

NHHTC Partners with the abi Hub On \$500k, Five-Year Business Plan Competition

Application deadline is Aug. 13; finalist event is Sept. 20

TechOut is a unique startup competition – perfect for technology-based businesses that were formed less than two years ago, have raised less than \$250,000 in funding, and have less than \$500,000 in revenue. To us, that's a startup! Now, these companies have an opportunity to gain visibility, expertise, and cash.

TechOut is being organized by the High Tech Council and the abi Innovation Hub. These two non-profit organizations help advance innovation in New Hampshire in a variety of ways. Any profits generated by attendance or sponsorship are split evenly between the two organizations, helping to sustain their efforts in enhancing New Hampshire's tech ecosystem.

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Get By with a Little Help From Your Members



The NH High Tech Council's M2M (Member to Member) X-Change program is currently under development to locally meet the networking and business needs of participating member companies. The number of member companies enrolled in the M2M X-Change is getting bigger by the day – and this will generate more special offers, more discounts, and more local business for all involved once it is launched in early September!

"Our growing membership placed a high value on creating a program like this in our spring survey and I'm excited to see it coming to fruition. This effort should help keep more services and dollars in New Hampshire and open new doors for our member companies," said Matt Cookson, executive director of the High Tech Council.

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The State of NH's Funding Ecosystem — TechOut NH Startup Competition

An important function of the High Tech Council is to continuously listen and respond to the needs of the business ecosystem throughout New Hampshire. The process can take many different delivery forms, sometimes through a survey and subsequent publication, to arranging a small sector meeting as we have started to do with the defense industry, or through a large-scale event initiative such as the Speed Venture Summit, run in 2008 and 2009. Reflecting upon the Speed Venture Summit, a key driver was a statement from the investment community saying "we need to see more business plans so we can make more investments." In the end, the Speed Venture Summit was responsible for making connections between over 100 businesses looking for funding and 50 investors each year.

This year, the landscape has changed, and we're hearing about more start-up businesses in NH looking for funding. But many cannot find it or don't even know where to start to look. A group of



Tom Daly
NHHTC Chairman

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Thank you to our 2012 Corporate Sponsor Program participants





Small Businesses and What The Supreme Court Upheld and What We're Already Doing

Fred Kocher, NHHTC President

The U.S. Supreme Court's decision on the Patient Protection and Affordable Care Act (Obama Care) upheld provisions of the Act relevant to small businesses. In a recent WMUR-TV segment of "New Hampshire's Business" on this topic, host Fred Kocher outlined the major provisions with which small businesses should become familiar, given that the Act is law. As you see below, most of the small business provisions become effective in 2014, but not all.

- A small business can keep its insurance plan if it was in place before March 2010.
- 2014: All plans must guarantee coverage.
- 2014: New plans cannot discriminate and deny coverage based on health status.
- 2014: Each state will determine the minimum benefit package.
- A small business can purchase insurance from a Health Insurance Exchange in its state.
- 2014: Businesses with more than 50 employees will be taxed if they don't provide health insurance to an employee.
- 2014: Businesses with less than 50 employees are exempt from such a tax.
- 2010-2013: A temporary tax credit up to 35% of premium costs is available if you have fewer than 25 full time equivalent employees.
- 2014: A tax credit up to 50% of premium costs is available for two years.
- Grants for wellness programs are available.

Source: Kaiser Family Foundation

In NH, there is an issue with the Act's proposed Health Insurance Exchange. To date, the NH Legislature has resisted approving such an Exchange where individuals and small businesses could shop for affordable coverage. As part of the Legislature's opposition to the Act, the State sent back the federal planning money to set up such an Exchange. But because the law stipulates that such an Exchange must exist, the federal government will be forced to come to NH and set up the Exchange for the State. And, the NH

Insurance Department, which would oversee insurance carriers doing business through an Exchange, has been preparing to do so.

It's worth noting that in NH, there are some state-specific programs for small businesses that already exist.

The HealthFirst Health Initiative requires major insurance carriers to offer a standard wellness plan for businesses up to 50 employees. Premium costs are controlled by focusing on prevention, managing chronic conditions, and promoting best practices.

The NH Small Business Employer Health Reinsurance Pool provides that small employer health insurance carriers are able to reinsure through the Pool. All carriers doing business in NH are part of the Pool. The Pool allows any person employed in NH to obtain health insurance coverage. It facilitates availability, portability and renewability, and also regulates underwriting and rating to allow for affordable coverage. Both the HealthFirst Initiative and the Reinsurance Pool are administered by the NH Insurance Department, and are outlined in detail on its website.

Nationally, according to the Kaiser Family Foundation, 60% of employers nationwide offered health insurance coverage to their employees in 2011 – down from 69% in 2010. Only 48% of small businesses with less than 10 employees offered coverage. PPOs (preferred provider organizations) are the most common plan type. ■

Besides serving as President of the Council, Fred Kocher is also the host of "NH's Business" on WMUR-TV.

