

2015 EOY Winners are Equally Innovative

Both of this year's winning Entrepreneur of the Year (EOY) companies are innovating in vastly different – but equally important – ways. Joined by special guest NH Governor Maggie Hassan and keynote Carly Fiorina, former CEO of Hewlett Packard and the first female CEO of a Fortune 50 company, more than 300 business and technology supporters congratulated Single Digits and Southern New Hampshire University on winning this year's honors.

Single Digits lets malls, hotels, airlines, retailers and other arenas monetize their IP infrastructure with managed services and business access portal software. They offer Wi-Fi, security monitoring, shopper data and voice services to help physical businesses leverage virtual products. The company's latest offering, Business Access Portal (BAP) 4.0 adds new layers of automated marketing and reporting tools that impact every aspect of their clients business – for the better. Robert Goldstein, CEO, Jody Holt, CFO, and Stephen Singlar, President, of the Bedford-based company accepted their awards, and thanked employees for their hard work and dedication during acceptance remarks.

Southern New Hampshire University (SNHU) has become a national leader in developing innovative and affordable pathways to a degree – mainly through online programs – making higher education attainable, manageable and affordable for people who never before considered college an option. SNHU connects with students in meaningful ways through unique digital tools to anticipate future needs while responding to current ones. President and CEO Paul LeBlanc who immigrated to the US as a child, was the first in his family to attend college—a theme that permeated his acceptance remarks. LeBlanc's accolades include being named a Classroom Revolutionary by *Forbes Magazine*, an "Innovator" by BloombergTV, and one of *Fast Company's* 1,000 Most Creative People. ■

[Read more about EOY](#)

Annual Meeting Highlights

Heading into June and coming off of EOY and our first ever virtual member meeting, it feels an awful lot like we are coming off a great and winning season, with high prospects on the season to come. As this issue reports, we recently held two highly successful events for the high tech industry and have some really ambitious and innovative programs on the near horizon.



Paul Mailhot,
Council Chair

Two of our new collaborations are outlined in this issue. The first is a partnership we are embarking on with the NH Business Review (NHBR). As a leader in providing news aggregation to the state's business community (honestly, who among us does not open the daily NHBR news browser?) NHBR is creating a new service: a collection of hot news items, topics and tips in the high tech space. As the largest high tech association in the state, we are looking forward to collaborating on this new service and providing content from our members, and more, to be highlighted on a weekly basis. After all, one of the things we do best is give constant shout-outs about the innovations and advances taking place every single day. To be able to amplify this through NHBR is a new member benefit that we look forward to diving into.

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Thank you to our Corporate Sponsor Program participants



What's the best way to promote membership? Talk to a member!

At the Council, we work hard to make your investment in membership a worthy investment. But we also know it's easier to see those things from up close while we work every day to make our programming robust for our members. Given that, we decided to take a step back, take a strong look and invite in some key mover and shaker members to help us examine our reach and depth, and to work alongside us to convey that to you.

We are calling these members Ambassadors to the Council, and you can expect in the months ahead both to hear from one of them just simply to check in, but to also be a sounding board to you, our members. The members who have raised their hand to join our Board of Directors in this mission are listed below. And if you, too, would like to increase your involvement in the Council, be sure to contact us.

Jeff Amaro, Autodesk

Matt Becker, The Rowley Agency

Andy Dillman, miEdge

Kevin Hallenback, Sandler Training

Alex Johnson, Newforma

Dan Scanlon, Colliers International

Peter Terwilliger, Dassault Systems

John Whelan, Alexander Technology Group

Become a Council Member Today!

What do you get for your **Council membership**? Entry into a group of over 220 plus member companies that together employ nearly 20,000 people. The Council membership is a mix of technology service companies and the companies that service and support them. The Council offers connections, access and visibility; let us do the work to make that happen for you and your employees.

Paul Mailhot — continued from page 1

Also, as a state-wide organization, we making serious steps to raise that state-wide commitment. While the Seacoast is an epicenter in our state of high tech businesses, it is an area that we have not put down firm roots. That is changing through a partnership with the Greater Portsmouth Chamber of Commerce to revive the ecoast brand. Our partnership with Alpha Loft and other collaborators has proven to us that the Seacoast area is one that is humming, and we look forward to bringing forth programming to serve those working in the high tech industry, from start-ups to industry leaders.

We chose a virtual annual member meeting to share the Council's successes of the past year, and to give glimpses in what is to come for the rest of 2015 and into 2016. I am very pleased to say that the driving force of the Council just got that much richer, as we officially welcome on new board members, as per the vote of the membership through this meeting, of Jeff Amaro, Autodesk, Toral Cowieson, the Internet Society, Laurie Glaude, Aurora Business. In that same vein, we offer our heartfelt thanks to board members Al Duhaime of Baker, Newman and Noyes, Tom Farrelly of Cushman & Wakefield, Tom Daly of Fastly, and Mike Melville of Intellisoft. Al, Tom, Tom, and Mike made us richer and deepened our bench. Thank you to all of you who participate, engage and roll up your sleeves, too, it's truly a benefit to the whole tech sector when you do. ■

Listen to the Annual Meeting on YouTube!

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



2015 **NH** HIGH TECH COUNCIL Entrepreneur of the Year



Click [here](#) to view more photos from 2015 EOY!
View EOY Videos [here](#)!

NHHTC and Greater Portsmouth Chamber of Commerce to Partner on Tech Event Series

Groups plan to revive e-Coast tech brand and hold events to connect technology businesses and resources

The New Hampshire HighTech Council and the Greater Portsmouth Chamber of Commerce (Chamber) have formed a partnership that will revive the Seacoast-based e-Coast technology networking brand and offer events and other resources to help technology businesses and startups network, build partnerships and grow.

