

## 2011 Product of the Year Showcases Innovation Across New Hampshire

For the sixth year in a row, local innovators, members of the technology industry, and advocates of advancing innovation in the State of New Hampshire gathered to celebrate the best new technological achievements the state has to offer. The NH High Technology Council's annual Product of the Year (POY) event was held on November 14th at the Radisson Hotel-Center of New Hampshire and provided yet another exciting and informative evening as five finalists competed for top honors and the prestigious POY crystal trophy.



At the event, the NHHTC honored the five POY finalists with Judges Awards. Those five finalists were selected by the judges from a larger pool of candidates in October. Entrance to the competition is open to any New Hampshire company that introduced, or significantly upgraded, a new product within the past 12 months. In the tradition of past POY events, the five finalists displayed their products and fielded questions during a reception that kicked off the evening's events, and later made seven-minute pitches as part of their effort to encourage the audience to vote for their product. These five companies embody the principles and purpose of the NHHTC: New Hampshire companies and New Hampshire people, sharing New Hampshire ideas, and advancing innovation.

### The Five Finalists

As with most NHHTC events, the Product of the Year is a unique networking opportunity where those in attendance come together to catch up, converse, and confer with one another, while visiting the tradeshow displays of the five finalists. This is the attendee's opportunity to see the technology up close and ask a company representative any questions they may have before dining, viewing presentations, and ultimately casting their vote for the product – and company – they believe deserves the award of Product of the Year. The finalists and Judges Award winners are as follows:

**Continued on page 6**

## The Value of NH High Tech Council Membership

As the NHHTC membership knows, our purpose is "to bring together representatives from the private and public sectors to establish and maintain financial, technical, management, legislative and educational support programs



**Tom Daly**  
NHHTC Chairman

that encourage innovative research and technology-based industrial development in New Hampshire." This unique mission statement has described the Council's efforts since its inception all that way back in 1983. As the Council enters its 29<sup>th</sup> year of operation, our Board of Directors has chosen to streamline this mission statement, summarizing its efforts with two words: Advancing Innovation.

As the Council continues its efforts to help New Hampshire businesses grow, this phrase nicely packages and communicates the efforts of our Board of Directors, our programs, and the awareness we generate for our members. Ensuring that corporations in the technology sector, and businesses that support those in the technology sector, are engaged in a Council that provides opportunities to build business through networking events, to recruit, hire, and retain talent through awareness, to foster our next generation workforce through educational efforts, and to ensure that NH is a business-friendly state from a legislative and tax perspective continues to be the tenants of our organization. Our commitment to entrepreneurship and business

**Continued on page 3**

**Thank you to our Corporate Sponsor Program participants**





# Proposed Reforms on NH Laws & Regulations on NH Businesses

Fred Kocher, NHHTC President

NH used to be the number one destination for business and job growth in New England. One of the reasons cited for NH's fall from that perch has been the regulatory climate in the state. With that in mind, the last session of the NH Legislature created the Commission to Study Business Regulations in NH in two key areas: 1) labor and workforce; 2) environmental and construction/permitting. The Commission's task is to review state laws and regulations on businesses and make recommendations to the NH Legislature for reforms.

The Commission's membership includes representatives of a broad and varied group of NH business organizations and chambers of commerce, including NHHTC, which has a seat at the table. The Commission has met seven times since September.

The first action was to survey member businesses of each organization to get feedback on the laws and regulations of most concern. We received several hundred responses. An overriding concern is the lack of information on regulatory compliance, and the confusion that exists on the part of businesses, especially small businesses, who find themselves held accountable for labor, wage and hour, safety, unemployment and workers compensation laws and regulations – some of which they find to be confusing, vague, contradictory or impractical. In general, there was also a desire to see first-time violators of regulations be given a warning and time to make corrections, rather than an immediate fine.

The Commission's findings with labor and workforce regulations center on two key areas of concern. One is worker classification (designation of an individual as either an employee or an independent contractor). The other is safety regulations. Both are enforced by the NH Department of Labor. Other findings include a desire for "caps" to limit the amount charged for medical services by medical providers under the Workers Compensation Law, and a desire to drop a requirement that Workers Compensation be required for employees working exclusively from home, unless there's evidence of a clear danger. Two other topics caught the Commission's attention. One is the need to streamline repetitive and confusing requests for information. The other is to reduce overly aggressive audits when they're not necessary.

