



HIGH TECH NEWS

A PUBLICATION OF THE NEW HAMPSHIRE HIGH TECHNOLOGY COUNCIL

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The Entrepreneur of the Year Program – A look back over 23 years of celebrating innovation in New Hampshire

The list reads like a who's who of New Hampshire innovators: Dean Kamen (DEKA, FIRST), Robert Levine (Cabletron), Richard Couch (Hypertherm), Kedar Gupta (GT Solar), Patricia Gallup (PC Connection), and David Arnold (Softdesk) among many others. Each of these individuals have been recognized by the NH High Technology Council as top innovators through the long-standing Entrepreneur of the Year (EOY) program.



Gene Scribner

Since 1988, the Council has been honoring one or more individuals at the annual EOY celebration. As the NHHTC begins 2011 and starts accepting nominations for this year's honoree(s), we're using this opportunity to take a look back at some of the winners, speakers, events, and highlights through our files and the eyes of some past organizers.

Gene Scribner, one of the founders of the NHHTC and a past president, helped create the EOY event. His meticulous record keeping has helped the NHHTC maintain a history of the events over the past 22 years.

He recalls a 1987 meeting with Grant Waite, a partner at Peat Marwick who was joining the NHHTC because the firm was establishing an office in New Hampshire. "Grant and I were trying to figure out how to create more visibility for the Council. He said, 'how about we start up an entrepreneur award program?' I said 'great idea' and that's how it happened," Gene recalled. Peat Marwick (which later became KPMG) was the primary supporter of EOY and helped get it off the ground. They also brought immediate credibility to the program, which helped attract big names in terms of speakers and award recipients. The law firm Wiggin & Nourie was also an early supporter and remains an active partner with the Council today.

In 1988, the award program was launched under the name of the "High Tech Entrepreneur Awards" to "honor individuals who have made significant contributions to the advancement of high technology businesses in New Hampshire," according to the first program. The judges for that first event also reads like a NH who's who – James Chandler, chairman of Indian Bank; Gordan Haaland, president of the University of New Hampshire; Carol Long professor of engineering at Dartmouth College; J. Bonnie Newman, president of the Business and Industry Association; David Putnam, chairman emeritus of Markem Corporation; and C. Robertson Trowbridge, president of Yankee Publishing, Inc.

2011 is the Year to Invest in New Hampshire

Happy New Year! I hope that all of you had a relaxing and peaceful holiday season with your family and friends. In late December, I was listening to an economic report on New Hampshire Public Radio. The reporter was examining private industry throughout the United States, and he informed listeners that private companies in the U.S. are currently holding over one trillion dollars in cash reserves. Since hearing this, I've been thinking about the New Hampshire economy and what NH companies can do to best utilize the funds they are currently holding.



Tom Daly
NHHTC Chairman

If I were a CEO or CFO, I would be recommending that my Board of Directors significantly invest in workforce recruitment, retention, training, and education, new product development, or strategic merger or acquisition opportunities for the company. This year, I feel more optimistic about the economy and how New Hampshire will continue to lead New England out of the recession. I predict that in 2011,

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Fred Kocher
NHHTC President

New State Legislature Faces Staggering Financial Issues

The most immediate financial issue New Hampshire faces this year is the projected state budget deficit that could be as high as \$900 million. This issue will define this legislative session at the State House in Concord. Following two years of budget cuts, state employee layoffs, and attempts to sell state assets, it is not exactly clear how the Legislature will confront this new deficit. But there is general agreement that the dramatic change in the makeup of the Legislature will likely translate into budget cuts not higher taxes and fees. That's because a more conservative GOP took control of both the NH House of Representatives and the NH State Senate in November, and because the Governor has promised to veto a broad based sales or incomes tax. The wild card for possible revenues is expanded gambling – something that has failed to pass the Legislature for several sessions.

A longer-term financial issue is the state retirement system, which is estimated to have an unfunded liability of \$4 billion with an additional \$2.5 billion in unfunded associated benefits. There are no less than 20 bills already filed with suggested fixes to the problem, including cuts in benefits and higher contributions.