“New Hampshire’s seacoast has a thriving technology sector, and we are thrilled to build a physical presence in the region with the Chamber and through the e-Coast brand that will be fun and meaningful,” said Matt Cookson, the Council’s executive director. “This strategic partnership makes it convenient for all technology businesses – and companies that serve the technology community – to make the connections that spur growth and innovation.”

A memorandum of understanding has been signed by representatives from both groups and will guide the blended organizations’ efforts for the remainder of 2015. Inclusive and community-minded, both the Chamber and Council through a local steering committee will develop specific events and initiatives in Seacoast communities such as e-brews, tech walks and talks, e-cruise and more.

“Between the Chamber’s reputation and presence in the Seacoast, and the Council’s mission and role in producing engaging events for the tech sector, we believe we can develop something that is truly fresh and compelling,” said Chamber President Doug Bates.

The steering committee will help manage the new partnership and develop activities. The committee will include staff and member representatives for the Council and Chamber, and a founder of the e-Coast brand, Scott Campbell. Also, as outlined in the agreement, both groups will become members of each other’s organizations, and the Chamber will work toward emulating the Council’s free one-year membership to support technology startups.

Among the steering committee’s first assignments is developing a slate of at least three low-cost events in 2015 that will provide both substance and entertainment, and integrate with other technology and business groups in the area. ■

NHHTC and NH Business Review to Launch *NH Tech*

Email news digest is a partnership to share technology-related content

In a few short weeks, New Hampshire business and technology enthusiasts will be able to receive a comprehensive, one of a kind e-newsletter featuring the latest tech news, events, blogs, and information through a partnership between NH Business Review and the New Hampshire High Tech Council. The two organizations will together launch *NH Tech*, a curated digest of current startup, entrepreneurial, and technology news in the Granite State.

“Both of our organizations share a common goal of wanting to share and provide meaningful news and information about New Hampshire’s technology sector on a regular basis and in a digital format,” said Matt Cookson, the Council’s executive director. “*NH Tech* is an exciting new way to amplify the voice of technology businesses and provide more organizations, individuals and other media outlets with content specific to a sector that is a true driver of our state’s economy.”

NH Business Review, one of the state’s leading business publications and the NHHTC, New Hampshire’s unifying voice of technology, innovation and tech sector growth, envision a weekly digital newsletter that includes news, events, blogs, best practices, company profiles and articles that focus on the state’s rapidly growing industry. Drawing from its membership, NHHTC will furnish NH Business Review with story ideas and content including company news, new hires, events, growth features, blogs and member company profiles. News will not be limited to membership, as the NHHTC will seek out all tech-related information in the Granite State. Modeled after its popular real estate newsletter and award-winning Business News Browser, NH Business Review will lead editing, design and layout of *NH Tech*.

“The tech sector is perhaps the most essential piece of NH’s economy, and *NH Tech* will be playing a key role in informing not only people in the industry but others as well about the news, trends and other developments emerging from the Granite State’s technology companies and entrepreneurs,” said Jeff Feingold, editor of NH Business Review.

With NHHTC’s recent partnership with the Greater Portsmouth Chamber of Commerce and its technology arm, eCoast, *NH Tech* is another way to connect and unify the hundreds of technology businesses across the Granite State. Both partnerships were first announced at NHHTC’s Entrepreneur of the Year Award celebration on May 8.

All current NHHTC members will automatically be subscribed to the new email newsletter format, and instructions to opt out will be included for those who prefer to track down news themselves. ■

Yes, New Hampshire has a video game development industry

And local developers, organizations and businesses want to make sure you know it.

The excitement on the faces of many of the attendees at the Council's recent software forum illustrated the issue that many of New Hampshire's software developers are working to resolve: how can we promote the existence and growth of our video game development industry?

First, a few figures to get you excited:

- The average American has spent 10,000 hours playing digital games by the time they turn 21.
- 29 percent of people aged 50 and older play video games. The average age of a video gamer is 37.
- 47 percent of women in the US play video games. In fact, women ages 18 and older comprise a much higher percentage of the game-playing population (30 percent) compared to boys ages 17 or younger (18 percent).
- From 2012 to 2013, the number of female gamers ages 50 and older increased by 32 percent.
- The global games market has grown from \$66 billion in 2012 to \$75.2 billion in 2014. It's projected to hit \$86.1 billion in 2016.
- Gamers who are playing more video games than they did three years ago are spending 48 percent less time watching TV, 47 percent less time going to the movies, and 47 percent less time watching movies at home.
- When Grand Theft Auto V launched, it reached \$1 billion in sales in three days. It cost a reported \$265 million to make.
- Games comprise 43 percent of the applications used on mobile phones.
- 48 million Americans regularly play games on smartphones and tablets, 21 percent purchase in-game items and 47 percent purchase premium games.

The opportunity is real, and the game development community in New Hampshire is growing thanks to the efforts of the state's tech sector, including:

- **Game Assembly**, a group of developers who plan to transform New Hampshire into a hub for the video game industry. As part of this plan, Game Assembly is building a space in which professionals, hobbyists



The Council would like to thank the Software Forum committee, sponsors, host company Dyn, attendees and especially the expert panel comprised of industry experts: Matt Allard of Autodesk, David Carrigg of Retro Affect, Neal Laurenza of SkyMap Games and Alix Stolzer of Robot Loves Kitty. They discussed the enormous opportunity presented by the software and video game development industry and the independently fueled drive that has helped them jumpstart the game dev community in New Hampshire.

and student developers can work side by side. Game Assembly is seeking support from local businesses and universities who share similar goals of developing this industry for the state. In turn, Game Assembly will provide an excellent work space for its members, unique marketing opportunities for its sponsors, and educational programs for the community. Since the recent software forum, Grinding it Out: The Status of New Hampshire's Game Development Industry, Game Assembly's coworking space is now open and the group is accepting applications to work within the space.