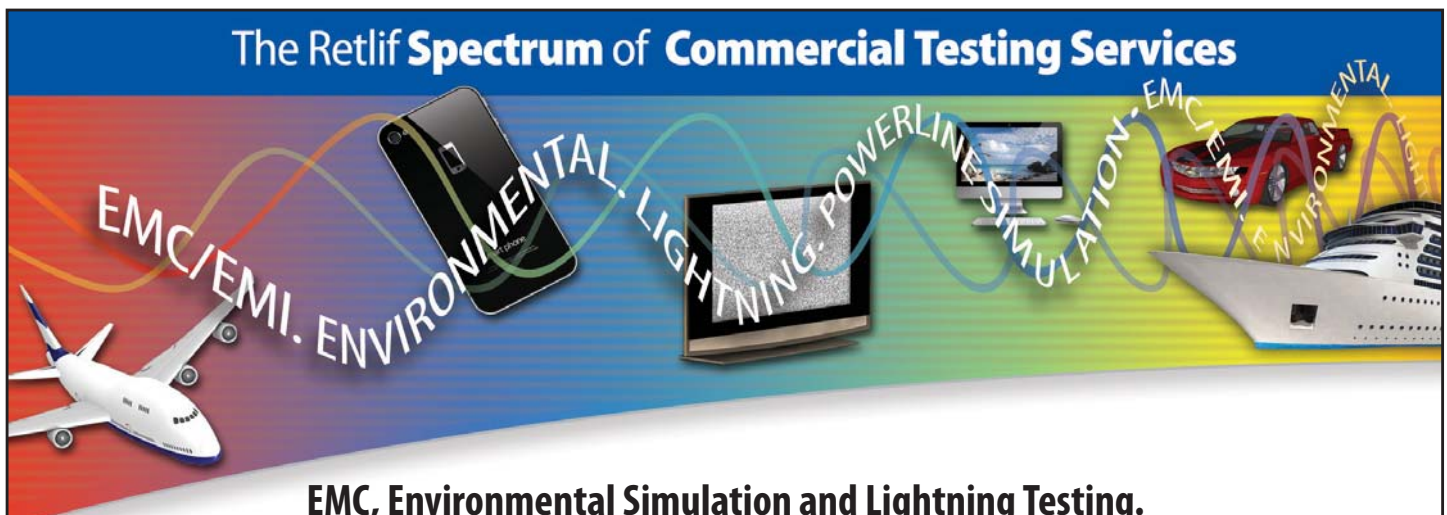
The Council membership has grown to over 200 companies, so take a minute to consider the potential savings and services your company could benefit from. The resonating expertise amongst these companies is dynamic, ranging from consulting firms and software development, to payroll services, IT support and more.

Reasons to Participate in M2M X-Change:

1. The web-based tool is a free entity with NHHTC memberships
2. Once launched, will be fully accessible from the NHHTC website
3. Gain visibility for your company
4. Enhance local business and strengthen New Hampshire's economy
5. Connect more often with fellow members

The M2M X-Change will be formally launched at our member social in early September. Watch for the e-blasts with the date and time for this casual networking event. Enrollment will be rolling, however at this event we will feature the offerings of the companies that have already signed up. So sign up by August 31st to make sure your company is included.

For more details, please visit nhhtc.org/news/council-launches-m2m-x-change-program ■



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the Council's Board of Directors took the initiative to survey NH's funding landscape to understand what the current capabilities are and how to ensure that year over year, startups looking for funding have places to go.

In 2012, there have been a number of major announcements in the funding community in New Hampshire: Wasabi Ventures and the abi Innovation Hub announced the VentureX pitch competition set for January, with a top prize of \$30,000 in cash and engineering support that was awarded to NHHTC member company Mosaic Archive. In June, the Manchester Young Professionals Network awarded \$55,000 in cash and in-kind services to startup GearFreedom.com, a rental company for kayaks, bikes, and skis. This startup subsequently took 2nd place in the UNH Holloway Business Plan Competition. Also launched this summer is the new Borealis Granite Fund, a \$30 million venture fund operated as a public/private NH-invested fund between Borealis Ventures and the New Hampshire Business Finance Authority.

At the Council, we want to ensure that this year is one of the strongest funding years in New Hampshire history, and it is why we're pleased to announce a collaboration with the abi Innovation Hub and a private group of investors known as the NH Mill Works Fund Series, LP to run a program known as the TechOut NH Startup Competition. TechOut is offering entrepreneurs cash awards of \$50,000 for first prize, \$30,000 for second prize, and \$20,000 for third prize in the form of convertible debt notes. The funding for the program has been raised through a private network of angel investors, each committing to fund the program through 2016, meaning five years of continued investments and \$500,000 entering the startup ecosystem in NH. Applications are coming due in just a few weeks, with our competition finale set for September 20th, 5 pm, hosted by Council member Nanocomp Technologies in Merrimack.