The Commission's findings with environmental and construction/permitting regulations had one thing in common with the findings on labor and workforce regulations – the frustration with complex processes and onerous requirements. A key area of concern is building code adoptions and amendments with little or no consideration of economic impacts or cost/benefit

analysis. There is also concern with the adoption of new editions to the statewide building code, and with city and town adoption of stricter codes than the state without a demonstration of need. Other issues include NH toxic air standards that are higher than federal standards, inflexible standards on regulation of above ground storage tanks, and the state definition of recyclable materials that are considered hazardous. Some of these issues will need further work before recommendations are made.

Of all the recommendations made by Commission members, the following will become legislation in the upcoming 2012 session of the NH Legislature, and others that require more study will be held over until the 2013 Legislature.

1. Repeal of certain safety provisions under the Workers Compensation Law that the Commission felt are burdensome and difficult to administer, especially for smaller businesses. The Commission felt such safety provisions are better required by insurance companies as a part of writing business insurance.
2. Providing for self-certification of above ground oil storage tanks up to 10,000 gallons in lieu of the requirement for a professional engineer's stamp on spill prevention countermeasures, provided that countermeasures are filed with the NH Department of Environmental Services.
3. Providing for slightly longer three-year cycles for the adoption of new editions of the state building code.
4. Providing that local legislative bodies demonstrate need or offsetting relief to planning or governing boards prior to enacting ordinances or processes involving building codes or regulations.
5. Requiring that expired building code amendments not be re-adopted by the state Building Code Review Board within two years of their date of expiration.
6. Requiring that the state Building Code Review Board consider economic impacts on the public in its review of amendments to the state building code.

Other recommendations will require longer term work by the Commission to focus on each issue, prioritize them, and develop a set of recommendations for future action. This effort will also require an examination of the regulatory and tax incentives offered by other states to attract investment in the interest of creating jobs and economic stability.

(Portions of this article come directly from the Interim Report of the NH Commission to Study Business Regulations in New Hampshire) ■

growth for New Hampshire companies is ultimately unwavering.

Since joining the Board of Directors in 2007, I have seen the Council grow significantly. We formed our Education Committee, focused on connecting education professionals to business owners to bridge the gap on employee training and development. The NHHTC ran two consecutive years of the Speed Venture Summit, a program focused on connecting NH startups with local venture capitalists and investors, successfully connecting many businesses to capital. We launched new programs including Techno Golf, Tech Leaders, and Food for Thought – all designed to enhance networking, leadership, and information flow among members. On the Council infrastructure side, we merged with the Software Association of New Hampshire, moved our offices from Peterborough to Manchester, and have started a comprehensive update to our logo, look, and feel – designed to enhance engagement with our members around the theme of advancing innovation.

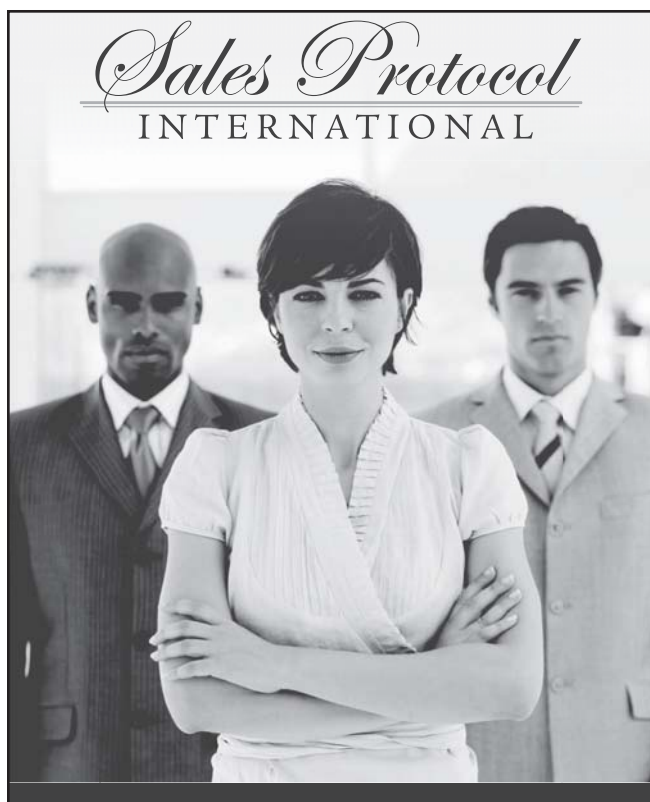
We shouldn't forget the ongoing programs such as Entrepreneur of the Year, Product of the Year, and the Entrepreneur Forum series. All of these programs are designed to encourage networking among businesses, to recognize the efforts of entrepreneurs and top product innovators throughout the state, and to provide critical advice and guidance to businesses