- David Carrigg, Software Neurosurgeon at development studio Retro Affect, is a founder of New Hampshire's chapter of **International Game Developers Association (IGDA)** and a cofounder of Game Assembly.
- Local game studios Retro Affect, SkyMap Games and Robot Loves Kitty, whose founders and representatives are working to raise awareness about the opportunity in New Hampshire and the skillset that is already here.
- New Hampshire's software industry businesses, such as Autodesk, is a robust sector that helps create the tools and resources that allow developers to complete their work.

"Building this industry in New Hampshire is a viable option, and from a business, jobs and innovation perspective, there's tremendous opportunity in games," said Jeff Amaro, Enterprise Account Development Manager at Autodesk, who moderated the recent software forum's expert panel. "From 55-year-old women playing Candy Crush while they wait in line at the coffee shop to teenage boys wearing headsets co-op gaming with players around the world, the demand for this type of technology is huge."

To learn more about the software forums or the video game industry, please visit nhhtc.org, gameassembly.org, and igda.org/group/NewHampshire. If you're interested in getting involved with this initiative, please contact michelline@cooksonstrategies.com. ■



Gamers, tech enthusiasts, developers and the business community checked out New Hampshire's video game scene at NHHTC's Software Forum, *Grinding it out: The state of New Hampshire's video game development industry* at Dyn in Manchester. Alix Stolzer of development studio Robot Loves Kitty offered attendees the opportunity to demo Legend of Dungeon and Upsilon Circuit before the presentation got started.

NHHTC Elects Board Members and Leadership

The NH High Tech Council is excited to announce new and returning members to its Board of Directors. Jeff Amaro of Autodesk, Toral Cowieson of the Internet Society, Laurie Glaude of Aurora Business Solutions and the president of Manchester Area Human Resources Association, Pete Lachance of Howe, Riley & Howe, and Ellen Scarponi of FairPoint Communications were elected to a first full three-year term effective immediately. The Council's nominations committee unanimously recommended these individuals to the board, and Council membership voted after presentation and discussion at the recent virtual member meeting, which was held online for the first time to make participation more convenient.

The following members were voted in for a second three-year term – also effective immediately – following recommendation by the Council's nomination committee: Catherine Blake of Sales Protocol, Zenagui Brahim of New Hampshire Manufacturing Extension Partnership, and Dawn Wivell of Firebrand International.

The Council's current chairman, Paul Mailhot of Dyn, was elected to a third one-year term. Susan Woods of Chartworth Investment Bankers and Strategy Consultants was elected the Council's secretary, and Lachance is the Council's new treasurer.

"The past year has been an incredibly successful one for the Council, largely because of a very active and passionate board of directors," said Council executive director Matt Cookson. "We are happy to have a great mix of new talent and energy coupled with some veteran tech and business leaders who together will help keep the momentum going."

This year's annual meeting shared updates about the Council's newly-revived legislative affairs efforts led by staffer Michelline Dufort, who serves as Director of Business Relations. Other updates included the launch of the [TechWomen |TechGirls initiative](#), a new [partnership and event series with the Portsmouth \(NH\) Chamber of Commerce](#), a new [venture with NH Business Review](#) to share technology-related news, an invigorating slate of educational and entrepreneurial-focused events, and record-high member retention rates.

The full, hour-long virtual meeting is [available online](#) for members.



The Podcast Benefits by Dia Kalakonas, Cookson Strategies

Those who know me, can attest to my fondness of dictionary.com and my desire to define just about anything before I start writing about it. So why not start this article the same way.

Here goes:

Podcast — "a digital audio or video file or recording, usually part of a themed series that can be downloaded from a website to a media player or computer." Simple enough; what's not to like? Communication technology is constantly evolving and podcasts illustrate this perfectly. They are the evolution of radio.

Some of you might have a list of podcasts waiting for you on your phone. Bravo! For the rest of us, here's some inspiration to hopefully motivate us to stop delaying and start playing.

Podcasts are loaded with benefits and perform a number of functions that are a real treat:

- They can inform and educate us
- They can entertain us
- They can inspire, motivate, and encourage us
- They can pull a few laughs out of us

And for those of us who are constantly on the move, they fit into our busy, congested schedules perfectly. They don't require all of our senses to be tuned in, only our hearing. So, go ahead and text, drive to your next appointment, jump on that treadmill, clean your house or that garage that's been craving your attention and do so all while tuning into the podcast of your choosing.

Podcasts can serve our intellectual needs while connecting us to creators in the most convenient way. Name a topic, and I bet a podcast exists about it.

Interested in an Android Watch? There's a podcast for that!

Here are a few tech podcasts you might find of interest:

- [This Week in Tech](#)
- [Talking Machines](#)
- [MarketplaceTech](#)
- [Tech Weekly](#)
- [A16Z](#)

There's plenty more where these came from. Have a podcast you can't get enough of? Share via twitter [@nhhtc](#).