If that's not enough, the Medicaid Program, which is funded by both the state and federal governments, is about to expand dramatically under the healthcare reform law passed by Congress, with potentially thousands of new recipients and millions in higher state costs. Even with a few years of federal subsidies to the program to ease the change, NH could be facing an added \$30 million in costs to the Medicaid Program that already costs some \$1.3 billion and is around 28% of the entire state budget.

And then there is education funding. The NH Center for Public Policy Studies has estimated that the cost of the state's aid to public schools for 2010 will total \$941 million — \$50 million more than 2009.

The dilemma facing the Legislature and the Governor is how to cut the state budget while maintaining basic state services in a state where

demand for services is going up. While NH doesn't have the scale of state budget problems facing Illinois and California, the final decisions on budget cuts will cause some pain in NH – most likely in local communities. About half the state budget goes to NH communities in one form or another.

On other fronts — some interesting bills already filed in the NH Legislature include one that would require the Attorney General to join state lawsuits challenging the federal healthcare reform law; another that would repeal the Regional Greenhouse Gas Initiative; and still another that would support the Arizona immigration law. There are also bills filed to address the Business Profits Tax deduction for reasonable compensation. And, perhaps a very timely bill would give the Governor line item reduction power of items in any appropriations bill.

On the brighter side — the NH economy is recovering better than most states. The state has regained almost half the jobs it lost during the recession (4.5%), and is the fastest growing state in New England. Economist Dennis Delay at the NH Center for Public Policy Studies says that NH will likely regain all of the jobs lost by the first quarter of 2012.

Look for our annual member survey on the NH business climate in the coming few weeks. Your participation is greatly appreciated and will help us gauge the economy from a technology perspective.

Last, to help position the NH economy for the future, the NHHTC is collaborating with the Business and Industry Association of NH in an advanced manufacturing initiative that includes research into that sector as well as the eventual creation of a plan to energize it. Advanced and tech manufacturing in NH has four times the economic impact of any other sector. We are excited about this collaboration and its potential impact on New Hampshire. ■

consumers will have more disposable income, and will be more willing to make purchases on goods that they had previously been waiting on.

Recently, I attended the Consumer Electronics Show (CES) in Las Vegas, Nevada, an annual event where the world's biggest brands come to unveil their latest and greatest innovations to the masses. Over 5,000 exhibitors put their new products and innovations on display, and well over 125,000 attendees in the roles of buyers, reviewers, bloggers, and industry affiliates came to see what the market now has to offer. The results were impressive: the focus on green technology continues its quest for the perfect electric vehicle, 3-D television will dominate home entertainment sales, and Internet cloud-enabled applications are on the rise.

What does this mean for New Hampshire? It means that the most significant sector of our State's economy – manufacturing – will see more demand and business opportunity. And it means that New Hampshire will need to deal with its recurring problem of developing and recruiting top level talent to the State. This should be no surprise to any of us – it is one of NH's biggest problems, and has been at the top of the Governor's list of priorities for years. Efforts to date include the 55% Initiative by the University System of NH, the Governor's Task Force for Young Worker Retention, and the creation of Stay Work Play NH as a tool to reach out and engage younger workers and individuals across the state.

I'd argue that these initiatives serve our State well, but there is no single entity out there with more leverage to address worker recruitment, training, and education than our businesses themselves. A good use of some of the funds currently sitting in idle business bank accounts will be to take on new product development efforts and to advance their existing innovations. Doing so will require a larger workforce, one with additional training and education, which can best be developed here in New Hampshire. Business owners should strongly consider investing some of their idle funds into workforce development in support of business goals and initiatives.

At NHHTC, we continue to be supportive of these efforts by New Hampshire businesses. First, our NHHTC Entrepreneur Forum runs three programs annually to investigate and learn about startup and small businesses in New Hampshire. At each program, two businesses present their products and/or services, their business arrangements, and ask a specific business question to a panel of experienced businesspeople. The ensuing conversation from the

business presenters, the panelists, and the audience is exciting, informative, and inspiring to entrepreneurs and businesspeople alike. Many times our presenters develop ideas to resolve a specific problem facing their business, and use the knowledge from the event to enhance their company's competitive edge. The next Entrepreneur Forum event is May 18th, at 5:30pm at FIRST Place, in the Manchester Millyard, and is open to all to attend.

