



HIGH TECH NEWS

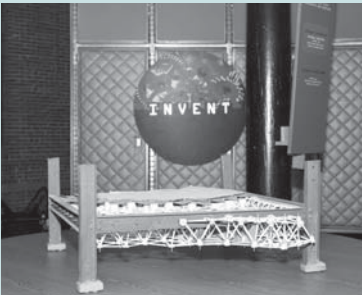
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Dream, Believe, Dare, Do

If you've studied Walt Disney or read *The Disney Way*, you know that his four guiding pillars were: Dream, Believe, Dare, Do. What great advice for entrepreneurs. What's important is clarity about what phase we're in and making sure we launch (Do) after we've dared (ask for funding). SafetySpan and Trunity were our entrepreneurial stars at last month's Entrepreneur Forum and found themselves in different phases of Disney's famous continuum.

SafetySpan's dream is to change how we construct buildings, one floor at a time. CTO Doug Leonardi explained that the SafetySpan Building System is a mesh-like, modular, flooring construction system designed to offer affordable alternatives that reduce waste and lower carbon emissions. Why brand "safe" in the name? For a couple of reasons. For one, they claim to be collapse resistant, meaning that if an earthquake or some other disaster occurs, the floor will flex instead of crack and collapse, bringing the entire building down with it. Second, by using a more sustainable material than concrete, emissions are significantly reduced. Third, a flexible, light weight, honeycomb-like spaceframe can be assembled between steel beams or wall mounts of a building's interior construction frame. The magic is in the geometric shape, designed by nature for phenomenal strength.



Today, most buildings are created with concrete flooring which is heavy, expensive, and inflexible if the earth shifts. On the upside, concrete is strong. But it has a hefty environmental emissions consequences. SafetySpan's design replaces concrete flooring altogether and offers the same strength at half the weight. It is modular, making it easy to install, manufacture, and recycle. Each component is based on human scale, making it easy to pack, ship, and install.

SafetySpan's targeted applications are 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. SafetySpan's solution helps architects and civil engineers gain LEED accreditation, based on its sustainable nature (see USGBC United States Green Building Council www.usgbc.org). It's also a great solution for datacenters with raised floor requirements. Think crawl space for running cables.

Our distinguished panel consisted of Lester Hensley, CEO & President of EMSEAL Joint Systems, Wayne Siladi, PE, Associate Principal, Weidlinger Associates, and Andrew Connolly, Director of Finance for R.R. Keller

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Education Funding in New Hampshire: Are We Looking in the Wrong Places?

I picked up on this gem of a fact a few weeks ago: New Hampshire ranks #50 in the United States in state funding to public and private



Tom Daly
NHHTC Chairman

higher education institutions. With a nearly \$1B state deficit staring us in the face, the matters facing Governor Lynch and the State Legislature are grim. It looks like tough cuts in key programs are going to happen, but when it comes to scholarship support to students, the Governor goes beyond just cuts and is proposing to eliminate all state financial aid to students. This proposal may just cut off one of the critical sources needed to help grow and build our state's economy - need-based scholarships providing access to higher education for NH residents to ensure the development of a well-trained future workforce.

Higher education as whole is being targeted for very significant cuts by the Legislature. One just has to look at unprecedented 45% and 29% cuts proposed for New Hampshire's University System and Community College

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Outlook for Congressional Reauthorization of SBIR/STTR

Fred Kocher, NHHTC President

On March 9th, the U. S. Senate Small Business and Entrepreneurship Committee, which includes NH's two U.S. Senators – Jeanne Shaheen (D) and Kelly Ayotte (R) – passed a comprehensive reauthorization of the Small Business Innovation Research Program (SBIR, and the Small Business Technology Transfer Program (STTR) by a vote of 18 to 1. The one no vote was Kentucky's new U.S. Senator, Rand Paul (R). Both programs are due to expire on May 31st.