Startup advice abounds at May 20 Entrepreneur Forum



In our Entrepreneur Forum series, presenting companies have plenty to gain and little to lose – a nice reversal on the typical startup pitch setup. On May 20, New Hampshire businesses Adored and Gemr introduced their companies to a panel of hand-picked experts and an audience of the Granite State's most enthusiastic technology pros. Here's what the entrepreneurs in this round took away from the EF15 experience.



"The best feedback came from Gerard Murphy of TripAdvisor regarding SEO and backlinks," said Terry B. Anderton, Founder and CEO of **Gemr**. "We appreciated all the feedback received and think we made some great contacts that will help us going forward."

"Our biggest takeaway from the forum was an improvement to our business model; panelist Laurence Stock from Eastern Labs suggested we can move faster by engaging brands as opposed to local merchants for our revenue. I think he is right," said Cory von Wallenstein, co-founder and CEO of **Adored**.



Thank you to SkyDive presenter Cory von Wallenstein of BevNow and our esteemed panelists Tom Boucher of Great New Hampshire Restaurants; Margaret Donnelly of Align Revenue in Nashua; Salina McIntire of Channel Company in Portsmouth; Gerard Murphy of TripAdvisor, Robert Pitard of SmokinStangs.com; and Laurence Stock of Eastern Labs.

Also, thanks to host company FIRST and sponsors Autodesk, Baker Newman Noyes, Checkmate Workforce Management Solutions, Cook Little Rosenblatt & Manson, Dyn, New Hampshire Business Review and TD Bank.

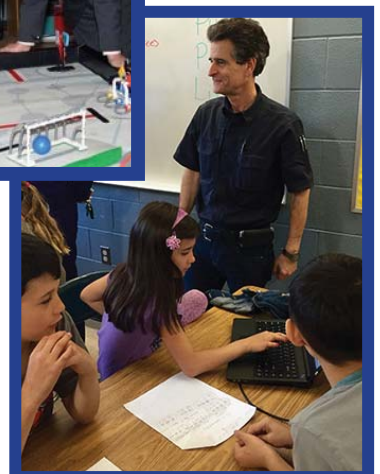
Keep an eye out for our next Entrepreneur Forum in October 2015; more information coming soon! ■



NHHTC Executive Director Matt Cookson recently met with a group of Bolivian entrepreneurs who were on a four state tour meeting with US entrepreneurs. The visit was coordinated by the World Affairs Council.



NH Governor Maggie Hassan and inventor Dean Kamen visit Manchester's Green Acres Elementary School fourth graders and mentors as they engage in project based, hands-on STEM activities.





Legislative Review

Michelline Dufort is the Council's Legislative Liaison

The legislature's conversation continues to be dominated by the budget. On June 4 the Senate passed the \$11.3 billion senate proposal. While key social services program items were restored in the Senate version due to updated state revenue estimates, the hotly debated topic of Medicaid expansion remains on the table.

Governor Maggie Hassan has made it clear that she is very concerned about the omission of funds needed to continue Medicaid Expansion into 2016 in the Senate version. Senate leadership has sent clear messages that they are determined to deal with re-authorization of this program in the 2016 legislative session. It's a \$12 million conversation that affects the overall budget that the state has to work with and which will surely continue into the committees of conference.

Another much debated and discussed item, the Capital Corridor Rail Transportation project, received a set back as the Senate Capital Budget Committee voted to not restore the \$4 million needed to continue the study, another item that the Governor made as a priority in her budget version. Proponents are stating that

while discouraged, they do not consider the vote as a derailment, instead they are keeping in mind the issue is a "marathon, not a sprint."

What the Senate budget version does include, however, is a set of business tax cuts for businesses although delayed until 2017, as are the increases of the state's research and development tax credit. That plan is drawing protests from certain legislators, given that they are two of the state's largest revenue sources.

Both the Senate's \$11.3 billion proposal and the House's earlier \$11.2 version came under the Governor's \$11.5 billion proposal. All of these issues, as well as the \$12 million needed to fund a 2% increase in state employee paychecks, will surely be debated further.

As for the Council's priority issues, still in play are the aforementioned business tax cuts bills **SB1** and **SB2**, and **SB6** the research and development tax credit. On June 3, both **SB266** and **SB223** passed the House, meaning both are well on their way to becoming law.

To read more, visit the NH High Tech Council **Government Affairs** section. ■

How to Raise Capital as an Early Stage Startup

by Matthew D. Whitehead, Esq., McLane, Graf, Raulerson & Middleton Professional Association

When a company is in its earliest stages of growth, it will likely not have much of an opportunity to pursue traditional loan financing arrangements with commercial banks or credit unions. The reason, of course, is that the company will not yet have a fully developed product or service and revenue stream, and it is therefore not always capable of paying the debt service on a line of credit or term loan. Early stage startups should not be discouraged from what may initially seem like the daunting challenge of raising enough capital to develop, and later scale, their business. As discussed below, there may still be opportunities for the company to raise capital.

In its earliest stages of development, a startup will typically seek to raise capital by either: (1) selling preferred stock in the company, or (2) issuing convertible notes to angel investors, both of which preserve the founders' common stock equity interests in the company. Preferred stock is a class of stock in the company that gives the investor equity in the company along with additional rights, often liquidation, distribution, and voting privileges. A convertible note is a debt instrument that gives the investor the right to convert the note into preferred stock at a future date, generally when the company closes a later round of financing or is purchased by, or merged into, another company.

