

ApplyKit and BurstPoint Networks to Pitch at Feb. 12 Entrepreneur Forum

ApplyKit of Manchester and BurstPoint Networks of Merrimack will make their pitches at the next NH High Tech Council Entrepreneur Forum.

The Entrepreneur Forum will be held on Wednesday, Feb. 12, beginning at 5:20 p.m. at FIRST Place in the Millyard in Manchester.

Founder Bobby Touran will be pitching for ApplyKit. A 2013 TechOut finalist, ApplyKit offers students the ability to manage the entire college selection and application process.

President and CEO Pat Clark will make the case for Burstpoint. 2013 Product of the Year finalist BurstPoint Networks delivers groundbreaking technology and value for video streaming, recording and content management products.

Nicki Clarke from the Capitol Center for the Arts will “Sky Dive” in between the two presentations.

The Forum is one of the best networking events in the state with opportunities to connect with the presenters and panelists.

For more information or to register for the event, visit the Council’s website at NHHTC.org. The Forums are held three



times a year and are sponsored by Baker, Newman, Noyes; Bernstein Shur; Capital Regional Development Corporation; Dyn; Hayes Soloway; NHBR; and Ziftr. ■

Looking Ahead at the Council’s New Year

The New Year is a magical time. It is a moment to reminisce on the year that was and imagine the endless possibilities that lie ahead. For the NH High Tech Council, we have much to be proud of and even more to get excited about.



Paul Mailhot,
NHHTC Chair

Nowhere is this convergence of the past and the present more apparent than within the pages of this January’s *Business NH Magazine*, which showcases its annual Influencer Index issue. The Council is mentioned many times, as are several of its board members—Jamie Coughlin, Matt Pierson and Matt Benson. This recognition is certainly a great validation of and testament to all of the hard work and dedication we have put in over the years, both as individuals and as an organization, to raising the high tech profile of this state. Looking out at the many events and competitions we have lined up for the year ahead, I imagine even more people associated with the Council will be acknowledged as influencers in the years to come.

So while the motivation for many of our New Year’s resolutions has already faded (I really was going to exercise more), here are a few things to stay excited about and make sure you have on your calendar:

Continued on page 2

Thank you to our 2014 Corporate Sponsor Program participants



We all know the New Year is a time of personal growth and transformation, which is why you need to remember February 3. This is when the application period opens for the Council's Kocher Scholarship. It should be noted in advance of the May 1 deadline that there has been a rather noteworthy change to this award. In 2014, eligibility has been expanded to employees of member companies. Employees are now eligible to receive \$1,000 scholarships toward study in any STEM related field. If the course costs less than \$1,000, the scholarship will cover the actual cost of the course. So apply and expand your mind and skills.

Later in February (Feb. 12 to be specific) we will be holding our first Entrepreneur Forum of 2014, an invaluable series in which companies present their business challenges to a panel of industry experts and receive board-level and executive advice on how best to address their challenge, all in front of a live audience. Think *Shark Tank* meets *The Apprentice*—minus Donald Trump, of course!

As I mentioned previously, the New Year is a wonderful time to celebrate. But it is not the only time. May will be full of celebration when we host our Entrepreneur of the Year award ceremony on the 5th.

This could be your year! And even if it is not, that's okay. You can continue your journey at the next Entrepreneur Forum, which will be held May 22nd.

A New Year is also a reminder that time marches on and, eventually, the torch is passed to a new generation. If you come to TechOut on October 2, you can actually see many innovators and companies who will be part of future Entrepreneur Forums and Product of the Year winners. This is an exciting event that will renew your enthusiasm for all we can accomplish in New Hampshire.