We strongly believe that these types of initiatives will continue to strengthen the scale of business in New Hampshire. By having three major funding events – VentureX in January; MYPN in June; and TechOut in September – there's no reason a startup can't go looking for funding in NH. Furthermore, we help form a growth path for companies who "graduate" from the seed stage that start looking for a Series A investment through larger mechanisms such as the Granite Fund. And in the TechOut model with 20 private angel investors involved, awareness of these fledgling startups grows in the investment community – partnered along with a recently launched Council Investment Community Forum – a formal opportunity for NH investors to meet each other and discuss their business – the ecosystem has never been stronger and we're excited about our role in continued development of New Hampshire.

I have one other piece of news to relay: Following our annual member meeting held just prior to our Entrepreneur of the Year event, the Council's Board of Directors met to welcome newly elected directors and to elect officers. I'm pleased to welcome Catherine Blake of Sales Protocol International and Gerard Murphy of Mosaic Archive to the Council's Board of Directors. I'm also excited to announce that Jason Alexander of Alexander Technology Group has joined our Executive Committee in the role of Vice Chairman, with Susan Woods of Chartworth LLC joining as Secretary. These four folks are terrific additions to our leadership and will continue to drive our aggressive outreach and support of NH businesses.

You can find more information about the TechOut NH Startup Competition on the [abi Hub website](#). Also, see the TechOut update in this newsletter. Have a comment or suggestion? Email info@nhhtc.org, tweet to @NHHTC, or call us at 603.935.8951. We're here, we're listening! ■

NH-Internships.com — A New Way to Connect Students and Employers

Understanding the benefits that interning can provide will certainly enhance skills and knowledge that can be applied to working in any industry. Internships are a great way to gain direct knowledge in a particular field of interest and can often help keep talented people at local companies because of a positive experience. Yet, providing up-to-date information about internship opportunities to both students and employers outside of the college environment has been tricky...until the launch of NH-internships.com.

The NH High Tech Council will actively support and market the newly launched statewide internship website. This free resource provides information about current statewide internships for local students and working professionals. The website is designed to increase awareness and help students identify internship opportunities around New Hampshire and to help employers effectively market their prospective internship opportunities.

"Kudos to our Board member Jason Alexander for taking this important project on and managing it on a pro bono basis. This will be a great service that will help match up those looking for internships with those looking for interns, and we encourage students and employers to tap into this resource," said Matt Cookson, executive director of the High Tech Council.

More information about NH Internships can be found on the website: www.nh-internships.com.

The steering group for TechOut consists of Tom Daly (Co-founder & Chief Scientist of Dyn, Inc.), Jamie Coughlin (CEO and Entrepreneur-in-Residence of the abi Innovation Hub), Matt Benson (Partner, Cook, Little, Rosenblatt & Manson), Matt Cookson (Executive Director, NHHTC) and Matt Pierson (10X Venture Partners & Dunn Rush & Co.).

TechOut will provide cash awards of \$100,000 annually to three winners. First prize is \$50,000, second prize is \$30,000, and third prize is \$20,000. The first two prizes are awarded based on the decisions of an esteemed group of judges with exceptional business experience. Third prize will be crowd sourcing at an annual event, with the audience voting in real time for the third prize winner out of a group of finalists in the competition. This year's event will be held at Nanocomp Technologies in Merrimack.

Major event sponsors include Centrix Bank, Cook Little Rosenblatt Manson pllc, Dyn, Inc., FairPoint Communications, Public Service NH and Dunn Rush & Co. Additional sponsorship opportunities exist. If interested, contact info@NHHTC.org.

The majority of judges are members in the Entrepreneurs Foundation of New Hampshire (EFNH). All contestants are encouraged to do well by doing good, contributing founders shares to EFNH. By contributing to EFNH, entrepreneurs can tap into the incredible background and network of other EFNH members, all of whom know the challenges and rewards of entrepreneurship. Donations to EFNH are strictly voluntary and have no weighting in the judges' decisions.

Cash awards are in the form of convertible debt in the company. Companies applying for the competition must agree to the terms of the investment in order to enter. In general, the terms of the debt are investor friendly. There are no personal guarantees required. The debt general converts to equity at 20% discount at the next priced round of investment, with a cap of no more than a \$2 million valuation.

The award money is coming from a group of 20 New Hampshire accredited investors. Together, they have formed a small fund specifically for the TechOut prize pool. The investors view this as an opportunity to both stimulate the entrepreneurial ecosystem and build a portfolio of exciting investments in high tech companies, albeit in small capital investments! All of the investors are excited about the opportunity to share their experiences with other entrepreneurs, either as an informal advisor, mentor or Board member.