For an early stage startup that has not yet taken its product or service to market, it is often wise to consider using a convertible note financing to raise capital. The reason behind this financing decision is that a convertible note defers most key terms related to the rights granted to the investors, while a preferred stock offering requires immediate agreement to terms among the parties. The first advantage to the deferral feature inherent to the convertible note is that it provides the opportunity to use the capital raised from the note offering to achieve certain milestones – such as developing a prototype or closing a sale with an important client – prior to setting a valuation for the company. This can ultimately serve to increase what would have otherwise been a low valuation for the company and preserve the founders' equity from being diluted to the extent it would have had the company sold preferred stock instead. This feature similarly preserves the founders' voting and distribution rights for the interim period until a triggering event leads to the conversion of the investor's investment into equity.

On a practical level, a result of the deferral feature in the convertible note is that it is generally a simpler document to both prepare and negotiate than its preferred stock offering counterpart. A note financing therefore tends to cost less and can close in as quickly as a few days. A preferred stock offering, on the other hand, typically requires significantly more negotiation and the development of more comprehensive offering materials.

Regardless of the financing arrangement, it is important for the startup to consult with an attorney to ensure that it complies with all corporate and securities laws associated with the capital raising process. ■



#TechWomen #TechGirls Unite

by Catherine Blake, Chair

Just imagine. For the first time ever in the State of New Hampshire, almost seventy women, girls, and a handful of men gathered at the Manchester Country Club for a working luncheon to help solve a unique problem in our state: How can we leave a legacy for mentoring, leadership, community, and friendship in our state for women and girls interested in technology? The results will amaze you.

The first step was to introduce our mission:

TechWomen|TechGirls is a forum focused on building a strong community of women enthusiastic about technology and supporting efforts where girls are exploring STEM as a career or area of study. TechWomen|TechGirls holds programs for professional women to connect, educate, and explore ideas around career development, technology initiatives, and innovation. The community will also deploy volunteers and mentors to support academic STEM initiatives and events for girls happening all over New Hampshire.

With the help of our amazing facilitator, Loretta Brady, PhD, Associate Professor, Department of Psychology, Saint Anselm College, we kicked-off the timed challenge. All participants were divided into six sub-committees (tables), each with a flip chart, sharpies, and a brief thematic description for their team. They were asked to answer six questions and then "report out" to the group-at-large after 45 minutes of discussion. Each team went to work, the room got very noisy, and magic happened.

The results turned into subcommittees that are enthusiastic to get started on their programs.

We are off and running, having a blast, developing new connections, contacts, and friendships. This vision is turning into a reality and becoming one of our most exciting programs to date. The only thing missing is you! On behalf of the New Hampshire High Tech Council and TechWomen|TechGirls, we invite you to join this fun group. Get involved. All are welcome.

Subcommittees & Chairs

Annual Luncheon

Sharon Klardie (Facilitating) Director, Product Development, Cloud for Good Salesforce MVP

Luminary speaker where we will honor a NH "TechWoman of the Year"

Girl's Technology Day

Courtney Ritchings, Education Consultant, State of New Hampshire, Department of Education

Jennifer Kiley, Education Consultant, State of New Hampshire, Department of Education

Partner with State of NH Department of Education to support, volunteer, publicize, and sponsor annual statewide event.

TechWomen Ambassador

Cindy Harrington, Business Development Manager, NH Division of Economic Development

Carol Miller, Director of Broadband Technology, Division of Economic Development, DRED Matching TechWomen to schools, colleges & young professional groups in their geographic area: guest speakers, mentors, and volunteers for STEM programs.

Community Partnering

Patricia Mack, Interim Director of Fund Development, Manager of Fund Development Campaigns, Girl Scouts of the White and Green Mountains

Matching TechWomen to TechGirls through programs like Vex Robotics, Boys & Girls Clubs, Girl's Inc., Girl Scouts, First Place & STEM programs.

#GoodMorningTechWomen

Candice Benson, CEO, Benson Consulting

Informal gathering of TechWomen over breakfast on trending topics, networking, and camaraderie with occasional speakers as appropriate.

#TechWomenStart

Margaret Donnelly, Co-Founder & CMO, Align Revenue

Community of women in start-ups and those who wish to learn from them.

First TechWomen Power Breakfast on June 9

The NH High Tech Council will hold its first TechWomen Power Breakfast – a TechWomen|TechGirls initiative targeted for female technologists – on June 9, from 7:30 to 9 am at the Manchester Country Club, 180 South River Road in Bedford. Guest speaker Paula Beauregard of Edge Velocity will kick off the series as she shares her experiences owning her own business, challenges she's faced and lessons she's learned along the way. The breakfast series will take place the second Tuesday of every month.

Beauregard is the co-founder Edge Velocity Corporation – a premiere provider, developer and manufacturer of highly specialized mobile IP wireless mesh technology. She has managed the company through an exciting period of technical and application development, market penetration and sales growth. Named in August 2014 to the Inc. 5000 list of fastest growing U.S. companies, Edge Velocity Corporation was the third-fastest growing New Hampshire Company, the 21st fastest growing telecommunications equipment provider and was 953 on the overall Inc. 5000 list. Edge Velocity has also been named (in the October 2014 issue) as the No.1 fastest growing woman-led company in New Hampshire by Business NH Magazine, and ranked No. 3 as the top 10 fastest-growing women led companies in Boston by Inc. Magazine, and honored by Connected World Magazine as one of the 2015 Women of M2M.

The June 9 event is sold out, but look out for information on the next one scheduled July 14.