Highlights of the bill – S. 493:

- Would allow firms which are majority owned by venture capital firms to be eligible for up to 25% of SBIR funds at the National Institutes of Health, National Science Foundation and the Dept. of Energy. At other federal agencies, such firms would be eligible for 15%. Other agencies include Defense, Health & Human Services, Homeland Security, NASA, and EPA.
- Would increase SBIR funding at the agencies from 2.5% to 3.5% of federal agency extramural R&D budgets over 10 years.
- Would increase STTR funding from 0.3% to 0.6% over 6 years.
- Would increase SBIR & STTR Phase I awards from \$100,000 to \$150,000, and Phase II awards from \$750,000 to \$1 million.
- Would allow annual increases for inflation to keep award levels realistic for R&D costs.
- Would cost \$150 million 2012 to 2016 (estimate by Congressional Budget Office).
- Would also reauthorize the Federal and State Technology Partnership (FAST) Program and Rural Outreach Program.

For years, a long-term reauthorization of these programs has been held up by the inclusion of venture capital firms. The compromise for inclusion of venture capital firms now limits their participation to ensure that small businesses not backed by large firms are not edged out of the programs.

Support for this reauthorization comes from a number of organizations, including the Small Business Technology Coalition, the National Small Business Association, the National Federation of Independent Businesses, the Biotechnology Industry Association, the U.S. Chamber of Commerce, the National Venture Capital Association, and local/state technology groups, including the NH High Technology Council. The Council met face-to-face with Senator Shaheen, and communicated twice by phone directly with Senator Ayotte indicating our support.

It's worth noting that the SBIR Program was originally written into federal legislation by NH's former U.S. Senator, Warren Rudman in the early 1980s.



Members of the NHHTC Board of Directors met with US Senator Shaheen at the new NHHTC Manchester office in February to discuss issues of importance to the NH High Technology and business community. Pictured above (R-L) are Fred Kocher, Jason Alexander, James Carnavale, Senator Shaheen, and Matt Cookson. Pictured below with the Senator are Art Bruinooge, Mary Collins and Jim Cook.



The reauthorization now goes to the full U.S. Senate for a vote, then to the U.S. House, which will have its own version of SBIR/STTR reauthorization.

Under current law, the SBIR program requires federal agencies with extramural budgets for R&D that exceed \$100 million per year to set aside 2.5% of that budget for contracts with small businesses. Likewise, the STTR program requires federal agencies with extramural budgets for R&D that exceed \$1 billion per year to set aside 0.3% of that budget for cooperative research between small businesses and a federal laboratory or nonprofit research institution (extramural budgets are those with expenditures for activities not performed by agency employees).

Since the mid 1980s, NH small businesses have used SBIR and STTR programs for innovative research and development that has led to new products for use by both the federal government and by the private sector.

We'll keep the membership posted on this issue and others of high importance at both the state and federal levels. ■

System respectively. While I could devote this whole column and more to why we should be increasing our investments in these areas versus decreasing them, I want to take a closer look at our statewide scholarship programs.

Governor Lynch, during his budget speech to the State Legislature, proposed cuts to state scholarship programs totaling \$9.7M. A scholarship program currently serving economically disadvantaged NH college students totaling \$3.2M, was first on the list. The second cut, equaling \$6.5M, would be taken from scholarship funds generated through an administrative fee for NH's College Savings Plan program, which is ultimately raised through New Hampshire's section 529 education savings plan. The proposed plan would essentially eliminate critical sources of scholarship funds needed to educate NH's most financially needy students. While I can appreciate that the Governor is doing a fine job of looking under every rock for precious dollars to close the budget gap, these are two rocks that he and the State Legislature should leave undisturbed.

As business owners, we're always thinking about the key drivers of growth in our organizations, and many times we overlook the impact of education in our companies. It is easy to say that good business practice all boils down to experience, but in reality, the value of an education, namely the ability to learn how to learn, is what enables us to process information to put our experience to practical use. We all have our academic roots to thank for that. A properly funded state scholarship program is a critical piece of the system that helps to produce top-notch talent that we, as business owners, can consume to further the economic initiatives of New Hampshire.