Companies don't have to be from New Hampshire to enter. In fact, the TechOut organizers believe that having this competition gives companies one more reason to start in or move to New Hampshire. But, the judges will only evaluate a New Hampshire connection as 5% of the weighting in their decision. The overarching goal is to build a regional ecosystem that crosses the Massachusetts border.

Learn more at abihub.org/techout ■

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Do Your Shekels Have Shackles?

By Catherine Blake, President, Sales Protocol International



In this market, they probably do. Fortunately for some, bootstrapping is still in vogue. For others, it's incubate until you hatch. The New Hampshire High Technology Council's Entrepreneur Forum's last event featured Jason Syversen, CEO of Seige Technologies and Jeffrey Vocell, co-founder of Trendslide for a fun evening with a live audience and two panels of experts. The challenge for both of these entrepreneurs is how to get more shekels without the shackles.



Jason Syversen,
Seige Technologies

Seige Technologies is a cyber security/warfare firm with the goal of delivering technology commercialization. What gives them credibility? A wealth of DARPA experience plus a record of engagement with other U.S. Department of Defense agencies and leading defense contractors, plus all the right security clearances. Seige Technologies has a few focus areas: R&D to yield

new technology, patenting components, and licensing components while maintaining ownership. Think about the Berkeley UNIX C shell, the royalties (clams) were rolling in for years.

For CEO Jason Syversen, there are no shackles. He's bootstrapped the operation and is looking at a 100% self-funded growth rate per annum. There are three R&D initiatives he's focusing on: Portcullis (Data Exfiltration/Malware detection), Trebuchet (x86/64-bit Security Hypervisor), and Trebuchet Mobile (RISC/Mobile Security Hypervisor). Even the names are dungeons and dragons-esque. Portcullis is the medieval lattice gateway that fortifies the entrance to your castle and can be lowered for defense when under siege. Equally draconian, a trebuchet is a siege engine that was employed during the Middle Ages to catapult burning objects, ballistic weapons, or dead horses into a castle to kill the enemy's army.

The company name is Siege Technologies. What they do is quite the opposite. Like its medieval

counterpart, Trebuchet can be used to protect operating system functions and mission critical applications. It seamlessly rides between OSI layers by dynamically hoisting the running operating system into virtual machine mode. Trebuchet Mobile is lightweight hypervisor for mobile devices (RISC Processors - Android & iPhone) and covers all memory & I/O. It protects critical operating system functions and applications. The commercial relevance is protecting mobile devices for enterprise, DoD, and mobile AV/security markets. Portcullis arrests malware attackers from accessing and stealing files with a reputation of 100% accuracy. One encrypts the other, so they work together when you're under siege to lock down and secure your devices.

Our distinguished panel consisted of Peter Antoinette, president & CEO, Nanocomp Technologies, Marc Smith, vice president & general manager, Gentex Corporation and Bill McQuaide, executive vice president of products and strategy, Black Duck Software and formerly of RSA Security. The question to the panel was should Siege be a product or service company? One of the panel gems was to solve the BYOD (bring your own device) security challenge and focus on mobile. With more devices being added to the mobile network and more mission critical apps being pushed to the endpoints, security becomes a huge concern – especially for vertical markets such as military and healthcare. The need to secure the devices themselves in a more robust way is on everyone's minds. Delivering a licensable security hypervisor that becomes the de facto standard for sensitive government and commercial environments would enable Siege to seize the market.



Marc Smith, Bill McQuaide, Jason Syversen, and Peter Antoinette



Jeffrey Vocell, Trendslide

Next we heard from Jeffrey Vocell, co-founder of Trendslide, a software company in the personalized business intelligence market. The Trendslide app for iPhone or iPad securely aggregates data from the cloud using third party API's. The end result is aggregated trends vs. pages of data to drill through. The Enterprise version allows multiple mobile devices to connect. Any application can push data outbound for Trendslide to aggregate. Supported platforms are Oracle, HubSpot, Salesforce.com, Constant Contact, and Facebook. The results can be tailored to the trends you want to follow and pushed to you at whatever frequency you choose. Trendslide is initially targeting corporate sales teams who are watching their numbers and want to keep their fingers on the pulse of revenue.

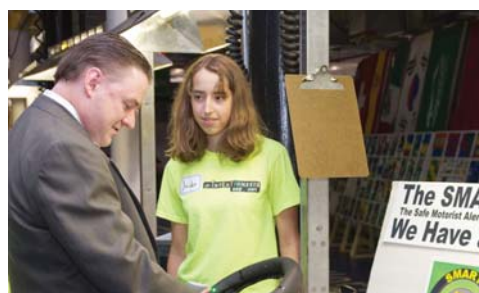
Our esteemed panel included Ric Pratte, director, Agency Partner Program at Meltwater Group, Jason Alexander, managing partner at BANK W Holdings, and Ross Abellera, president and CEO for BIS3, an Oracle Gold Partner. The sage advice of the panel was right data, right people, right time: find the early adopters and give it away to onboard them. Next, look for what data they need to track from their mobile devices, and then make Trendslide the interface. Trendslide has gamification in its favor. It is easy to use, provides instant trending data relevant to the user, and it's addictive.