ACLU of NH to State's Technology Leaders: Data Privacy Conversation Must Include Security

by Devon Chaffee, executive director of the ACLU of New Hampshire

Technology companies Google and Apple are actually leaders in data security, while many government entities, such as the country's terrorism hotline, were not until very recently, encrypted. These are just two of the facts experts in cybersecurity and privacy shared at a meeting of industry leaders, academics, nonprofit executives, and government officials recently convened by the American Civil Liberties Union (ACLU) of New Hampshire. The meeting featured a lively and deep discussion regarding the need to use current technology to protect basic information and the balance between protecting key data in a digital world and providing access to that data to protect national and international security.

As individuals and organizations, we have an incredible amount of information, and there are people out there who are actively trying to obtain it for the wrong reasons. As our systems become more and more digitally connected, major security and privacy concerns arise in both the public and private arenas. It's our hope that the hundreds of lawmakers in New Hampshire explore and understand this issue. Not being tech-savvy is no longer an excuse, and we're planning to keep this issue at the forefront.

The best way to protect consumer privacy and embrace the responsibility to protect data is through encryption, according to Chris Soghoian, principal technologist and senior policy analyst for the ACLU Speech, Privacy and Technology Project. The ACLU was able to bring Soghoian and other national experts to New Hampshire to report on national trends on privacy and security.



Arlo Bess of Hewlett Packard and Denis Goulet, commissioner, New Hampshire Department of Information Technology, talk at the American Civil Liberties Union of New Hampshire meeting on privacy and technology in the Granite State.

"There is an opportunity here for companies to fight for their customers," Soghoian said to the group of technology leaders that included several NH High Technology Council members and board members.. "If you have data, eventually someone will try and take it; or you will be forced to hand it over. Encryption is the best way to protect yourself and your clients."

[Click here to read the full article!](#)



Regaining Our Tech Mojo

by Matt Cookson, Executive Director, NH High Tech Council

We know there are many reasons to be proud to call New Hampshire home. If you were fortunate enough to attend the Entrepreneur of the Year event on May 8, you would have been able to meet several start-up entrepreneurs and hear about their innovations. And you would have learned that out of four amazing finalists, our judges selected as winners the leaders of two very different organizations that have built a national clientele for their unique and very different products.

The event was a time to celebrate the success and innovation of our 2015 winners, who are the leaders behind Single Digits and Southern New Hampshire University (SNHU).

If you have recently stayed in a hotel you may have used a Single Digits product. The company, located in Bedford, enables companies to monetize their IP infrastructure with managed services and business access portal software, specifically for the hospitality industry, malls, transportation companies and small box retail. This rapidly growing company is led by a seasoned team that includes Robert Goldstein, Jody Holt and Stephen Singlar.

Paul LeBlanc, president and CEO of SNHU, has redefined online education nationally by his leadership in developing innovative and affordable pathways to a degree, mainly through online education. The nonprofit accredited institution has more than 60,000 students across its three main programs, making it one of the fastest growing universities in the United States. The engine behind this innovation is a tech infrastructure based in the Manchester mill yard.

Together, these two organizations employ hundreds of tech workers, which is a critical sector that we hope to continue growing. According to Economic Modeling Specialists Inc. (EMSI), average wages in the tech sector are double that of the median wage in New Hampshire and our sector is projected to grow at 4% a year through 2020. While that may sound like great news, the national growth rate for tech is projected at 8% – or double our rate – and average salaries are 10% higher in our sector nationally. In short, while we celebrate our innovation, we clearly have some work to do to just keep up.

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Regaining Our Tech Mojo — continued from page 10

NH now ranks as the 21st most business friendly state, according to CEO magazine – up three spots over 2014. While we rank 9th in the percentage of tech workers and know that tech-heavy states tend to have stronger economies, this lower than average growth rate projection should sound some preliminary alarms. In short, we have a tech worker shortage, we lack capital to invest in promising start-ups, and we are an aging state that no longer benefits from in-migration of very educated workers.

We at NHHTC want to get to that national level and beyond and know that it takes many small efforts to make a bigger difference. As a start, we are launching three new initiatives described in detail elsewhere in this newsletter:

1. To enhance visibility of the great work our sector does, we have a new partnership with the NH Business Review to create a weekly digital publication called NHTech News that will include news from the tech sector, company profiles, blogs, news on trends, and other tech-related content.
2. We have also entered into a partnership with the Greater Portsmouth Chamber of Commerce to jointly revive the e-coast brand and develop/re-energize a series of tech-related events on the seacoast beginning this summer.
3. Third, we are launching TechWomen|TechGirls, a new forum focused on building a strong community of women enthusiastic about technology and supporting efforts where girls are exploring STEM as a career or area of study.

In addition, we have developed a very focused legislative agenda around taxes and regulations, and workforce and economic development to help make New Hampshire a better place to support and grow businesses.

These are all small but positive steps. The NH High Tech Council looks forward to working with like-minded organizations to grow our sector, tell our story, and build a more vibrant tech ecosystem that will benefit the state over the long term. ■

The Value of Internships by Jill Aaron, Managing Director, HydroComp, Inc.

HydroComp, Inc. recently celebrated our 30th year in business in 2014. We were established in 1984 to provide powering analysis services to naval architects and shipbuilders, and we now serve engineering software customers and consulting clients in over 60 countries. We are located in Durham, which facilitates tapping into the student population for interns.

The intersection of the academic and commercial worlds has always been important and valuable to our brand. During these three decades, we have provided internships to over 70 students. They have typically come from UNH mechanical engineering for our technical internship positions, and our marketing interns are business or marketing majors. We periodically invite qualified individuals to apply that may have other majors (e.g., physics, naval architecture, economics, even biology), and have welcomed interns from other schools. Internships are an intrinsic part of our company business model.

