universities. The centers serve entrepreneurs and small businesses across the state. The centers are funded in part through a cooperative agreement with the U.S. Small Business Administration.



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