The NHHTC Board of Directors, under the direction of our Legislative Committee, passed a vote to oppose this concept to eliminate all state scholarship aid, and to support a compromise solution that will provide at least some scholarships to deserving and needy NH students. Even though the cuts proposed only total \$9.7M, the long term risk to New Hampshire businesses and our economy is far too great to ignore. We need to provide funding to educate our future pipeline of engineers, technicians, and entrepreneurs. Even though the U.S. economy is suffering, NH is currently at or near full employment, making it difficult for companies to find talented staff to work on challenging projects. Cutting the educational development of our future workforce will only compound this problem years down the road. It's an issue we all should be taking a look at.

Speaking of years down the road and focusing on our youngest generation of workers, I do have some good news to share. I recently took a tour of the newly expanded McAuliffe-Shepard Discovery Center in Concord and I was impressed to learn of the emphasis

placed on science, technology, engineering, and math (STEM) curriculums by the staff at the center. Covering everything from space travel, weather, eletromagnetics, and geography, the team at the McAuliffe-Shepard Discovery Center is doing what's needed to continue to develop the minds of our youngest future employees in New Hampshire. The better news is that I also learned about Touch the Future, Inc. (TTF) a tax-exempt, 501(c)(3) organization that serves as the philanthropic arm of the McAuliffe-Shepard Discovery Center (formerly the Christa McAuliffe Planetarium). The group is comprised of individuals working to raise funds to continue the expansion plans for the Discovery Center. I'd like to encourage you all to check out their respective websites at www.starhop.com, and touchthefuturenh.org for more information about each organization's initiatives. ■

Tom Daly
Chairman, NHHTC

Avid Technology Founder Bill Warner to Keynote 2011 EOY Event

The NHHTC is very pleased to announce that Bill Warner, angel investor, serial entrepreneur and founder of Avid Technology, Inc., will be the keynote speaker at the 2011 Entrepreneur of the Year (EOY) event. The 23rd annual EOY celebration will be held on Monday, May 9th, at 5:30 pm at the Radisson, Center of New Hampshire in Manchester.

Bill Warner loves the process of starting and building companies, and encouraging and supporting others to do so. He started Avid Technology in 1987 and through his leadership, Avid became a world leader in video, film, and music and editing systems.

Beyond launching several other successful business ventures, he also collaborated with fellow business leaders to create a new type of event called the MassTLC Innovation unConference. This event serves early stage entrepreneurs, and the most recent event attracted 160 entrepreneurs and 600 people to provide assistance to them in a "podium and panel-free" environment.

Another one of his many current projects is his Build Your Startup From the Heart work. "One of those tools is very early stage investing, usually about \$25,000. I generally like to be the very first money into the company," he said. "I'm willing (and even prefer) investing so early that the only traction is in the entrepreneur's head. I choose my investments based mainly on the entrepreneur, and not on the details of the idea."

He is sure to bring this entrepreneurial spirit to the 2011 EOY event. To learn more or register, go to www.NHHTC.org

NHHTC Celebrates New Partnership with the North Shore Technology Council

Last month, the NHHTC announced its new partnership with the North Shore Technology Partnership (NSTP). We asked the NSTP to provide more information on their programming and services in their own words. Council members can take advantage of all NSTC programs at member costs. Please read below and learn more about their offerings.



The North Shore Technology Council – *Regional economic strength through specialized industry attention*

The mission of the North Shore Technology Council (NSTC) is to build a community for collaboration and advancement of technology business in the North of Boston region. We accomplish this by providing members and others with opportunities for networking and professional growth and improving the visibility of the technology businesses within the region. The goals of these programs are to encourage the success and development of our member companies, create job expansion, and promote the realization of the economic benefits that technology businesses offer the entire region.

In order to reach these goals, the Council dedicates itself to offering programs that establish a strong and supportive business community and create productive business-to-business relationships. At the core of this programming are the monthly breakfast meetings, which began 10 years ago in March 2001. Held at the Peabody Marriott, the Business Breakfast Series has been popular since inception, attracting up to 130 people at each meeting.