looking to grow. Each of these events present unique opportunities for New Hampshire businesses to showcase their products and services. Last, through the Kocher Scholarship program, we once again gave out six scholarships to New Hampshire students that are children of staff at our member companies and are pursuing studies in technological fields in the state. This effort directly demonstrates our commitment to education, workforce development, and entrepreneurship.

Council members recently received their annual membership invoices for our 2012 program year. We hope that each member strongly considers the contributions that the NHHTC has made to the state, and how those efforts have helped our membership to achieve business goals, and renews their membership in the NHHTC. Additionally, we ask that all member companies looking to make a greater form of commitment to the NHHTC consider our program sponsorships, as well as our Corporate Sponsorship Program. As always, I'd love to hear your thoughts on NHHTC membership – so if you have questions, please give me a call at 603-296-1537. ■

*Happy Holidays,*


Tom Daly  
Chairman, NHHTC



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# NH HIGH TECH COUNCIL

## Entrepreneur Forum

By Catherine Blake, President

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### *Are you getting the love back?*

In this economy, it's all about execution. Customer acquisition continues to remain expensive, so the question is, when a client chooses you, are you "giving the love back?" When you are a startup and your competitor is an industry giant, this might be the only way to carve out your niche. Love your customer. Just ask MMIS and Mosaic Storage Systems from our last Entrepreneur Forum.

MMIS provides a cloud based secure collaboration platform within the enterprise and to external third parties. Their focus is the health industry federal transparency requirement. Effective January 1, 2012, certain medical device and pharmaceutical manufacturers will be required to disclose payments or transfer of value to a covered recipient. What this means is that all of these transactions will be in a public database for the world to see. Thank you federal government, you have found yet another way to make public every dime spent by a bio medical company in the name of research. Business lunch? Yes, that must be tracked – who you ate with and what you discussed.

There are two problems with this: for the doctors in private practice, their every move can be tracked by watch dog groups; for life science, and bio/medical device companies, they have to identify what needs to be tracked and report it for the world to see. Michaeline Daboul, President & CEO of MMIS explained that their cloud based dashboard aggregates and posts data that is compliant with state and federal regulations to make this process more seamless through their secure PPN (Physician Professional Network). Their service essentially prevents inaccurate data from being reported by pharmaceutical and medical device companies to the government. Also, as a safety net, they can track and dispute payments before they are reported to the Federal Government and instantly become public record.

Our distinguished panel consisted of Michael Balmuth, General Partner, Edison Ventures, Donald C. Crandlemire, Attorney, Shaheen & Gordon, P.A., and M. Weston Chapman, President and CEO, PCD Partners. Overall, the feedback was that security is a huge concern between providers and hospitals, so a cloud solution makes sense. However, for many health care professionals, this type of reporting is not part of their culture. Training is a must. And no one wants to remember another password. Who is paying for this? So far it's free to physicians, so the reporting parties would foot the bill which is an affordable \$ 250K within

three years with MMIS instead of per year. Finally, simplicity is a must. The channel strategy is AMA, who is interested in branding the platform. One final pearl of wisdom – find a well-heeled angel to complete the development and get the \$ 32 billion market "love back" with a mammoth like Ascension Health.

It's all about love for Mosaic, cloud based storage for professional photographers. Our second presentation was enthusiastically delivered by Gerard Murphy, founder of Mosaic, and a photographer himself. When professional photographers take thousands of pictures two things happen: they quickly run out of local digital storage and they have trouble finding photos once they are stored. What's more, Mosaic has created a plugin to Adobe Lightroom, the de facto standard for cataloging thousands of digital images used in post-production and asset management workflow.

Digital file security, data integrity, and indexing are huge needs for busy photographers and most are not IT savvy. Mosaic takes care of this through enterprise level SAS 70 data storage, redundant data centers, RAID 6 in both locations, proactive hard drive failure monitoring and data synchronization using 128-bit encryption. For you techies, you've figured out that the secret sauce is in synchronizing metadata. Now let's go take pictures.