One application that immediately comes to mind is for hospital patient monitoring devices. What if nurses could be notified on their iPhone if the patient three rooms down need immediate care? There certainly are others. How about busy investment advisors? What if they could track certain stocks and make buy or sell decisions instantly between meetings? Or online retailers? What if you could monitor sales using Trendslide and respond by posting a promotion from an airport lobby? Anything needing an immediate decision based on trends is a perfect fit.

Both companies are part of the abi Innovation Hub, a non-profit organization designed to grow the economy in New Hampshire by mentoring and growing technology start-ups. These are desirable shackles, because guaranteed, the shekles will follow. If you missed this one, be sure to join us at our next Entrepreneur Forum! ■



Ross Abellera, Jeffrey Vocell, Ric Pratte & Jason Alexander



The Entrepreneur Forum continues to be one of the NH High Technology Council's most popular events. With three forums per year and two presenting companies at each event, six companies have the opportunity to present their case for growth, funding, market share, and visibility each year.

To further support and encourage entrepreneurs in New Hampshire, the Council is providing a quick "look back" at the presenting companies from 2009 to 2011 who have delivered business pitches at previous Entrepreneur Forums. Current activities have also been included all copy was pulled directly from their websites.

September 2009

Presenting Company: In3D, www.in3d.co.za

Bob Nofle, Founder and CEO of In3D pitched his innovation - an online marketplace connecting design engineers with suppliers of component parts to enable the purchase of 3D objects over the web.

Three years later... In3D is doing exceptionally well. The active 3D Visual Studio specializes in creating Community GeoPortals for travel and tourism areas, as well as cities and municipalities using Google's GeoSpatial Technologies. In3D also builds the 3D and 4D layers for Google Earth.

Presenting Company: Highest Wind, www.highestwind.com

Dimitri Cherny presented his ideas on the utilization of wind power to the panel of judges. Highest Wind is a mechanism that deploys what's called an "energy glider" (essentially a giant kite) used to catch wind. The energy glider uses radio frequencies to communicate to a power trailer, which contains a capstan, motor reel, and flywheel connected to a generator converting wind to up to 100,000 kWh of usable energy directly to the grid.

Three years later... The Highest Wind Energy Glider technology is still in development, with demonstration deployment scheduled for this year. In locations with adequate winds the 30 kW model is expected to provide more than 100,000 kWh of electricity per year.

February 2010

Presenting Company: AmberWave, www.amberwave.com

Richard Faubert, CEO and chairman of AmberWave LED Materials Business, presented his engineered substrate-BriteGaN as a solution to the LED industry. The innovative design resulted in higher yields while enabling the most efficient diode configurations.

Two years later... AmberWave specializes in materials solutions for semiconductor applications, building on over 10 years experience in substrate engineering for integrated circuits, semiconductor lighting, and photovoltaic.

Presenting Company: Zweave, www.zweave.com

David Buck, co-founder/CTO presented his innovation — Zweave's Product Lifecycle Management (PLM) software as a service (SaaS) for apparel or other items with color and texture. Zweave executives came with questions on how to raise significant financing for the web-based and design-based software.

Two years later... The product development solutions company offers creative solutions to the retail, consumer products, and defense industries. Zweave has delivered Product Lifecycle Management (PLM) and product development process improvement projects to many firms including the GAP and the TJX Companies. Zweave has worked with the U.S. Department of Defense and has completed nine government projects to implement software and methods for collaborative product lifecycle management and technical document publishing.

Continued on next page

May 2010

Presenting Company: Aqua Venture WaterCrafts, www.aquaventurewatercrafts.com

President of AquaVenture WaterCrafts, Rich Maurer pitched his innovation for the watercraft industry “Seabird,” which was described by Maurer as the world’s fastest submersible watercraft outside of the military.

Two years later... “Seabird” lives on! AquaVenture WaterCrafts has developed five versions of Seabird to accommodate different needs of consumers: Seabird Two (base model), Seabird Adaptive, Research/Survey, Seabird Tour, Seabird Luxury Sport LE; with each model serving specific and unique functions.

Presenting Company: ProQueSys, www.flowtraq.com/corporate/

Process Query Systems (ProQueSys) specializes in network security and analysis for complex network environments. Vince Berk, president of ProQueSys, wanted advice from the panelists in terms of creating an effective strategy to increase marketing and sales.

Two years later... ProQueSys functions as a network security software company that makes full-fidelity network flow analyzers. They specialize in: FlowTraq, FlowTraq Lite, Flow Exporter, and InterMapper Flows. ProQSys has over 2000 customers on six continents ranging from fortune-500 companies, ISPs and Managed Service Providers, governments, schools and universities.