The breakfast meetings feature an invited speaker or set of panelists who present on a technology-focused subject and who by virtue of their experience offer unique insights and expertise that create learning opportunities for those in attendance. Our April 27th breakfast is on cloud computing and understanding the data security risks and specific compliance regulations.

In 2005, the NSTC created the Bio/Medical Technology Section to address the specific needs of the region's biotechnology and medical devices sector. Each month the group holds its First Friday Bioscience Seminar Series, a noontime program that features a speaker from a North Shore life

sciences company sharing their R&D and product development initiatives.

Another NSTC special interest group is the Sustainability Forum, which brings together technologists, environmentalists, business members, academics and others to identify, explore and create new solutions in sustainability. The group meets monthly, typically the first Wednesday of each month at 8 AM at the Cleantech InnoVenture Center in Lynn, MA. The open meetings include prominent speakers covering a range of important issues, technologies and ideas. Past speakers have brought insights into green chemistry, marine renewable energy, data center efficiencies, corporate sustainability initiatives, local environmental conditions and more.

Two other NSTC special interest groups are In Transition and Software & IT. The goal of the In-Transition Group is to provide Council members and others with connections to job postings, workshops and other programs that help individuals with their searches. The Software & IT group provides a forum for thought leadership, industry analysis, and trends and technologies. They also explore new technologies such as cloud, mobile, virtualization, remote usage, and user practices.

The NSTC also offers pure networking events where technology and affiliated professionals can connect to create productive business-to-business relationships. The Networking Nights are typically held monthly at the offices of hosting NSTC corporate members or at various public meeting venues on the North Shore.

Be sure to visit www.nstc.org for a full listing of our upcoming programs and events. ■

& Associates. Andrew observed, using the Walt Disney vernacular, "You're in the dare phase. You need to have more guts and ask for more money." He applauded the concept, but felt that they should be more bullish and launch SafetySpan boldly. Most entrepreneurs we've seen underestimate what they will actually need and tend to be overly conservative financially.



Wayne Siladi, PE shared his firm's impressive experience in vulnerability assessment; risk analysis; forensic, earthquake, wind, and blast engineering; soil/structure interaction; and sustainability. Weidlinger Associates' portfolio includes marquee projects like the Shanghai Port's International Cruise Terminal (80,000 ton capacity), the Georgia Dome, Jacob Javitz Center, and the World Trade Center Forensic Study after 9/11. He said, "Interesting product." He referenced the Buckminster Fuller Institute that published an authoritative article written by SafetySpan's experts where they noted that earthquake loads in particular raise havoc on large buildings, especially where concrete flooring comprises 70% of the building's dead weight. Seismic activity distributes tensile loads across rigid membranes or concrete floors. When dead weight swings and sways, buildings collapse, taking human lives. Ideally, design engineers want seismic activity to "pass through" the building. SafetySpan just might be the conduit seismic experts are looking for.

Lester Hensley, President of EMSeal Joint Systems provides structural and architectural sealing products for construction projects such as span bridges, sports stadiums, high rise buildings, and parking decks. His advice was for SafetySpan to complete all testing of the product. This way ratings and results can be provided to civil engineers and architects. Concrete has been used for commercial flooring for decades; introducing new fabric will cause a sea change and shake up the entire building industry. Once embraced by the engineered product space, LEED savvy civil engineers, and architects, this could be the wave of the future. He felt the number one selling point is that SafetySpan prevents progressive collapse, something concrete can't do – like a spider web in a wind storm. (Dream, Believe, Dare, Do.)

Our second entrepreneur, Terry Anderton, CEO of Trunity, introduced their knowledge-sharing platform, which leverages crowd sourcing or community based design, knowledge, and problem solving. This approach is trending in e-learning and empowering virtual publishing, dynamic textbooks, rich content (video) and breaking news.