Second, we are now accepting applications for the Kocher Technology Scholarship. Through generous donations by many friends of NHHTC, we are able to offer a \$2,000 per year scholarship to children of NHHTC member business employees. Students applying to a New Hampshire four-year college program in a science, technology, engineering or math (STEM) related discipline are encouraged to apply. The application deadline is coming up on March 1. Students can apply online at NHHTC.org. Winners of the Kocher Technology Scholarship will be announced at our annual Entrepreneur of the Year awards dinner, to be held May 9th, in Manchester.

NHHTC continues to drive economic growth and development in New Hampshire through efforts such as these. Our Board of Directors firmly stands by the need for NH to develop its workforce, and to encourage and drive entrepreneurship and innovation in New Hampshire. We hope that business owners in NH agree, and take steps to continue our efforts within their companies.

A final piece of news to note: With the appointment of Matt Cookson as NHHTC's Executive Director, I'm pleased to announce that the Council's offices have moved to downtown Manchester at 36 Lowell Street (right above Richard's Bistro). Our Peterborough office has served us well for more than 15 years, but with all of the big plans for 2011, we believe that this move to Manchester will continue to solidify NHHTC's desire to grow and support New Hampshire businesses. We look forward to seeing you at our new offices in Manchester! As always, please contact me anytime at tdaly@nhhtc.org or 603-296-1537 if I or the Council can be of assistance. ■

DEADLINE EXTENDED

for Kocher Scholarship Applications

One of the most unique benefits of membership in the NHHTC is the opportunity to tap into scholarship funds for students of employees that work for a member organization. Through the Kocher Scholarship program, the Council annually provides up to five \$2,000 scholarships to students pursuing a technology degree at the associate or baccalaureate degree level in New Hampshire. The deadline for applications has been extended to March 1, 2011 and applications are available online at NHHTC.org.

The Council's objective in providing scholarships is to encourage students to study for technical degrees and to stay and work in New Hampshire after graduating from college. Awards will be made each year for up to four years of study. The Council has chosen to partner with the New Hampshire Charitable Foundation, which administers the scholarship program. Questions about the scholarships should be directed to the New Hampshire Charitable Foundation's Student Aid office at 1-800-464-6641.

Eligibility

To be eligible for consideration, students must meet ALL the following criteria:

- be a NH resident
- be between the ages of 17 and 24
- be a dependent of an employee of a NHHTC member company
- pursue a degree at an accredited NH post-secondary educational institution
- plan to stay and work in NH after graduation

Deadline

Applications including all attachments are due to the New Hampshire High Tech Council's office by 5:00 p.m. on March 1, 2011. Incomplete or late applications will not be reviewed. Students will be notified of the outcome of their application. ■

NHHTC and North Shore Technology Council Partnership will Enhance Member opportunities

The New Hampshire High Technology Council and the North Shore Technology Council (NSTC) have recently entered into a memorandum of understanding that will enable members of both organizations to access more events and services across a greater geographical area. Information on NSTC programs can be found at NSTC.org.

The NSTC is a non-profit business association focused exclusively on serving the needs of technology industries and companies which are located or are active north-of-Boston. Its members are business professionals and organizations involved with technology products and services as well as interested professional service providers. They also regularly engage members of the media, government, North Shore colleges and their corporate sponsors.

NTSC's goal is to promote and sustain the growth of technology in and around the area north of Boston, and to provide a successful model for other regions. They provide a professional forum and resources for:

- Community business education and information exchange
- Exposing the technology perspective effectively through live programs and media
- Peer-to-peer learning
- Effective collaboration
- Focused networking events