As I interview students, I make it very clear that we want someone who is responsible and ready to take on a challenge. They must be willing to immerse themselves in our company and not to be afraid to tackle whatever we throw at them. Every day at our office can be a different experience, ranging from analytical consulting, to the more general tasks, to our “Wacky Wednesdays” where we encourage collaborative “outside the box” thinking to solve a particular question.

We have been very fortunate that, with rare exception, our interns have been highly motivated and bring with them a strong work ethic. They show up on time, work hard, become involved, and experience first hand how a small business operates. Students seem particularly interested in our international work. The opportunity to interact with business professionals outside of the USA is very enticing – and something that often separates them from their classmate’s experiences. We make a commitment to the intern to provide them with a professional, interactive, and fun learning experience. Above all else, however, we always put their studies as our top priority. Their school work must come first. It doesn’t benefit either of us if their academics falter. All in

all, we really enjoy the mentoring and the opportunity to “give back.”

Providing an internship to these students is a win-win for everyone. We regularly have our engineering students contribute to marketing ads (they can be a unique “focus group”), and our business interns chime in on engineering layouts and software interface design. Today’s corporate world has morphed and interdisciplinary teams are now the norm. Having this fresh perspective encourages us to stay abreast of the ever-changing technology-driven world of Gen X & Y.

Students are sponges and gain invaluable educational opportunities as they work. Their internship is a “trial run” at soft skills, etiquette and expectations that come with a real job – things that tend not to be taught in a classroom. They also benefit from a genuine work experience, which reduces anxieties and builds confidence during the transition from college student to employee.

As full time positions become available in our company, the benefits to the employer of a “try before you buy” program for future employees becomes obvious.

Let me offer a personal note of caution: New Hampshire is suffering from a “brain drain.” A frequent thread of discussion amongst our graduating interns is that they love the quality of life on the NH Seacoast and desperately want to find their first jobs right here. Unfortunately, jobs are lacking for newly minted engineers and marketing graduates, so they leave NH to begin their careers (and to pay off their enormous student debt). This is where we permanently lose our workforce of tomorrow and potential contributors to our communities. NH policy-makers make noise at wanting to strengthen our high tech labor force yet we have an enormous wealth of talent in our backyard that is not being capitalized.

To my fellow members of the NHHTC, I encourage you to post your positions at New Hampshire’s universities and colleges. This is the first step in helping our students stay in the area who wish to. Let’s plug the drain from intern to long-term employee. ■

Welcome New Members

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Petrocelli Marketing Group

Michael Petrocelli, CEO
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www.petrocellimkt.com

Petrocelli Marketing Group uses promotional items to create powerful branding vehicles that bring your logo to a desired audience. Using corporate apparel, promotional products and appropriate gifts and awards, PMG provides opportunities to keep your brand top of mind.

New England Investment & Retirement

Tom Morris, Director
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www.neinv.com

New England Investment & Retirement Group is one of the region's premier wealth management and retirement planning services firms. Through a comprehensive range of planning services, NE Investment & Retirement is committed to achieving financial goals and safeguarding the interests of their clients offering an exceptional level of personalized service.

Compass Therapeutics LLC

Errik Anderson, Co-Founder, COO, President
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Compass Therapeutics is an antibody discovery and development company focused on comprehensively drugging the tumor-immune synapse with combinations of human monoclonal antibodies, multiclones, and engineered protein constructs.

Kentico Software

Jim Panagas, Director of PR & Analyst Relations
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Kentico Software helps clients create successful websites, online stores, community sites and intranets using Kentico integrated marketing solution. With offices in the United States, United Kingdom and Czech Republic and more than 1,000 partners in 80 countries, Kentico is one of the industry leaders worldwide.

Project Lead the Way

Mary Laturnau, Director of School Engagement
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www.pltw.org

Project Lead the Way (PLTW) is the nation's leading science, technology, engineering and math (STEM) solution in over 6,500 schools across the United States. The world-class curriculum and high-quality teacher professional development model, combined with an engaged network of educators and corporate and community partners, help students develop the skills necessary to succeed in our global economy.

OMKT LLC

Ira Grollman
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OMKT LLC provides analysis, organization, design, implementation and management for technology-oriented challenges. Consulting services or project-based engagements include systems consulting, product and project management, technology marketing, computer systems design, web technologies and data management.

Live Free and Start

Liz Gray, Director of Entrepreneurship
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lizg@nhbfa.com, livefreeandstart.com

Live Free and Start is a joint initiative between the Governor's Office, Business Finance Authority and Department of Resources and Economic Development aimed at creating jobs and making it easier for technology companies to start, grow and succeed in New Hampshire.

Continued on next page

Member News

The Smaller Business Association of New England (SBANE) announced **HALO Maritime Defense Systems** (HMDS) as the winner of the prestigious 2015 SBANE New England Innovation Awards at the May 6th Evening of Innovation program held at the Westin Hotel in Waltham, Massachusetts. Read the full story.

HMDS announced the completed installation of a first-ever fully automated marine gate at a naval base in Israel. The gate spans the entire breakwater-to-breakwater length of the opening to the base, fully completing the security perimeter. A simple push of a button retracts the barrier and allows vessels to pass. Read the full story.

UNH Manchester launches new Bachelor of Science in Biotechnology degree that offers students access to advanced courses, hands-on lab experience and real-world challenges so students join this growing field ready to contribute and make a difference.

Red River, a leading federal information technology (IT) services provider, was awarded the SeaPort Enhanced (SeaPort-e) contract by the U.S. Navy. The multiple-award, indefinite delivery/indefinite quantity (IDIQ) contract is worth a maximum of \$5.28 billion per year with a seven-year period of performance and provides the U.S. Navy with direct access to professional IT support services. Read the full story.