I think the New Year is exciting because it is so ripe with possibility. But we must remember that possibility only becomes reality through hard work and grit. There is still much work to be done. But that work becomes easier and the goal becomes clearer when we take a moment and think about all we have accomplished. 2013 was a banner year for the New Hampshire tech community. I am so excited for 2014 because this will be the year we take things to the next level. This will have a huge impact on our individual lives, the growth of our businesses and the success of the state we all love. 2014 is going to be great. Let's get started! ■



Protecting Your Business from Data Breaches: Tips for the New Year

By Sean Parnell, Eaton & Berube Insurance Agency

From Facebook to Target, it seems as though a massive data breach is reported every week, and the fact that these Fortune 500 companies with fully-staffed IT departments are suffering breaches reveals just how vulnerable smaller businesses are. In fact, 55 percent of small businesses surveyed by the Ponemon Institute in 2012 had suffered a data breach in the past, and 53 percent had suffered multiple attacks.

Unfortunately, with the advancement of technology, we will likely only see more scams, viruses, and data breaches. Keep the following tips in mind this year to help protect your company's confidential information:

- Never open any emails you are unsure about. If an email seems even slightly suspicious, it's better to ask your IT person or supervisor to review it than to open it and risk unleashing a virus that could have detrimental effects on your system. Be sure to remind all of your employees to do the same.
- Prevent unauthorized access to your systems by providing each user with a unique username and a strong password that meets complexity and length

requirements. Change passwords at least once per quarter and conduct a password audit on a regular basis.

- Keep your software and operating systems current to protect against hackers, who often take advantage of outdated, unprotected systems to gain access to sensitive information. Ensure that you have a firewall and up-to-date anti-virus programs.
- Encrypt files and data to protect them while they are transmitted or stored on your computer. It's also a good idea to encrypt emails that contain sensitive information.
- If you have remote access to your system, make sure it is set up securely through appropriately enabled Virtual Private Network (VPN) connections.

Although taking these security precautions can help reduce your risk of a data breach, it won't eliminate this threat altogether. You might also consider data breach insurance coverage. Have a SAFE New Year. ■



Views from the Capitol

By Suzan M. Lehmann, Hinckley, Allen & Snyder LLP

It is my pleasure to introduce myself to you as the Council's public policy advisor and State House correspondent. For those of you who I have not had the pleasure to meet yet, I have spent over 20 years working in Concord, first as one of the state's principal business and transactions lawyers and then in my present capacity as a corporate, regulatory, and government relations attorney in the Concord office of Hinckley, Allen & Snyder LLP. As we launch into the 2014 session of the New Hampshire Legislature, I look forward to working with the Council, its Government Affairs Committee, and its members to advance the mission and interests of New Hampshire's technology industries.

The Council's Government Affairs Committee has been busy preparing for this 2014 legislative session, and has identified four main areas of interest that will serve as the foundation of the Council's government affairs efforts: (1) education, (2) taxation, (3) regulation, and (4) economic development. As we enter the session, I will continuously track and identify bills and regulations that impact these four core areas and look forward to working with the Council and its members to inform and educate policy makers on these issues important to the health and growth of New Hampshire's technology industries.

As an overview of what we can generally expect to see this session, the 2014 legislative session has begun

with a substantial amount of legislation filed. This being an election year for all members of the House and Senate, both bodies are getting right to work, scheduling hearings on many bills in the first two weeks of the session. This session is likely to be dominated by the question of Medicaid expansion. The repeal of the death penalty, marijuana legalization, and a few other hot-button issues are also likely to make lots of headlines. The Northern Pass electric transmission project remains an issue, as PSNH's parent company, Northeast Utilities, continues to seek a solution that will mollify opponents. Highway funding also remains a sticking point, and legislators continue to search for additional revenues to repair roads and bridges and complete the widening of Interstate 93. Efforts to increase workers' compensation rates, raise the minimum wage, and impact tax credits are underway. On the education front, a battle is being fought in the courts with the New Hampshire Supreme Court reviewing the constitutionality of tax credits against business taxes to fund scholarship programs for private schools, including religious schools. While the New Hampshire attorney general is defending the scholarship program in the courts, the governor recently filed an amicus brief opposing the attorney general and arguing that the program was unconstitutional.