October 2010

Presenting Company: iPlayerHD (iPHD), videohosting.iplayerhd.com

Wes Moore, Founder of iPlayerHD (iPHD), delivered a robust presentation to the panelists. iPlayerHD provides uninterrupted video content without trailer advertisements, pop-ups, and other branded messages that can distract the viewer from the intended message. The company’s goal was to corner the market as the most affordable high definition video publishing platform.

Two years later... iPlayerHD has developed into an affordable and easy-to-use tool that delivers a stunning web video experience. iPlayerHD’s simple interface makes it a breeze to quickly upload video content and immediately display it on customizable iPlayerHD web pages or within customizable embedded players.

Presenting Company: Securlytics, www.securlytics.com

Securlytics is a firm specializing in securing IP content. Vasu Ram, CEO of Securlytics, came to the presentation seeking advice on specific strategies for reaching their target markets.

Two years later... The company serves as a web hosting service. Framework of the company includes usage analytics, security, and access control to secure, share, and track any content type or format.

February 2011

Presenting Company: SafetySpan, www.safetyspan.com

Doug Leonardi, CTO of SafetySpan, described the SafetySpan Building System as a mesh-like, modular, flooring construction system. Targeted applications for SafetySpan were geared toward commercial and residential construction, as well as temporary buildings for military installations, emergency response shelters, and interim housing for victims of earthquake and natural disasters.

One year later... Working together with architects and builders, SafetySpan has further developed the SafetySpan Building System to facilitate the construction of affordable, truly collapse-resistant buildings that reduce waste, lower carbon emissions and create healthier interior environments.

Presenting Company: Trunity, www.trunity.com/index.html

Terry Anderton, CEO of Trunity, presented their knowledge-sharing platform. E-learning trends include community based designs for obtaining knowledge and conducting problem solving- which is an exact function of Trunity. The panelist recommended focusing on becoming the replacement for Blackboard.

One year later... Trunity has extended its revolutionary knowledge-sharing platform to become the next generation of knowledge and learning online. Trunity is able to offer three different platforms by capturing and organizing trusted content and providing social networking capabilities in a safe, and secure online environment.

Continued on next page

May 2011

Presenting Company: Revolution Energy, www.rev-en.com

Clay Mitchell, co-founder of Revolution Energy, talked about the company's energy infrastructure platform and unique business model. Revolution Energy asked the panelists how they could raise the \$4.2 million needed to grow their business. The panel made several recommendations including the importance of having local investors for local benefit and restructuring sources of debt and tax credit programs and lower interest rates to generate a triple bottom line yield for investors.

One year later... Revolution Energy is driven to become the leader in providing affordable and meaningful energy solutions for municipalities, non-profits, and business seeking sustainability. Target clientele consists of those who are unable to finance large investments and/or are dissatisfied with other energy service companies who provide high-cost, low-impact solutions.

Presenting Company: NextChoice, www.nextchoice.com

Dick Anderson, president of NextChoice, pitched the delivery of self-service technology to retailers. NextChoice's Intelligent Self-service System can provide world-class interaction between the shopper and the enterprise-class computing power of national retail chains.

One year later... The NextChoice Intelligent Self-service System has a distinct focus on providing an outstanding interaction between the consumer and the food-service operator. The online system has developed into a suite of products designed to support a robust intelligent self-service environment for enterprise class customers, but streamlined and simple enough for small to medium sized chains too.

October 2011

Presenting Company: Mosaic Storage Systems, Inc., www.mosaicarchive.com

Gerard Murphy, photographer and founder of Mosaic, attended the Entrepreneur Forum seeking advice for how to gain public interest in his company. Mosaic is a web-based service that helps professional photographers manage, store, and access their photographs safely from anywhere.

One year later... Gerard is determined to make digital asset management easier for photographers, while enabling the anywhere access that we have all come to expect in this modern era of technology. Additionally, Gerard won a business plan competition and joined the NH High Technology Board of Directors in 2012.

Presenting Company: MMIS, Inc., www.mmis-inc.com

Michaeline Daboul, president and CEO of MMIS, made her pitch to the panel of judges. MMIS discussed their focus on the health industry transparency requirement, which means that all transactions from certain medical device and pharmaceutical manufactures must be stored in a public database.

One year later... MMIS created Network Fortress, a web-based business collaboration platform that not only facilitates secure communication and collaboration within the enterprise, but also allows collaboration with external third parties, while seamlessly integrating with existing technologies like Microsoft SharePoint.

To learn more about the Entrepreneur Forum, or to sponsor or attend, please contact info@NHHTC.org or visit our website. ■



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NH High Tech Council Seeking Applicants for NH Product of the Year

Application deadline — September 27, 2012

Have a new product or service that is taking off? The NH High Tech Council wants to hear about it. The Council is encouraging New Hampshire-based organizations to apply for 2012 Product of the Year (POY) honors. Finalists and an overall winner will be able to present their innovation to a live audience in November at the 7th annual Product of the Year event.