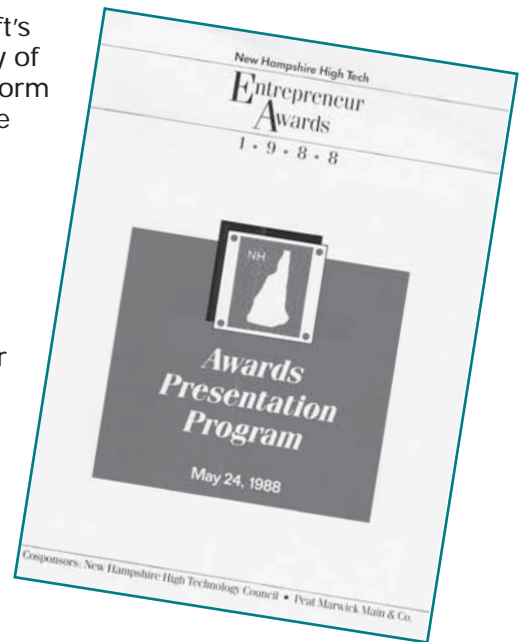
"We are very excited about this partnership and about the additional opportunities it creates for collaboration, learning, and exposure between the members of the two councils," said Tom Daly, chair of the NHHTC Board of Directors.

The two organizations have agreed to engage in several collaborative efforts to enhance the benefits of membership in their respective organizations. Some of those collaborative efforts include the following:

- Extend discounted program and event attendance rates to the other organization's members, at the same discount or price paid by the host organization's member attendees
- Provide cross promotional support of programs and events as commercially reasonable in each organization's electronic, print, and media advertising events.
- Collaborate on initiatives that are in the common interest of the NHHTC and the NSTC memberships, including public policy, and/or tech-related projects.
- Meet annually to discuss planned programming for each organization, and review the benefits and overall impact of the collaboration between NHHTC and NSTC. ■

From a technology perspective, 1988 brought us Microsoft's release of Windows 2.1, Stephen Hawking's "A Brief History of Time," the launch of the Morris worm (the first computer worm distributed via the Internet from MIT), and the Hubble Space Telescope. The author of this article recalls buying his first compact disk (Van Morrison's Moondance) and last 33RPM album in 1988 as well.

One of the big names the Council was able to attract in these earlier years was Eugene Lange, who was president of REFAC Technology Development Corporation and founder of the "I Have a Dream Foundation." Gene Scribner and Eugene Lange became friends after exploring a possible business partnership. It was not Eugene Lange's successful technology career that Gene Scribner was most impressed with, it was his work in education. The I Have a Dream Foundation grew out of an impromptu speech Lange gave to a group of sixth graders in Harlem. After realizing his prepared speech would not connect with this audience, Lange reverted to referencing Martin Luther King's famous speech and the dream of going to college. He quickly realized that the concept of attending college was not viable to these kids and then said the following – "...and don't think you can't go to college. Because you can. Because right now, I am promising each one of you that if you stay in school, if you graduate from high school, are admitted to college, I promise to give you the scholarships that you need to be able to go."



The response to the speech was overwhelmingly positive and eventually very impactful for these and many other students. Gene Scribner asked Lange to bring this message to the Council in 1991 and he agreed. The theme and message demonstrated the Council's long standing commitment to promoting education. "He went over very well," he said. Other early keynote speakers included the Governor of Wisconsin, Tommy Thompson, US Senator Phil Graham, and Dr. Samuel Bodman, CEO of Cabot Corporation at the time and subsequently Secretary of Energy in the Bush Administration.

Jim Cook is a founding Board member of the NHHTC and has been involved in the awards since the early 1990s. One of the highlights he recalled was the 2004 EOY event at which Dave Lavery from NASA talked about the Mars landing robots that were on Mars at the time of his speech and was able to show actual slides of what the robots were seeing. "He was able to give us a sense of the challenges to actually get the robots on Mars without damaging them through the use of inflatable bags," Jim said. This particular Mars mission had two New Hampshire ties — Warwick Mills created the fabric that the bags were made out of and computers developed by BAE Systems provided "the brains" for the Mars rover mission, guiding the spacecraft to Mars.



Fred Kocher

In 1999, New Hampshire Governor Jeanne Shaheen delivered the keynote address. "One of the most fun things was when Gene introduced Jeanne Shaheen," Jim Cook said. Gene Scribner is an unabashed conservative Republican, and it humored many to see him get up to introduce the current Democratic governor. He introduced her by saying that "the Governor is pro-business, pro education, and pro family. It sounds like a Republican agenda to me. Maybe she's in the wrong party."