Our panel of experts consisted of Gary Samson, Chair, Photography Department, New Hampshire Institute of Art, Bill Becker, President & Chief Executive Officer, Recordsforce Management, and Tom Elliott, Founder & Director of the Idea Greenhouse. The overall feedback was that the concept is solid. The challenge is convincing photographers to use the platform. A cloud based platform for digital photography is enviable; in fact, Adobe has announced this statement of direction already, making them the 800 pound gorilla.

Gerard Murphy walked away with some great advice from this panel who recommended that he find a Michael Jordon or in this case, an Annie Leibovitz of the industry to adopt Mosaic. Second, to focus on agencies and institutions who have a need for storing client images. (Imagine Harvard University or Dartmouth and the loads of images they keep in-house for historic purposes.) And finally, with Adobe on your heels, you need to "show the love" to your customers so they love you more than Adobe. Can Mosaic do this?

Sounds like they are already on their way. ■

**See you at the next Entrepreneur Forum!**

## NHHTC Website — Photos Needed!

Shortly, we will be re-launching our website with a fresh, new and simplified look, as well as new features designed to increase engagement and improve navigation. We also want the website to reflect what our members do. As a result, we are putting out a call for photos of member companies in action. If you have quality images (jpeg) you would like to share that demonstrate your technology or service in action, please send them to [info@NHHTC.org](mailto:info@NHHTC.org).

# NHHTC.org

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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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#### **Foss Manufacturing, Hampton, NH**

The SpectraShield™ 9500 N95 Surgical Respirator Mask with Foss Manufacturing's Fosshield® embedded antimicrobial technology is the first antibacterial respirator mask to receive FDA 510(k) and NIOSH clearance. The SpectraShield™ Respirator eliminates 99.99% of certain harmful bacteria on the treated surface within one hour, including MRSA (Methicillin-resistant Staphylococcus Aureus, a type of staph infection), Streptococcus Pyogenes, and Haemophilus Influenzae. The mask also traps and kills additional germs in its middle filtration layers before they can enter the body and cause an infection. This revolutionary next generation respirator meets Centers for Disease Control and Prevention and World Health Organization guidelines for infectious disease exposure control, is ideal for pandemic preparedness, and gives healthcare workers the best available long-duration protection against infectious diseases, especially Healthcare Acquired Infections (HAIs).



#### **iGlobe, Franklin, NH**

The PersonalPlanet from iGlobe is an educational 3D spherical display technology that engages viewers with lifelike simulations of Earth and other celestial bodies. PersonalPlanet's 3D imagery and innovative user interface provide exceedingly high resolution, vibrant colors, and unmatched affordability in a desktop or wall mounted display. The PersonalPlanet's wireless iPad controller provides a cutting edge user experience. The user may choose from a large library of scientific datasets and full feature spherical films produced by NASA and NOAA. PersonalPlanet also allows the user to view Earth as seen from space in real time with 12 weather layers to choose from.

#### **INTEGRA North America, Hudson, NH**

INTEGRA's VIAFLO 96 introduces a completely new concept in 96 channel pipetting for Life Science Research. The intuitive user interface and the servo motor assisted handling, make the VIAFLO 96 as easy and effortless to use as any single channel pipette. Four different pipetting heads are available which can be interchanged in a matter of only seconds, allowing the scientist to utilize a wide set of applications with volumes ranging between 0.5 and 1250µl. For the first time, the combination of these features make 96 well pipetting accessible and affordable for any laboratory.



#### **Russound, Newmarket NH**

Russound's DMS-3.1 digital media streamer provides network-based digital music to a Russound C-Series multi-room audio system. With 3 streaming players in one chassis, multiple users can simultaneously enjoy their favorite music. Unique in its class, the DMS-3.1 is an Apple certified AirPlay accessory. It will play audio received via AirPlay from iPod touch, iPhone, and iPad(s), along with computers using iTunes software. It will also stream digital audio directly from connected USB drives, network connected computers, and

DLNA / UPnP compliant drives. When connected to the Internet, the DMS-3.1 streams Internet radio and content from various popular online music services.

#### **Scribe Software, Manchester, NH**

Scribe is #1 in CRM integration and their newest platform, Scribe Online, helps companies make sense of customer data in the cloud. By bringing together email, social media such as Twitter and Facebook, back office and front office data, Scribe gives companies the information they need to improve customer service, grow sales, innovate new products, and make better business decisions. Secure, reliable, and built using the latest technology along with their deep integration experience, Scribe Online connects





customer data quickly and easily in the cloud. With over 12,000 customers and 900 partners, Scribe has proven leadership in data integration.