In mid-October, up to five finalists will be selected and awarded the Product of the Year Judges' Award. These Finalist Judges' Award Winners will present their products in a trade show format that includes a seven-minute presentation to a live audience of roughly 300 people on the night of November 13th at SERESC in Bedford, New Hampshire.

POY is a major business event for New Hampshire. The finalists and the winner receive significant visibility through the judging process, product demonstrations at the event, and overall promotions. Companies that have won the Product of the Year award over the past six years are Nanocomp Technologies, UltraVision, Insight Tech Gear, Holase, Incorporated, Sky-Skan, and Foss Manufacturing.

Is your business a POY contender? Eligibility for this event is based on the high technology requirements designated for this competition. Criteria includes the following:

1. Product submissions must have been released or significantly updated within the past year.
2. Products must have been developed in New Hampshire by a company, subsidiary, or division based in New Hampshire. The business may be a sole proprietorship, partnership, corporation or other legal entity registered to do business in the state of New Hampshire.
3. Product must fall into the broad category of "high tech" as determined by the NHHTC's panel of judges particularly selected for this competition.

Applications can be downloaded from the NHHTC website at NHHTC.org. The deadline is September 27th.

At the event, the audience is actively engaged and helps select the winner. After the presentations, the entire audience casts their vote for their top product. The audience vote counts towards 50% of the final tabulation and the initial judge's vote counts for the remaining 50%. The winner will be announced at the conclusion of the event and will have their company name etched into the prestigious NHHTC Product of the Year crystal trophy, which was designed for the Council by Pepi Herrmann. The trophy and the finalist's winning product will be on display at the Greater Manchester-Boston Regional Airport.

To date, several prominent organizations are sponsoring this year's POY event as noted below. Additional sponsorships are available and information can be found at NHHTC.org. ■



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Citizens Bank, The Hanover Insurance Group, Public Service of NH, The Sadler Insurance Agency, Inc., TD Bank

Welcome to Our New Members

JSI Capital Advisors, LLC

1000 Elm Street, Suite 1901, Manchester, NH 03101
William King, 603-622-0379, jsicapital.com
JSI Capital Advisors is a transaction advisory, valuation and business development firm providing strategic and financial advisory and consulting services to rural and independent communications and technology firms located throughout the United States.

Bernstein Shur

P O Box 670, Manchester, NH 03105
603-623-8700, bernsteinshur.com
Bernstein Shur is one of northern New England's largest multi-service law firms, with more than 100 attorneys in Maine and New Hampshire. Established in 1915, the firm provides practical legal counsel to a diverse group of public and private clients throughout the region and around the world.

Web-Kare LLP

P O Box 959, Raymond, NH 03077
Mary Wells, 603-895-5503, web-kare.com
Web-Kare, LLC helps manufacturers get more sales leads from their website. We offer web design and Internet marketing services.

Manchester Economic Development Office

One City Hall Plaza, Manchester, NH 03101
Chris Wellington, 603-624-6505
manchesternh.gov
Government Relations

Zco Corporation

41 Sagamore Park Rd., Hudson, NH 03051
Katie Meurin, 603-881-9200, zco.com
Zco Corporation is a true one-stop-shop for all your digital needs. We are one of the world's largest developers of custom mobile applications, an animation studio designing high-end 3D content and games, and a 20-year veteran in the enterprise custom software industry.

Acapella Technologies

855 Hanover St., #108, Manchester, NH 03104
Matthew Mercier, 603-647-1784, acapella.com
Acapella Technologies acts as your company's information technology department, or augments the capabilities of the staff you already have in place.

Council Member Database Available

The High Tech Council's member database on our website is now live. This secure database is for members only and includes core information such as company name, description, industry, contact name, and website. It's a great way to find Council members that provide services you may need and to make new local connections.

To access the database, go to NHHTC.org, click on the networking tab and then the member directory link. Enter your e-mail address and the system will e-mail you a password. If your e-mail address has changed or has not been entered into your company profile, e-mail info@NHHTC.org and the Council staff will take care of this.

*Where young people
dream of becoming science
and technology heroes.*



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Member News

Board member Bob Good and CEO at **Good Leads®**, has been elected and accepted the position of President for the New England Canada Business Council www.NECBC.org for a two year term.

Ned Sackman delivered a presentation on preventing business divorces from turning into business litigations at the **abi Innovation Hub**. Ned is an intellectual property attorney at **Bernstein Shur, P.A.**

Idea Greenhouse Durham is proud to announce a new partnership with New Hampshire's "Business Lawyers for Entrepreneurs®," **Cook, Little, Rosenblatt & Manson**. Led by Matt Benson, CLRM is holding free and open office hours one day a month this fall. They will moderate general discussions about business issues of interest to startups and other entrepreneurs. In partnership with the University of New Hampshire, Idea Greenhouse is space, community, events, and support for startups and creatives. www.ideagreenhouse.biz

Cushman & Wakefield Executive Director Thomas P. Farrelly of Rye is president of the New England chapter of the Society of Industrial and Office Realtors. Farrelly previously served as the chapter vice president and treasurer.