As always, the legislative session will hold a few surprises and I look forward to keeping you apprised. ■

UNH Manchester to offer a BS in Computer Science & Entrepreneurship this fall

The University of New Hampshire will be offering a Bachelor of Science degree in computer science & entrepreneurship at the Manchester campus beginning this fall.

The Computer Science & Entrepreneurship program combines a foundation in computer science with the entrepreneurial and business skills necessary to succeed in today's startup and high tech environments. The program was designed in response to market demand for graduates proficient in computer science with skills in business.

NH High Tech Council directors Tom Daly, Jamie Coughlin and Matt Pierson took a lead role representing industry in the formation of the Computer Science & Entrepreneurship program.

"There was a lot of discussion with UNH faculty on constructing the right balance between the course offerings, and also what the expected outcomes

were. Council members weighed in on the need for graduates to not only engage in their own startups, but to also be ready to join existing tech companies in New Hampshire," said Matt Pierson, former chair and current member of the Council's Board of Directors. "We were fortunate to have Tom, Dave Todaro and Jim St. Jean, all noted entrepreneurs and computer software professionals, participate on an advisory board we established to help define the computer science curriculum. We know, based on their input, that the graduates of the program will have the right skills to immediately make an impact in a wide range of computer science oriented professions, not to mention earn a much higher than average starting wage," he added.

Students interested in learning more about the program are invited to attend an open house on Saturday, February 15, or click [here](#) for more information. ■



The Year Ahead – New Year Resolutions for Startup Founders

By Jamie Coughlin, Dartmouth College

It's that time of year again. We are already almost a full month into the New Year and I challenge all of us to ask ourselves where we stand with the resolutions we set. Did we set any at all? Or are we on our way to making 2014 the best year yet? Regardless, one thing I encourage all of us to implement more of during this New Year is contemplation and reflection. As founders and leaders of organizations, we all tend to get super busy and wrapped up in the moment. We forget to leave time to contemplate and reflect on whether or not our strategies and actions are in alignment with our original assumptions and goals. More importantly, when setting goals, it's best to make them SMART:

S – Specific

M – Meaningful

A – Attainable

R – Relevant

T – Time-bound

Get your house in order

The New Year is a great time to bring some order to the often chaotic, roller coaster ride of startup life. Start with locating and reviewing all corporate contracts, whether they are with clients, employees or vendors. It's not glamorous work, but organizing and ensuring such documentation is up to date can pay huge dividends further down the road. For example, is this the year you will look to raise capital? If so, having all your contracts in place will help you navigate such an opportunity much more efficiently and speedily.

Communicate more often

There is simply no substitute for communicating more effectively and more often. One of the biggest mistakes I see startup founders make is not communicating nearly enough. The assumption they often make is that investors, customers and employees share and understand the vision. But we all know that startup trajectories change quickly and change often. And unfortunately, when communications from leadership don't keep up, others usually assume the worst. So make it your goal this year to increase your frequency of communications with three key areas within your organization (for example, employees, investors and clients). Moreover, make that communication consistent. Be disciplined, schedule it on the calendar and even incorporate it into your overall communications plan and strategy.

Delegate and focus

Most founders I meet have control issues and rightfully so. Any individual that is going to take an idea and will it into existence, needs to demonstrate massive amounts of grit, determination and control over that process. However, the challenge becomes more visible as the organization starts to scale. Once a new venture receives an investment, or even better yet cash flow is being generated, it is up to leadership to allocate resources and delegate responsibility. Hanging on to particular projects or details within the organization that could be better served by handing it off to fellow team members only slows down the organization and doesn't allow team members to establish and demonstrate their own skill sets. Through continuous contemplation and reflection you will realize that in order to achieve the scale you hope, you as a founder won't be able to do it all. And the sooner you overcome that mental hurdle, the more quickly you will establish a culture built around and for the team.