### **The Voting**

One of the most exciting aspects of the evening's events is the importance placed on audience participation via audience votes. Each person in attendance is given a ballot on which they mark their choice for product of the year. These votes count towards 50% of the final tabulation, with the judges' votes completing the remaining 50%. The company with the highest combined score receives the 2011 Product of the Year award, has their company name engraved on the crystal trophy designed by Pepi Herrmann, and has their product displayed at the Manchester Boston Regional Airport in NHHTC's Hall of Fame display, where visitors to New Hampshire will see an example of the innovative technology created in New Hampshire.

### **Gubernatorial Recognition**

Once again, the Product of the Year event was attended by New Hampshire Governor, John Lynch, who presented each of the five finalists with NHHTC Judges Awards as well as citations to honor their achievements. During his address, the governor spoke of New Hampshire's position as a business friendly state and expressed his ongoing support in making the state an attractive place for businesses to locate and expand, assuring those in attendance that even after his exit from office, he would still make himself available to help further the cause. As Governor Lynch told the group, "I want you all to be successful, grow your companies, make a lot of money, and hire more people."



### **And the Award Goes to...**

Foss, a Hampton-based company that produces engineered, non-woven fabrics and specialty synthetic fibers, and their SpectraShield™ 9500 N95 Surgical Respirator Mask. The mask was a big hit with the audience, as samples that were made available during the reception were quickly snatched up at the end of the event — once attendees learned that it eliminates 99.99% of certain bacteria on the treated surface within one hour and additional germs on contact before they can enter the body.



Bill Hurst, VP of Business Development at Foss, said he was excited to present the SpectraShield at the POY event because "it provides a unique opportunity to highlight this key breakthrough technology that has a distinct benefit for society." Speaking about the SpectraShield Mask and FossShield technology, Hurst said Foss' focus is "to not only provide but extend this technology for everyday use for us, our family members, in our clothing, when we travel – there is such a broad range of applications."

Congratulations to Foss and to all of the Judges Awards winners! ■

Photo Credits: Matthew Lomanno Photography

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Computer Technology Assistance Corps

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## Giving older computers a new life and a new home

*New program refurbishes computers and provides them to needy NH citizens*

A three or five year old computer may seem too slow for today's working world. But many times, and with a few tweaks and upgrades, it is perfect for that home user who cannot afford a new machine.

Computer Technology Assistance Corps (CTAC) is a New Hampshire nonprofit organization created to provide greater access to technology for those with little or no access. It has the support of the NH High Technology Council, which recently invited CTAC to introduce its service to attendees at its Product of the Year event in November.

CTAC's vision is a New Hampshire where access to computer technology is not a barrier for any of its residents. CTAC seeks businesses and individuals to donate recently retired computers to the program. CTAC then refurbishes them and makes them available to low-income individuals, seniors, and community organizations at little or no cost. CTAC is also an authorized Microsoft Registered Refurbisher; this program establishes a standard that must be followed in refurbishing computers to provide to others.

According to Steve Bothwick, director of CTAC, "It's an exciting concept – taking computers that still have a useful life, refurbishing them, making them available to low income individuals and the working poor, creating jobs, and reducing waste! The economic benefits are manifold. It helps the young be better prepared for the job market, non-English speaking residents to learn our language and culture and practical work skills, and work opportunities at CTAC headquarters in the refurbishing process, reclaiming usable parts and in computer training skills."

As traditional jobs disappear, the strategic need of a vibrant community demands that investments be made in new and emerging technologies, specifically computer skills and office software. CTAC's greatest need is for donated computers and financial assistance to underwrite the cost of those unable to pay even a moderate fee. In most cases, CTAC will pick up donated items. However, items can also be dropped off at their facility in Goffstown.

Concerned about data on the computer? CTAC addresses this issue. "When you donate your computer to CTAC we lock it down until we can securely erase the drive using government approved erasing software. We then send you a written confirmation of data destruction," he said.

For more information visit [www.ctac-nh.org](http://www.ctac-nh.org), call us at 603-218-3078 or e-mail us at [info@ctac-nh.org](mailto:info@ctac-nh.org)

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# KOCHER SCHOLARSHIP

## Deadline Feb 15, 2012

One unique benefit of membership to the NH High Technology Council is the fact that children of member companies attending a NH college or university and studying in a technology-related field may be eligible for a scholarship!