Trunity has tapped 1,500 scientists to contribute to textbooks delivered on-line through Trunity's Virtual Classroom. Furthermore, Trunity has been awarded several NSF grants to develop this disruptive solution and is partnering with NASA, the National Academies of Science, the Encyclopedia of the Earth and the National Foundation for Science and the Environment. Now the "Do" part – they are working with IBM to deliver a commercial solution.



Networking at the Entrepreneur Forum

Our distinguished review panel consisted of Ben Bassi, CEO of CommonPlaces e-Solutions, Bill Horn, Executive and Advisory Board Member of the RIMA Foundation, and Yvonne Simon, Chief Executive Officer, Southern New Hampshire University Online. Ben Bassi kicked-off the panel's comments by recommending that Trunity focus on a 50:50 education vs. commercial ratio for applications. He raised the question of "are you selling to universities or professors?" Remember, universities are in the business of generating revenue for textbooks. Ideally, Trunity and Terry must find a way to make this a win-win for educational institutions, partner with publishers, or compete with them.

Bill Horn suggested that there may be wisdom in approaching new commercial markets such as bio/medical and pharmaceutical manufacturers. Both publish volumes of information that need to be made available world-wide. He also brilliantly suggested approaching LexisNexis, the global source for legal research data now expanding to universities (law schools) and corporations. The challenges are data related – unstructured data content can have legal and compliance exposures and who is responsible for managing it? These challenges might be overcome by Creative Commons, a nonprofit organization that “develops, supports, and stewards legal and technical infrastructure that maximizes digital creativity, sharing, and innovation.”

Finally, Yvonne Simon suggested that Trunity would really make their mark if they focused instead on becoming the replacement for Blackboard, the defacto standard for educational tracking and on-line learning today. She noted that professors need a way to contribute content quickly and Blackboard doesn't allow this easily, nor is it a social learning platform, or an open platform.



Kathleen Regan from the McAuliffe-Shepard Discovery Center makes a Sky Dive pitch.



One of the two panels of esteemed judges

Yvonne brought to light a progressive initiative led by Cable Green, Director of eLearning & Open Education for the Washington State Board for Community and Technical Colleges (SBCTC). They just adopted an open licensing policy for the competitive grants they administer using “An Expectation of Sharing: Guidelines for Effective Policies to Respect, Protect and Increase the Use of Digital Educational Resources” and “An Evaluation of Private Foundation Copyright Licensing Policies, Practices and Opportunities.” Cable’s passion started as an initiative to drive down the cost of textbooks, many of which are only sold in bundles. Legislation followed and is moving state-by-state in favor of students who can't afford to shell out hundreds of dollars they don't have.

Do these trends democratize content, or create a via business model that Trunity can capitalize on? The Dream part is real – now students in Africa can have access to the same information that students in Boston, Manchester, or Durham have. All they need is a cloud and a dream.

In closing, you might enjoy finding out what “Dream, Believe, Dare, Do” blossomed into Disney Corporation - their 10 guiding principles. Or stars to sail by.

Ten Disney principles*:

1. Give every member of your organization a chance to dream, and tap into the creativity those dreams embody.
2. Stand firm on your beliefs and principles.
3. Treat your customers like guests.
4. Support, empower, and reward employees.
5. Build long-term relationships with key suppliers and partners.
6. Dare to take calculated risks in order to bring innovative ideas to fruition.
7. Train extensively and constantly reinforce the company's culture.
8. Align long-term vision with short-term execution.
9. Use the storyboarding technique to solve planning & communication problems.
10. Pay close attention to detail.

*The Disney Way, by Bill Capodagli & Lynn Jackson, McGraw Hill, 2007



By Catherine Blake, President
Sales Protocol International
cblake@salesprotocol.com
www.salesprotocol.com

— Save the Date —
The next Entrepreneur Forum is on May 18th!