Some other highlights from over the years:

There was a record crowd on hand for Dean Kamen's speech in 2001 with the hope of learning what "It" was. He gave his speech from his revolutionary IBOT wheelchair, but did not reveal anything about "It" until a few weeks later on national TV. "It" was eventually unveiled as "Ginger" and then the Segway.



Governor Lynch has attended EOY every year he has served as governor

The keynote speaker in 2003, Jeff Riley, a Microsoft executive, rode one of the first Segways onto the stage shortly after it was introduced.

Helen Greiner, co-founder of iRobot Corp., had one of her robots deliver an award on stage at the 2006 event. After her keynote address, she played a video of the Saturday Night live "Woomba" skit about a take-off of the company's Roomba

robotic vacuum cleaner that left many in the audience in tears from laughing so hard.

At various times over the history of EOY, the Council has used the event as an opportunity to recognize individuals for their larger contributions to technology in New Hampshire. John Morrison received a lifetime achievement award at the 1996 EOY event for his work leading the Hitchner Manufacturing Company. In a thank you letter, he said "...I sincerely believe that our organization is an example of a great many people working together to fulfill the ideas contributed by a group of imaginative minds. If that industrial philosophy can serve as a good example and incentive to other emerging companies, then the goals of the High Tech Council can be achieved and we can all take satisfaction in seeing the continued growth of the state's economy."

The selection process for EOY is intense. It starts with a detailed submittal. The panel of judges rotates and includes past winners and industry experts. The judges review applications and the reports of volunteer interviewers so judges can get additional perspective during the process. Applicants must be an owner, founder or senior level manager of a business in New Hampshire. For 2011, the NHHTC will begin accepting applications through the company website with a closing date of March 18, 2011.

"We had a lot of fun with EOY. It really put the Council on the map," Gene Scribner said. ■

—By Matt Cookson



PAST WINNERS

- 1988 Dean Kamen, DEKA R&D Corp.
James A. Crawford, Jr., Techniweave, Inc.
S. Robert Levine, Cabletron Systems, Inc.
Dr. Ronald Moskowitz, Ferrofluidics Corp.
- 1989 Dr. Hans D. Baumann, H.D. Baumann Assoc., Ltd.
Robert H. Rines*, Franklin Pierce Law Center
Merle L. Thorpe, Hobart Tafa Technologies, Inc.
Royden C. Sanders Jr.*, Sanders Associates
- 1991 Richard R. Roelke, Metronics, Inc.
Christopher J. Oliver, Cabletron Systems, Inc.
William E. Fletcher, Termiflex Corp.
Robert C. McCray*, Valvcon Corp.
- 1992 Charles M. Hebble, Jr., Allen-Bradley Corporation
Michael H. Foster, Walker Power, Inc.
Richard E. Morley*, Flavors Technology, Inc.
- 1993 Richard W. Couch, Jr., Hypertherm, Inc.
William E. Wetzel, Jr.*, Center for Venture Research – UNH
Jay Brooks, Poly-Vac, Inc.
- 1994 Joseph A. Roberts, Jr., Advanced Circuit Technology, Inc.
Jeffrey P. Sercel, Resonetics, Inc.
- 1995 David C. Arnold, Softdesk, Inc.
Raymond R. Boissoneau, Electropac Co., Inc.
- 1996 Donald W. Comstock, DiaCom Corporation
John H. Morison*, Hitchiner Manufacturing Co.
Daniel McGurl, Bottomline Technologies
- 1997 Robert W. Horgan, NewMarket Software, Inc.
David Putnam*, Markem Corporation
- 1998 Dr. Kedar P. Gupta, GT Equipment Technologies, Inc.
Hong Yu, Lancaster, Inc.
Dr. Robert C. Dean, Jr.*, Synergy Innovations, Inc.
- 1999 Daniel P. Taylor, The Taylor Group
Ted Jastrzembski, Tally Systems Corp.
- 2000 Jay Borden, Granite Systems, Inc.
William Wentworth, Source Electronics Corporation
- 2001 Rajesh M. Nair, degreeC
David J. Gagnon, degreeC
Michael J. Gerling, Geographic Data Technology, Inc.
Morton E. Goulder*, M.E. Goulder Enterprises, Inc.
- 2002 Melissa L. Mabon, Pragmatech Software, Inc.
Brooke M. Savage, Pragmatech Software, Inc.
Robert Scott, Octave Communications, Inc.
Eugene Scribner**, C.I.M. Industries, Inc.
- 2003 Patricia Gallup, PC Connection, Inc.
David W. Hargreaves, DTC Communications, Inc.
Ronald R. Young, DTC Communications, Inc.
Matthew W. Pierson, DTC Communications, Inc.
- 2004 Edward Schmid, eCopy, Inc.
- 2005 Alex Bakman, Ecora Software Corporation
Stephen Boucher, Airmar Technology Corporation
- 2006 George Kassas, Cedar Point Communications, Inc.
Kenneth Solinsky, Insight Technology, Inc.
- 2007 Charles Hutchinson, GlycoFi, Inc.
Tillman Gerngross, GlycoFi, Inc.
Joseph Mullen, Bottomline Technologies, Inc.
- 2008 Paula Long, EqualLogic
Peter Hayden, EqualLogic
Paul Koning, EqualLogic
- 2009 Charles E. Moran, SkillSoft
Jerry Nine, SkillSoft
Mark Townsend, SkillSoft
Tom McDonald, SkillSoft
- 2010 Bill Larkins, Active Shock, LLC
John LaPlante, Active Shock, LLC
Tillman Gerngross, Adimab, Inc.
Dane Wittrup, Adimab, Inc.
Errik Anderson, Adimab, Inc.