Delise West, president of **Human Resource Partners** has recently joined the board of the Children's Museum of New Hampshire.

James W. Bail has joined **ASSIST-U.S.®** in the role of Sales & Marketing Director to provide overall guidance and implementation of the company's growing business development efforts.

Sheehan Phinney Bass + Green PA shareholder Peter A. Nieves was honored by the U.S. Small Business Administration as the 2012 New Hampshire and New England Minority Small Business Champion at its Awards Luncheon on May 17, 2012.

Sunrise Labs has acquired New Harbor SQA with founder Tony Raymond joining Sunrise as Director of Quality. With this, Sunrise continues to improve and extend its product development services.

Job Postings

The Community College System of New Hampshire (CCSNH) is hiring individuals for a variety of positions as part of an initiative to develop and deliver job training programs for advanced manufacturing at its seven colleges statewide. CCSNH seeks applicants for a variety of positions needed to implement the programs. Apply at www.ccsnh.edu/hiring.html.

Small Dog Electronics, Macintosh Technician & Consultant, Manchester, NH. Provides business and home users with Apple/Macintosh iPhone, iPod touch and iPad consulting and sales support as well as facilitating repairs in our retail location. The right candidate will be a potential strong representative of Small Dog Electronics to the public! To apply, please email resumé and cover letter to jobs@smalldog.com.

Simbex - A research & product development company specializing in the areas of injury prevention, mobility & rehabilitation is currently seeking a Technical Support Engineer. For more information www.simbex.com

Want to join one of the Best Companies to work for in NH? **PixelMEDIA** is looking for the right people to join our team! Check out the opportunities available at pixelmedia.com

Mainstay Technologies — Network Technician This role works with the team providing remote and onsite support work for multiple client environments. It is focused on the entire environment — consulting, server administration, basic server setups, workstation setups, and overall support. Server experience and entire network environment support is required. Enjoying working with people (and valuing good relationships) is a must. For more information, www.mstech.com. Please email your resume to Ryan Barton at resumes@mstech.com.

MMIS Inc., a global technology company that develops Collaboration Solutions and Aggregate Spend Solutions for the Life Science Industry, is seeking Technical Project Managers (PMP Certification) and Operations Managers, <http://bit.ly/M05QOf>

New Hampshire Public Radio — Manager of Corporate Support and Community Partnerships, nhptv.org/about/jobs.asp. Send cover letter, resume and references to Dorinda Ouellette, jobshtc@nhptv.org.

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Additional back office support
provided by Cookson Stephens Corp.



Software Cluster

Next Software Cluster Event to Focus on Virtualization

Save the Date – Thursday, August 30

The recently launched NH HighTech Council Software Cluster will hold its second meet up of the year on Thursday, August 30th and hear from experts in the rapidly expanding field of virtualization. The event will include networking and presentations and run from 5:30 to 8 pm at Autodesk in the Manchester Millyard.

The Council Software Cluster events are designed for those individuals that are actively involved in the software sector in a variety of capacities. Cluster events are free to members and are \$30 for non-members. Events include food and beverages. The August 30 event is being sponsored by FairPoint Communications and Small Dog Electronics. These sponsorships enable us to offer this event at no charge to our membership and the Council greatly appreciates the support.

Mark your calendar and save the date. More information will be provided soon regarding the speakers and registration will open in early August. Check the NHHTC e-blasts to learn when registration opens. Also, please note that while these events are free to members, we need you to register so we can get an accurate head count. If your company is interested in sponsoring a software cluster event, please e-mail us at info@NHHTC.org. ■



Upcoming Events

TechOut Applications — Due August 13, 2012

Software Cluster — *Focus on Virtualization*

Thursday, August 30

5:30-8pm

Location: Autodesk, Manchester Millyard

TechOut

Thursday, September 20

Location: Nanocomp Technologies, Merrimack, NH

Product of the Year Applications — Due September 27, 2012

Product of the Year

Tuesday, November 13

5:30-8:30pm

Location: SERESC Conference Center, Bedford, NH

Sponsorships Available!

NEW HAMPSHIRE

HIGH TECH NEWS

A publication of the
New Hampshire High Technology Council

Submitting NHHTC Materials

All articles or ads should be sent to info@NHHTC.org

OUR MISSION

Founded in 1983, the New Hampshire High Technology Council's mission is to encourage the development and success of technology-based businesses in New Hampshire.

Membership in the New Hampshire High Technology Council is open to tech companies and their service companies. Companies wishing to join, or who want more information on the Council, should go to NHHTC.org and register or call the New Hampshire High Technology Council.

For more information:

NHHTC

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