May 9th — Save the Date



New Hampshire High Technology Council

2011

23

YEARS
1988-2011

ENTREPRENEUR OF THE YEAR

**Join us as we honor the 2011
New Hampshire Entrepreneur of The Year.
The Keynote Speaker is Bill Warner,
founder of Avid Technology
and serial entrepreneur.**

5:30 - 8:30 pm
Radisson, Center of NH, Manchester, NH

Go to NHHTC.org to register

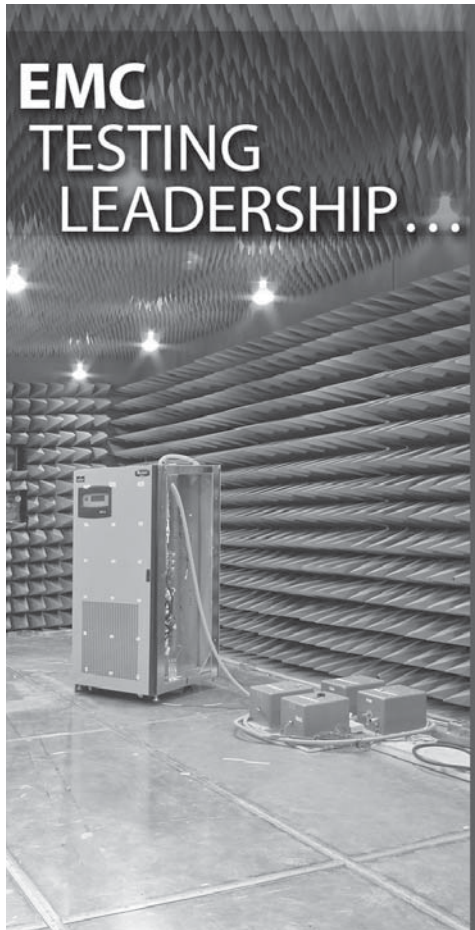
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NHHTC Adds Two Members to its Board of Directors

At its February meeting, the Board of Directors of the NH High Technology Council added two business leaders to its Board effective immediately. The Board welcomes Susan Woods, a principal at Chartworth, an investment banking and strategic consulting firm with offices in Portsmouth and Manchester; and James W. Teetzel, CEO and Founder of Wilcox Industries Corp, an industry leader in the design and manufacture of high quality tactical equipment for use by the Department of Defense and Federal Agencies within the United States with its headquarters in Newington.



Susan Woods has 30 years of corporate finance, mergers and acquisitions and venture capital experience. Her industry experience was acquired in companies spanning insurance, reinsurance, healthcare, direct marketing and technology. She also

serves on the Board of Directors of Delta Dental of New Hampshire and the Tri-State Finance and Long-Range Planning Committees of Northeast Delta Dental.



James Teetzel initially founded Wilcox Industries Corp. in 1982 and began providing manufacturing services to the aerospace, medical, and defense industries in the 1990s. Raytheon Missile Systems, GE Aircraft Engines, Textron Lycoming, and Johnson & Johnson were a few

customers it serviced. The product line has evolved into a diverse compliment of tactical equipment that is currently fielded by the US Special Forces. James holds numerous patents relating to the defense industry with numerous additional patents pending.

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.

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Manchester
175 Canal Street
Manchester, NH 03101
Tel: 603.668.1400
Fax: 603.668.8567
iplaw@hayes-soloway.com

Tucson
130 W. Cushing Street
Tucson, AZ 85701
Tel: 520.882.7623
Fax: 520.882.7643
admin@hayes-soloway.com

For more information, please visit our website at www.hayes-soloway.com.

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Welcome to Our New Members

Spectra Access

25 Lowell Street, Suite 407, Manchester, NH 03101
Bret Clark, 603-296-0760 — spectraaccess.com
Spectra Access is New Hampshire's premier Wireless Local Exchange Carrier (WiLEC) based in Manchester, NH providing always-on high-speed fixed broadband access solutions to the growing business community in Manchester, Nashua, Concord and surrounding towns. With wireless speeds from 2mbps to 100mbps, Spectra Access delivers secure, flexible, low cost alternatives to expensive fiber and leased copper circuits. Additional services include Voice, collocation, web hosting and email.