*Lifetime Achievement Award
**Founders Award

NH High Tech Council Has a New Home

The High Tech Council now has a new home in downtown Manchester. After more than a decade in Peterborough, the NHHTC has returned to Manchester and has opened up its new offices in completely renovated space at 36 Lowell Street, just one-half of a block off Elm Street.



The new space features a large conference room and full kitchen, making it ideal for small receptions and meetings. It is located right above Richard's Bistro and looks out over the Red Arrow Diner. The Council will be sharing the space with Cookson Stephens Corporation (the marketing firm that manages all aspects of the Council and provides staffing services), Leadership New Hampshire, and individuals involved in legal, technology, and mergers and acquisitions businesses.

"Given its central location in New Hampshire and the fact that much of the business in the state gets done in the greater Manchester area, it made sense to move our offices here," said Tom Daly, chairman of the NHHTC. "This new space, with its mix of tenants in the business and leadership sectors, will create a great environment for innovation and partnerships for the Council and the state as a whole."

NHHTC members are encouraged to drop in any time. The new NHHTC phone number is 935-8951. The new mailing address is 36 Lowell Street, Manchester, NH 03101.

HAYES SOLOWAY

INTELLECTUAL PROPERTY WORLDWIDE

HAYES SOLOWAY P.C. is a law firm specializing in all aspects of intellectual property law, with offices in Manchester, New Hampshire and Tucson, Arizona. Our firm is currently celebrating twenty-five years of assisting clients in protecting their nationwide and worldwide intellectual property rights. Our worldwide client base ranges from individuals and small startup companies to large multinational corporations, universities, hospitals and government agencies. Our practice includes procurement and protection of patents, trademarks, and copyrights in the United States and abroad, as well as licensing, litigation, and counseling in the areas of patents, trademarks, copyrights and trade secrets. The firm is sized to take advantage of efficient and superior internal communications and organization. Teamwork, value, and efficiency are our standards.

HAYES SOLOWAY P.C. SPECIALIZING IN INTELLECTUAL PROPERTY LAW

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*Where young
people dream of
becoming science
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Job Postings

CAPTIVATING TALENT

Quality Control Associate II, Salem, NH The Quality Control Associate II is responsible for biological and chemical evaluation of raw materials, in-process production intermediates, finished components and final immunoassay based kits resulting from the company's manufacturing operations

Scientist, Product Support and Improvement, Salem, NH The Product Support and Improvement Scientist position has responsibility for assisting in the development and implementation of new products and improvements to selected existing products and processes to ensure the methods are well defined, robust, scalable, and economical. The position will also involve establishing and supporting analytical programs for raw materials and kit components to ensure they are appropriately characterized. The position will also undertake the evaluation of products and assist with the effective transfer of knowledge to manufacturing. The position has extensive interface across the Development and Manufacturing teams, particularly in support of protocol drafting and testing as analytical and QC release techniques and products are transferred.