Celebrate success

Time measured in the startup world should be its own unit. Days easily turn into months and years in a blink of an eye. The rapid iterative process found in most startups forces the founders and team to be in a constant state of motion. More often than not, founders are simply trying to keep their organization alive. Their target or goals are focused on big milestones, such as raising a first round of capital or shipping the first prime time ready product. But the time that occurs in between these momentous occasions are other little wins and successes that typically build on each other to help achieve the overarching goal. As a leader, you should make it your responsibility to be in tune with what those little wins should be. Celebrating your team's success often creates a culture that takes time to smell the roses. Building a sustainable organization is a long-term pursuit and should be built on passion and lifestyle. If you never take the time to appreciate the little things—incorporating your business, your first board meeting, a new hire—the years will definitely begin to blur. Make it part of this New Year to celebrate in unique and distinct ways. Your team will appreciate the recognition and you, as the leader, will truly see just how far you have come.

Regardless of where your journey takes you this year, implementing a few of these ideas will encourage you to become a better and more reflective leader. Have a great 2014! ■

Guest Writers Wanted!

Do you or your company have insight regarding a timely or relevant subject? Ever want to place a guest column in our newsletter? Now is your chance! The Council is always looking for fresh subject matter that our readers and members would find helpful and informative.

One advantage to having a wide-ranging pool of membership is our ability to spread the word on the latest and greatest topics — trends and opportunities, new innovations, trade secrets, marketing, regulatory issues, human resources, and breaking data are just a few examples.

If you are interested in submitting a guest column, please email info@nhhtc.org. We'd love to take a look and help get your information out!



We would like to congratulate our client

Single Digits, Inc.
on winning the 2013



Product of the Year Award
for their product
Open Network Exchange



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www.hayes-soloway.com

Advanced Manufacturing Education Update

By AMPed NH - Advanced Manufacturing Partnerships in Education

As the ball dropped on 2014, NH's Advanced Manufacturing Partnerships in Education, including all NH community colleges and their advanced manufacturing industry partners, celebrated new beginnings. Here are just a few of its exciting developments and success stories:

The best holiday gift? A new career. The first students admitted to Great Bay Community College's Advanced Composites Manufacturing program at the Advanced Technology & Academic Center in Rochester have completed the six month program, and each has received at least one interview with Seacoast advanced manufacturing companies. Better yet, several received job offers and were set to begin employment within weeks of the program's end. To learn more, click [here](#). Additional AMPed NH student and alumni hires have also been reported all across the state!

It's a high-tech welding lab – and it's on wheels
AMPed NH is excited to unveil the new White Mountains Community College mobile advanced welding lab! At 48 feet in length, it offers six welding booths, a virtual unit for an immersive 3-D learning experience, classroom space and more. If you can't come to college, college can now come to you. Courses are already in the works. To learn how AMPed NH can help you and to view photos, click [here](#).



Start your advanced manufacturing education tuition-free. AMPed NH's Applied Career Fundamentals for Advanced Manufacturing Certificate program is designed to fill the high-tech skills gap identified by manufacturing industry leaders. It provides core skills students need for success in entry level positions in advanced manufacturing. For a limited time, new students can take their first course tuition free. To learn more about the program, click [here](#).

WorkReadyNH is for employers, too! Are you or do you know an employer in need of career-ready candidates? WorkReadyNH, expanded under AMPed NH, has them! Companies all over the state have expressed support for WRNH's tuition-free work-readiness certificate program for job seekers and career builders, including Santander Bank! Covering both hard and soft



skills, it's offered at each of NH's community colleges. Recently, Santander visited the Nashua Community College class, sharing tips on professional resume writing and interviewing.

About AMPed NH: AMPed NH has launched more than two dozen industry-approved certificate, degree and business-training programs designed to directly meet the need for a highly skilled advanced manufacturing workforce. Programs cover disciplines such as advanced machine tool technologies, electronics and electromechanics, advanced welding, mechatronics and automation/robotics and more. AMPed NH is sponsored by a \$19.97 million grant from the U.S. Department of Labor, Employment & Training Administration TAACCCT Grant #TC-22504-11-60-A-33. CCSNH is an equal opportunity employer, and adaptive equipment is available upon request to persons with disabilities. ■





Do This Before You Spend One Cent on Marketing

By Laura R. Aronson

If you spend any amount on marketing – your website, mailings, advertisements, collateral, etc. – without a thorough understanding of the people you want to influence, you are throwing your money away.