MassMutual Financial Group

47 Hearthside Circle, Bedford, NH 03110
Mary Murphy — 603-621-1337
Independent insurance agency providing individual and group life, disability, and long-term care solutions. Specializing in business-oriented strategies, such as executive bonuses (Section 162, etc.), cross purchase agreements, etc. They also offer retirement strategies for high-income earners.

Compass SmartShopper

160 South River Road, Bedford, NH 03110
Rob Graybill
603-809-7898 — compasssmartshopper.com
Compass provides an innovative, location-based incentive program designed to reward employees for shopping their healthcare services. By getting employees more engaged in the making cost-effective decisions, employers save money on their healthcare costs and share those savings with employees.

Autodesk, Inc.

199 Commercial Street, Manchester, NH 03101
Paul Mailhot, 603-621-3145 — autodesk.com
From designing sustainable buildings to inventing hybrid automobiles, Autodesk customers use our software to build a better world. As a leader in 2D and 3D design, engineering and entertainment software, we are building tomorrow.

Gordon Engineering Leadership Program At Northeastern University

415 Stearns Center, 360 Huntington Ave.
Boston, MA 02115
Simon Pitts
617-373-3630 — neu.edu/gordonleadership
The Gordon Engineering Leadership Program at Northeastern University is an intensive graduate program directed at building a future corps of engineering leadership professionals.

Idea Greenhouse

P O Box 11, 8 Jenkins Court, 4th Floor
Durham, NH 03824
Tom Elliott, 603-995-1666 — ideagreenhouse.biz
Idea Greenhouse is a membership-based 2,400 square foot office facility for creative, entrepreneurial professionals looking for an easy, affordable, and flexible place to work & meet in the Seacoast region.

David Marston

P O Box 5334, Manchester, NH 03108-5334
603-485-8385
Analyst and Architect with expertise in software standards, online media, business process design, and information design.

Vital Growth Consulting Group

155 Fleet Street, Portsmouth, NH 03801
Donald Sweet, 603-766-4926 — vitalgrowthllc.com
Vital Growth Consulting Group offers management consulting services to small and medium-sized enterprises. We help business owners and executives succeed when faced with the challenges associated with strategic planning, executing the plan and getting the right people in the right seats.

Rivier College

420 Main Street, Nashua, NH 03060
Sherry Dutzy, 603-897-8504 — rivier.edu
Rivier College is a co-educational institution dedicated to the education of undergraduate and graduate students in both the liberal arts and professional courses of study. Rivier's Strategic Partner Program works with organizations to meet the career advancement needs of their workforce.

Mundy Technical Communications

P O Box 56, Orford, NH 03777
Marty Mundy, 603-738-4421 — mundy-tech.com
Mundy Technical Communications provides marketing and communications support specifically to companies in technology. Owned by a mechanical engineer, we first work to understand product technology in order to find the right positioning, messages, and marketing approaches for that technology.

Member News

Dan McCarthy has joined **UNH's Whittemore School of Business and Economics** as the director of Executive Development Programs. The School offers short- and long-term intensive programs designed to meet the specific educational and training needs of individual businesses.

UNH's Whittemore School of Business and Economics invites businesses to submit corporate consulting projects to be completed by graduating MBA students. For more information visit http://www.unh.edu/news/cj_nr/2011/mar/lw01whit.cfm

Checkmate Payroll Services, a family owned business in Concord NH and 2 year sponsor of the NHHTC Entrepreneur Forum is proud to announce its sponsorship of the 2011 Stonyfield Entrepreneurship Institute, which was held at the Grappone Conference on March 24 and 25.

Cook, Little, Rosenblatt and Manson announced that Andrea Chatfield has joined the firm as Of Counsel and is continuing her employment law practice. Andrea has extensive experience advising employers about all aspects of the employment relationship.