Commercial Product Manager, Salem, NH Position Description: The Commercial Product Manager is responsible for the growth and support of the distribution business. The CPM is responsible for managing all inbound sales leads, as well as the daily product management of these products. The CPM is the key interface between the (distributor) Vendors and the different functional teams including Customer Service, Product Support, manufacturing, Quality and Marketing.

For more information, contact
Jamie Rajotte-Tremblay at 603.324.3115 or
jamie@captivatingtalent.com

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Other News

Representative Bass Named to Subcommittee on Communications and Technology (excerpt from the Union Leader) US Representative Charlie Bass has been named a member of the House Energy and Commerce Committee. He will serve on three subcommittees as follows: the Subcommittee on Communications and Technology, with oversight over interstate and foreign telecommunications policy; the Subcommittee on Environment and Economy, which focuses on environmental regulations and their economic impact; and the Subcommittee on Commerce, Manufacturing and Trade, which oversees consumer protection and product liability, among other issues.

Bass said the energy and commerce committee will address issues ranging from expanding broadband access to rural communities, to reforming health care, to "making it easier for businesses to grow and create jobs."

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Welcome to Our New Members

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37 Pleasant Street, Concord, NH 03301
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The purpose of the New Hampshire Charitable Foundation is to improve the quality of life in the communities we serve. The Foundation achieves its purpose by encouraging donor partnerships to accomplish charitable purposes of all kinds and making grants and loans from funds contributed by individual.

George Kurzon - Investor

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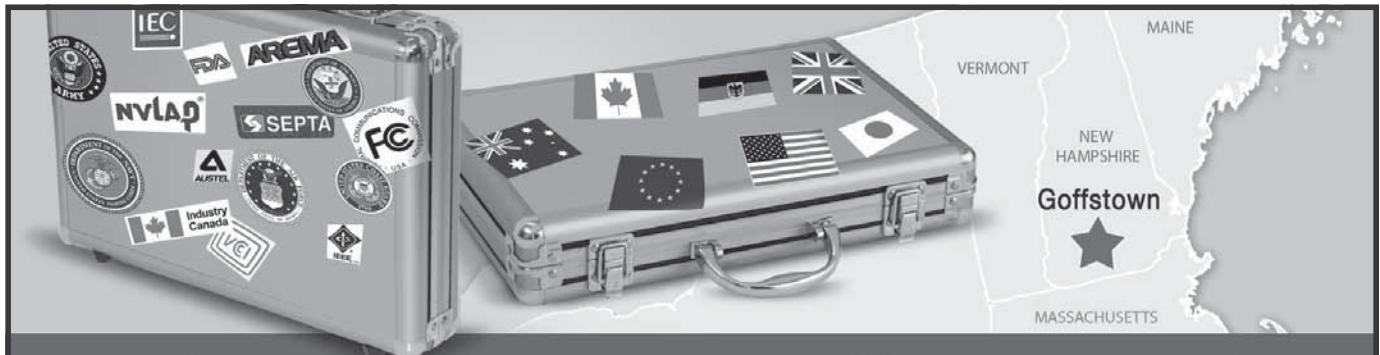
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Amanda Wilson www.pinpointglobal.com
Pinpoint Global is the leading provider of scalable systems for sales for productivity to the insurance and financial services and industries. Pinpoint's solutions enable clients to communicate online faster and more effectively in ways that keep their attention and track success.

NH-ICC

75 Rochester Avenue, Portsmouth, NH 03801
Mark Galvin 603-610-0477 www.nh-icc.org
The New Hampshire Innovation Commercialization Center (NH-ICC), in partnership with the University of New Hampshire (UNH), is dedicated to accelerating the development of early stage high technology startups and to the commercialization of UNH intellectual capital.