Effective marketing gets under your skin. It hooks into the private conversation that runs in your mind. It promises an end to a nagging pain or hooks into an aspiration you deeply care about. Does this remind you of Don Draper’s slide carousel? It should, for that that is an example of great marketing.

How well do you know your best customers? Listing names and phone numbers is easy. But, can you describe what keeps them up at night? What do they dream of? How do they make decisions? If you were to cast them in a movie, what roles would they play?

If you can’t clearly identify the people you want to become customers, how can you market to them? Maybe you are simply listing product features and hoping the right person notices and responds, but that won’t get them to call, or even to pay attention at all.

Before you spend your money on marketing, use your knowledge and imagination to flesh out your prospects until they become living people for you. Let’s learn how.

Define Your Target Market Segments

By segmenting your prospects into groups that share common characteristics or needs, you can focus your marketing and create content that will move them to action.

Start by analyzing your current customers and using them as tools for imagining future customers. Which customers are now responsible for most of your sales? What about revenue? Either metric can be useful, so use your judgment here. Use the “eighty-twenty” rule. Be brutally realistic; you may have a dream customer in mind, but focus on the customers who are actually buying.

It’s important to write this down. Draw charts if it helps.

You should now have identified at least one, but as many as three or four key segments.

Create a Marketing Persona for This Segment

A marketing persona is a fictional character created to represent a segment.

Look at the segments you’ve just created and choose one to become your first persona.

1. For this persona, list the demographics that are

applicable, such as location, age, sex, marital status, income, family size, home ownership, lifestyle, hobbies or employment. If you sell to businesses, what types and sizes? Who are your decision makers?

2. Now list what your persona cares about, such as losing weight, being attractive, saving money, being successful, increasing status, or pursuing a hobby or interest. A business owner or manager may care about efficiency, productivity, revenue, profit or other metrics.
3. What three adjectives best describe this persona?
4. How does your persona interact with you and your competitors? What will make them feel they’ve received value?
5. Give this persona a descriptive name. It’s OK to have fun with this! Make a poster that fully represents your persona in words and pictures, then hang it where you and your staff can see it every day.

Now you can use your personas to craft compelling offers, including sales, coupons, calls to action and even the very products and services you sell. Having personas will improve your success in marketing and in business. ■

Laura R. Aronson is a technology content expert, freelance writer, and editor, based in Londonderry. She can be reached at 603-432-1603 or laura@lauraronson.com. You can see her portfolio at lauraronson.com.

Advertising in the Tech News

For information on advertising in the *Tech News*, please contact the newsletter editor, Meghan Marcus, for an editorial calendar and rates.

meghan@cooksonstrategies.com

Welcome—Our New Members

Akumina

Steven Sherkanowski
30 Temple Street, Suite 301, Nashua, NH 03060
603.943.7109, www.akumina.com

As a full service digital agency, Akumina has decades of combined experience in developing and deploying .NET web technology to deliver modern website experiences that empower the site visitor and content author.

AST Aerospace – A Division of Atlantic Software

Joy Luis
54 Shady Lane, Manchester, NH 03104
732.230.2590, www.astaerospace.com
Aerospace and defense contracting is a mission critical and sophisticated process. AST Aerospace (a division of Atlantic Software Technologies) provides full life cycle management of the information that derives the core processes in A&D contracting processes.

Charney Coaching & Consulting

Michael Charney
73 Gage Girls Road, Bedford, NH 03110
603.488.5712, www.charneycc.com
Charney Coaching & Consulting works in partnership with individuals, leaders, teams and organizations to provide strategic, organizational, and operational consulting and coaching. We have over 30 years working with high tech companies.