Geneia, which grew out of a Manchester consulting company, has signed its first New Hampshire customer, Bedford Nursing & Rehabilitation Center, to use software that can help monitor patients remotely and help doctors discover changes in people's conditions before more serious medical problems develop. Read the full story.

Live Free and Start launches new website. Check it out at www.livefreeandstart.com.

Dyn's CMO Kyle York is in the running as one of Venture Beat's top 20 CMOs in New England. Read the full story.

Startups (and former Entrepreneur Forum participants) **BevNow** and **Vidfall** are among six finalists for MYPN's Startup Challenge. Read the full story.

New Members Continued

Game Assembly

Dave Carrigg, dave@retroaffect.com
Neal Laurenza, neal@skymapgames.com
603-479-7171, www.gameassembly.org

Game Assembly NH (GANH) is a passionate group of video game developers who plan to transform NH into a hub for the video game industry. As part of this plan, GANH is building a space in which professionals, hobbyists and student developers can work side by side. GANH is seeking support from local businesses and universities to provide an excellent workspace. GANH will provide unique marketing and other opportunities to its sponsors.

Makelt Labs

Adam Shrey, President
29 Crown Street, Nashua, NH 03060
978-226-3266, info@makeitlabs.com
www.makeitlabs.com

Makelt Labs is NH's first and largest makerspace. They are avid supporters of the STEAM fields: Science,

Technology, Engineering, Arts and Mathematics. Members have access to workshops and equipment for laser cutting, 3D printing, CAD, electronics, computer programming, metalworking, welding, machining, automotive repair, woodworking, ceramics, and much more. Classes and seminars are also available for members and the public alike, to share knowledge and skills with anyone who wants to learn.

Elysian Technology

Shawn Burke, VP Sales and Engineering
22 Greeley Street, Suite 8A, Merrimack, NH 03054
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www.elystech.com

Elysian Technology is a value add reseller providing solutions rooted in proven data center fundamentals, and have an eye to cloud emerging solutions that can provide direct business value, or a competitive advantage.

MEMBER SPOTLIGHT

BandTel managed voice service and SIP trunking solutions for business

BandTel was established in November 2004 to address the rising needs of large-scale VoIP customers. In the process of servicing that community the patent pending NPlus™ architecture was born, allowing BandTel to offer true 99.999% uptime for its large scale enterprise users.

As a result of this early focus on survivability, scalability and reliability BandTel has become a premier carrier in the VoIP market place for large national services. Here are a few examples:

- BandTel handles 95% of the nation's shopping mall information traffic - If you dial a local shopping mall for store hours, or to get connected to a specific store in the mall, its likely you've used BandTel to get there, as BandTel handles 9 out of 10 of those calls in the United States.
- MovieTheater information services - BandTel handles over 65% of the nation's movie information services. If you've ever called to see what time a movie was playing at your local theater there's a good chance you got there through BandTel.

Just recently BandTel has branched out into the small and medium business market by offering a managed phone service for business users called Business-Connect™. This product/service was designed to give the small business user an option to what is today called hosted VoIP service.

BandTel saw hosted VoIP as a step backwards, with several key technical problems, and so countered with a concept that solved all those issues; namely ...

- Poor audio quality
- Poor security
- Firewall traversal
- Feature limitations

At the same time the BandTels Business-Connect™ product line would compete at the same price level as hosted VoIP, offering the client "real telephone system, phones at no capital expense" option, all bundled to BandTels non-stop NPlus™ network.

In summary VoIP telecommunication product offerings today from BandTel consist of...

- Large scale VoIP/SIP - trunking plans for national enterprise efforts
- Medium and small scale VoIP/SIP- trunking plans for business users using their own VoIP premise equipment

- Business-Connect™ - a fully managed phone system and service for the 8-200 seat enterprise at no capital expense, offering an alternative to hosted VoIP services

Locations

BandTel is locally owned and registered in New Hampshire, and it is also where the corporate office resides. Their switching facilities are located in New Hampshire and Los Angeles, California.

Employees

BandTel employs a wide range of individuals in New Hampshire with skills in telecommunications, software, and telecom related business functions.

Peter Sandstrom, CEO

Erkan Duzenli, VPoE

Steve Geer, CFO

A bit of promotion

Business-Connect™ is a managed VoIP Solution offering a headache free communications system with a plug and play advantage. Providing a unique platform built by BandTel and customized for the client's needs, it includes a PBX and all required hardware, including the telephone handsets.

Business-Connect™ takes the responsibility of managing a VoIP system out of the client's hands and alleviates having to configure and guess the proper set up and deployment. Far less expensive than comparable options, BandTel fully manages the deployment, installation, and all support services for the PBX once on location. Qualified dealers nationwide are able to implement a Business-Connect™ solution.

Online presence

www.bandtel.com

www.facebook.com/bandtel

www.twitter.com/bandtel

Give BandTel a listen. Call the New Hampshire High Tech Council and talk to Matt, Michelline, or anybody else in the office. NHHTC's telecom is powered by BandTel; the BandTel NPlus-Network™ and the BandTels Business-Connect™ managed phone system and service, all of which is "made in New Hampshire. ■

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OUR MISSION

"The NH High Tech Council serves our membership by creating a vibrant ecosystem for technology companies that want to launch, grow or relocate in New Hampshire. We are committed to expanding the tech-driven economy by building partnerships, enhancing workforce skills and knowledge, and shaping public policy."

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