Renesis Corporation

1750 Elm Street, Suite 101, Manchester, NH 03104
Ashton Peery 603-643-9300 www.renesis.com
Renesis is a leading provider of global Internet stability and integrity monitoring services. Since its founding in 2000, the Renesis team has been committed to developing software to allow Internet-dependent businesses to maintain secure and reliable Internet connections. Renesis Corporation's patent-pending technology is based on five years of pioneering research in the intricacies of global Internet routing and protocols.



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Member News

Raymond I. Bruttomesso, Jr., Esq. was elected shareholder of **Devine Millimet**. Attorney Bruttomesso is a member of the firm's Patent, Trademark and Licensing practice group.

Vital Growth Consulting Group has added Jim Horne of Beacon Business Advantage in Dover, NH as a Vital Growth CG affiliate member to assist our clients with outbound marketing issues.

Concord business owner Bernie Sparks, having successfully defended his dissertation, Corporate Governance: A Study of the Perceptions and Attitudes of Members of Corporate Boards of Directors in New Hampshire Bernie Sparks has received his Doctorate of Arts in Leadership degree from Franklin Pierce University. He is the Executive Director of **Sparks Employment Group** and the President of 21st Century Leadership, a Leadership Consulting company. Bernie plans on writing books on various leadership topics.

Jacqueline Leclair, a manager in the IT consulting division at accounting and advisory firm **Baker Newman Noyes** in Manchester attained the Certified Ethical Hacker and Certified Penetration Tester certifications. More info on Jacque: www.bnn CPA.com/bios/jleclair.asp

The Intellectual Property Practice Group of the **McLane Law Firm** recently assisted Fluidnet Corporation of Amesbury, MA, in obtaining U.S. Patent No. 7,847,276 entitled "Impulse Analysis for Flow Sensor-Based Fluid Control System."

Good Leads®, a Salem, NH based outsourced business development firm, reported their continuing support of NH's technology community via business agreements with seven NH based technology centric firms: Active Cool, Cadec, Coda-Unit 4, Crawford Consulting, Kelley Solutions, ProQueSys and RecordsForce.

Berry, Dunn, McNeil & Parker is pleased to announce that John A. Guarnotta has joined the Firm's Portland Office as a Tax Manager in the Tax Practice Group. John previously worked with Levine, Katz, Nannis & Solomon prior to joining BDMP. He is a graduate of Bentley College with a masters degree in taxation. John specializes in individual and mid-market businesses and presently resides in Portland.

President and Founder of **Human Resource Partners LLC** (HRP), Delise West announces that her company has merged with Human Resources Consulting of New England LLC (HRCNE) located in Concord, NH. Tonya Rochette, former owner and operator of, HRCNE recently joined forces with West and will serve as HRP's Vice President of HR Solutions.

Cookson Stephens completed a comprehensive communications plan for Leadership New Hampshire. We're very excited about the opportunities ahead for LNH as they approach their 20th anniversary. LNH is now accepting applications for their 2011-12 class. www.leadershipnh.org

2010 Product of the Year Finalists





36 Lowell Street
Manchester, NH 03101

2011 NHHTC Calendar

HR Exchange

- March 9 "I-9 Compliance and e-verify Tips for Employers"
Sheehan Phinney Bass + Green, Manchester 8:00-9:30 am
- Apr 6 "Check the Handbook"
Sheehan Phinney Bass + Green, Manchester 8:00-9:30 am
- June 8 "Employment Law Year in Review"
Sheehan Phinney Bass + Green, Manchester 8:00-9:30 am
-
- May 9 **Entrepreneur of The Year Awards**
Radisson, Center of NH, Manchester 5:30-8:30 am
- May 18 **NHHTC Entrepreneur Forum**
FIRST, Manchester 5:20-8:30 am

For more information, 603-935-8951 or info@NHHTC.org

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NEW HAMPSHIRE HIGH TECH NEWS

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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 high tech companies and their service companies. Companies wishing to join, or who want more information on the Council, should go to www.nhhtc.org and register or call the New Hampshire High Technology Council.

For more information, call or go online:
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36 Lowell Street, Suite 202, Manchester, NH 03101
Tel: 603-935-8951

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