Tonya Rochette, VP of HR Solutions at **Human Resource Partners**, has joined the Concord Community TV board where she will participate as an active board member in the oversight of Concord TV's finances, policy and procedures, programming and strategic planning. Visit Human Resource Partners at <http://www.h-rpartners.com>

Good Leads® is looking for NHHTC member firms that want a "business speed dating" experience at Futurallia Kansas City 2011 as they were selected at the Delegation Leader for New England. www.FuturalliaKC2011.com

April 15th is the priority deadline for applications to the **Gordon Engineering Leadership Program (GEL) at Northeastern University**. The Gordon Program is a part-time graduate program designed to build a future corps of engineering leaders. Organizations can sponsor their rising leaders to pursue the program as a standalone Leadership Fellowship or in conjunction with a technical graduate degree in a range of engineering disciplines. GEL assists companies in the retention of their most promising talent and culminates in a market-worthy project based on each employer's strategic needs. For more information, visit www.northeastern.edu/gordonleadership.

Job Postings

R&D Research Associate, Salem, NH

Participates in research and development activities. Utilizes established mathematical and scientific techniques to compile and analyze data. Has knowledge of commonly-used laboratory concepts, practices, and procedures. Relies on instructions and pre-established guidelines to perform the job functions. With supervisor's guidance, writes technical reports detailing procedures, outcomes, and observations. Contact Jamie Rajotte-Tremblay, 603.324.3115, jamie@captivatingtalent.com.

Manufacturing Associate II, Salem, NH

Manufacturing Associate II is expected to follow established procedures under minimal supervision in the manufacture and testing of ELISA kits and components; is familiar with a variety of the laboratory and manufacturing concepts, practices and procedures; relies on experience and judgment to plan and accomplish individual goals; performs a variety of tasks; and may lead and direct the work of others. Contact Jamie Rajotte-Tremblay, 603.324.3115, jamie@captivatingtalent.com.

Dyn Inc. Network Engineers

Dyn Inc. is looking for seasoned Network Engineers who are interested in developing scripts, tools, and applications used to collect network performance data, analyze results, and make recommendations for future infrastructure deployments. Working with our Network Operations staff, you'll be responsible for monitoring our network devices and servers, and the utilization of our various subsystems, in order to anticipate the needs for bandwidth, network capacity, and servers. The position focuses on the development of said scripts, tools, and applications, however a solid background in networking is required to enable candidates to immediately dive into our network operations. If you've ever been frustrated with the shortcomings of existing open source network monitoring and performance measurement tools, and wanted to write your own from scratch, this job is the opportunity for you to do so.

Dyn Inc. Business Development Representatives

Biz Dev at Dyn Inc. is the link between Marketing communications and Sales closing business. The position will need you to generate pipeline by identifying and nurturing new and existing clients in the Web 2.0 space. Help us find the next Twitter, Netflix or Homeaway.com. Desired skills include experience working with teams, familiarity with CRM systems, a business degree, and entry level to four years of experience.

To learn more about either of these opportunities, visit their web site at dyn.com/why-dyn/careers



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2011 NHHTC Calendar

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| April 6 | HR Exchange — “Check the Handbook”
Sheehan Phinney Bass + Green, Manchester | 8:00-9:30 am |
| April 20 | IP Forum — Who Owns the IP?
Devine Millimet & Branch, Manchester | 4:00 pm |
| May 9 | Entrepreneur of The Year Awards
Radisson, Center of NH, Manchester | 5:30-8:30 pm |
| May 18 | NHHTC Entrepreneur Forum
FIRST, Manchester | 5:20-8:30 am |
| June 8 | HR Exchange — “Employment Law Year in Review”
Sheehan Phinney Bass + Green, Manchester | 8:00-9:30 am |

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

Sponsorships Available!

NEW HAMPSHIRE HIGH TECH NEWS

A publication of the
New Hampshire High Technology Council

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:
New Hampshire High Technology Council
36 Lowell Street, Suite 202, Manchester, NH 03101
Tel: 603-935-8951
e-mail: info@NHHTC.org NHHTC.org

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Editor: Richard Stephens