FTrain

Michael Franzino
115 Bedford Center Road, Bedford, NH 03110
603.703.6053
Making the world a better place through technology development and advisory services.

Radix Information Technologies

Robert Blaney
41 Dunlop Drive, Bedford, NH 03110
603.479.8000, www.radixinfo.com
Offering consulting for ERP implementations and the monitoring of ongoing conformance to plan, as well as the ability to refresh software from an existing ERP system. We also tie together the evolutions of business, strategy, planning and forecasting to help you make proper and timely business decisions.

Trinet

Mario Richter
1601 Trapelo Road, Suite 174, Waltham, MA 02451
617.285.5567, www.trinet.com
TriNet is an HR outsourcing organization focused on industries where employees are highly skilled and in demand. We offer a cost effective, turnkey solution that equips your firm with Fortune 500 benefits and services, positions you as an employer of choice and minimizes employer-related risks.

URL2PNG

Dan Vine
9 Old Chester Rd, Derry, NH 03038
617.590.2067, nhhtc@danvine.com

Job Postings

AQYR, an innovator in tactical VSAT, is seeking a Product Support Engineer. Require 5+ years' experience in military/commercial SATCOM terminals. BS in Communications/Electronics is desired. Please send resumes to jdavison@AQYRtech.com.

Cirtronics Corporation is hiring:

- Global Sourcing Leader
- SMT Process Engineer

Learn more at:

www.cirtronics.com/careers/current-openings.aspx

Member News

Applied Math Modeling Inc., a leading provider of data center design optimization software, announced today CoolSim 4.2 – the next revision of the company’s popular modeling software. As the industry’s only cloud-based implementation, CoolSim 4.2 continues to add important ease-of-use and modeling features.

BurstPoint Networks’ video capturing and streaming products will significantly enhance the upgraded high-speed interactive video network that traverses New Hampshire. ConnectNH, a UNH-based organization which makes its services available for state agencies, nonprofit organizations, colleges and universities, and telehealth organizations, recently selected BurstPoint as its vendor of choice. ConnectNH is using BurstPoint’s Video Communication Platform™ I-STREAM, an end-to-end video content management and distribution system that allows organizations to create and capture, edit and publish, distribute and deliver, and consume high-definition live and stored video content into a single, integrated platform. This standards-compliant system can function with video conference platforms currently in place, making it both unique and affordable.

Cirtronics Corporation is excited to announce it will be an exhibitor at the BIOMEDevice Show in Boston on March 26 & 27. Please come visit our booth (#849)!

Cross Insurance will be hosting an Executive Liability seminar on 2/11/14 from 8-10am at the Derryfield in Manchester. There will be two expert guest speakers from Cook, Little, Rosenblatt & Manson (attorneys). There is no cost to attend the seminar, and seating is first come/first served. The seminar will benefit business owners, executives, risk managers, & HR directors.

Topics will focus on Executive Liability Risk including:

- Breach of fiduciary duty including ERISA claims
- Individual Liability in the employment law context
- Intellectual property claims against individuals
- Computer fraud and abuse claims
- Common law claims for conversion, misrepresentation, assault and battery

If you or anyone in your company is interested in attending, please have them RSVP to Lisa Bruinooge King before 2/7/14.

Dynamic Benchmarking, located in Windham, NH and the creator of the industry’s leading online benchmarking software for associations, is pleased to announce the addition of Sally Greene to the company, where she has taken on the role of benchmarking project manager. Her role at Dynamic Benchmarking will include working directly with clients in the management and deployment of their platforms.

The Executive Connection is now pursuing major new markets for high tech applications in the automobile industry. The company is building connections between innovators and major automobile manufacturers and aftermarket suppliers.

Good Leads® of Salem, NH, announced the signing of VidCruiter of Moncton, NB, to secure business introductions to enterprise firms seeking video-based HR recruitment and interview software tools and capability.

IntelliSoft Group, LLC, a leading provider of credentialing, payer enrollment and contract management software, announces the release of Version 14 of IntelliCred™ and IntelliApp™. Notable improvements available in IntelliSoft’s Version 14 IntelliCred software include the addition of The Greeley Company’s delineation of privilege forms, and the integration of the National Association of Medical Staff Services’ NAMSS PASS. The NAMSS PASS (Practitioner Affiliation Sharing Source) is a national repository of practitioner affiliation history.

Nanocomp Technologies, Inc., a developer of performance materials and products composed of its unique carbon nanotubes (CNTs), has been awarded \$18.5 million in additional funding under the Defense Production Act Title III program (DPA Title III) to supply CNT yarn, sheet, tape, and slurry materials for the program needs of the Department of Defense, as well as for commercial industrial markets. The mission of the DPA Title III program is to create assured and affordable production of products that have been identified as essential for national defense, but where U.S. industry has not demonstrated an ability to deliver due to market conditions or other fiscal barriers.

Member News *(continued)*

Nathan Wechsler & Co., PA, Certified Public Accountants, announced that William J. Beauchesne has joined the firm as a principal. Beauchesne will serve in the firm's Tax Division, specializing in tax compliance and consulting for partnership and S Corporation flow-through entities. Beauchesne joins Nathan Wechsler after several years with a regional firm as a principal.

They have also announced that Deirdre Goodrich, CPA, MSA, will direct the operations of the firm's Upper Valley office located in Lebanon, NH. Goodrich joined Nathan Wechsler in February 2013 as a manager overseeing the delivery of tax, auditing and accounting services to clients after the firm's merger with Robert E. Moses CPAs.

Additionally, Joshua D. Parker has joined as an associate with the firm. Parker's area of focus will be tax issues relating to a variety of industries.

Nathan Wechsler & Co., PA, Certified Public Accountants, is pleased to announce that Anne MacEwan, CPA, has been appointed to the Alice Peck Day Health Systems Corporation Board of Trustees and to the Alice Peck Day Memorial Hospital Board of Trustees.

Additionally, Krista Dupre, CPA and manager in the firm, has been selected to participate in the NH Center for Nonprofits' inaugural Hoffman-Haas Fellowship class.

Attorney Sari Ann Strasburg, CPA, is excited to announce the 10-year anniversary of **Strasburg Law P.L.L.C.** Strasburg, the firm's founder, has 30 years of extensive professional experience with U.S. and international manufacturing, technology, distribution, and service companies. Strasburg Law was a recipient of the 2013 NH Excellence Award from the Small Business Institute for Excellence in Commerce. Strasburg was previously honored with the 2007 NH Business Excellence Award for Excellence in Law.

Great Bay Community College in collaboration with the Seacoast School of Technology will be offering a new certificate program in welding. The credit program will be held at the Seacoast School of Technology in Exeter, NH, and is designed to provide graduates with training for entry and intermediate jobs in five major welding processes. Upon completion, students will be prepared for AWS Certification testing. The program will be offered in the evening and will consist of three 12-week semesters. For more information on the program or to register, students can contact Great Bay Community College at (603) 427-7610 or email askgreatbay@ccsnh.edu.

NH HIGH TECH COUNCIL Entrepreneur of the Year

Now Accepting EOY Applications

The NH High Tech Council has opened the application process for its annual Entrepreneur of the Year award. The 26th annual program will be held on Monday, May 5, 2014.

Eligibility for the EOY award is limited to any founder, owner, or senior level manager of a business in New Hampshire who has successfully organized, developed, or managed a high tech concept into a commercial product or service. Applications will be accepted until March 28.

Upcoming Events

Entrepreneur Forum

Wednesday, February 12 5:20 pm
FIRST Place, Manchester, NH

HR Exchange

Wednesday, February 12 8:00 am
Sheehan Phinney Bass + Green PA
1000 Elm Street, Manchester, NH

HR Exchange

Wednesday, March 12 8:00 am
Sheehan Phinney Bass + Green PA
1000 Elm Street, Manchester, NH

Sponsorships Available!

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