The Council's objective in providing scholarships is to encourage students to study for technical degrees and to stay and work in New Hampshire after graduating from college. Thanks to the generosity of several NH entrepreneurs, the Council annually provides up to five \$2,000 scholarships to students pursuing a technology degree at the associate or baccalaureate degree level. The awards will be made each year for up to four years of study. The Council partners with the New Hampshire Charitable Foundation, who administers the scholarship program. Questions about the scholarships should be directed to the New Hampshire Charitable Foundation's Student Aid office at 1-800-464-6641.

### ELIGIBILITY

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

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

### CRITERIA

Applications will be reviewed by the NH Charitable Foundation. Recipients will be chosen based upon the following criteria:

- academic performance
- community involvement
- participation in school activities that relate to technology
- employment or internships in the field
- financial need

### DEADLINE

Applications including all attachments are due to the New Hampshire High Tech Council's office by 5:00 p.m. on February 15, 2012. Incomplete or late applications will NOT be reviewed. Students will be notified of their application status no later than April 10, 2012.

### AWARDS

Awards are more than just a monetary recognition. The Council is very interested in connecting recipients to the network of high tech employers in the State. As part of that commitment, students are expected to attend the NHHTC Entrepreneur of the Year annual dinner on May 7, 2012, to be formally presented with their award. There may be other opportunities for formal and informal training as part of the award. It is the intention of the Council to provide internship opportunities in the future. ■

### Attention NHHTC Members:

You recently received your renewal letter for 2012 Council membership. Please renew by December 31, 2011 to ensure continuity with your membership. Know of another company interested in joining? Send us a referral to [info@NHHTC.org](mailto:info@NHHTC.org). If they sign up, we'll give you two free passes to the next Entrepreneur Forum for your efforts.

*Thank you, The NHHTC Team*

# Welcome to Our New Members

## **Mainstay Technologies**

206 Fair Street, Laconia, NH 03246

Ryan Robinson, 603-524-4774, mstech.com

Mainstay Technologies specializes in providing the best in network support, web development, Internet marketing, custom software development, and ERP systems for small to large sized businesses, nonprofits, and municipalities throughout New Hampshire.

## **Conforme**

34 Masten Drive, Northwood, NH 03261

Michael Daniele, 207-671-8110, complyrrp.com

A startup company that develops apps for the construction industry.

## **Firebrand International**

P O Box 524, Portsmouth, NH 03802

Dawn Wivell, 603-836-4207

firebrandinternational.com

Firebrand International LLC provides a wide spectrum of international business development services. The Firebrand team specializes in assisting companies, both foreign and domestic, to reach their global market development goals through its extensive expertise and worldwide network of contacts.

## **INV3RSION, LLC**

15 Orchard Hill Road, Goffstown, NH 03045

Todd Furlong, 888-588-0573, inv3rsion.com

Inv3rsion, LLC specializes in developing real-time 3-D visualization and virtual reality applications.

## **DiCicco, Gulman & Co.**

150 Presidential Way, Suite 510, Woburn, MA 01801

Jonathan Butler, 781-927-5300, dgccpa.com

DiCicco, Gulman & Company LLP (DGC) is a full service certified public accounting and business consulting firm specializing in privately held companies.

# Members News

**ASSIST-U.S.®**, Concord, NH, is providing flight services to researchers at the New England Aquarium and the College of Staten Island for marine mammal and avian aerial surveys, respectively, related to the Cape Wind Turbine project in Nantucket Sound.

As we continue to celebrate our 35th year of manufacturing, we are excited to announce that **Electropac Co., Inc.** of Manchester, New Hampshire, has expanded our team! Paul LaLiberte has been appointed as Operations Manager.

**Good Leads®**, a Salem, NH based outsourced business development provider, continues expansion of its market share and geographic footprint while solidifying the organization with a significant management addition. With the appointment of Ron Talon of Rochester, NH as Director of Sales, Good Leads is poised to take full advantage of its operational team and highly skilled business development representatives.

**Stonebridge Associates** advised DNS Enterprise, Inc. on its recent sale to SolarWinds, Inc. (NYSE: SWI). DNS Enterprise provides on-demand monitoring and troubleshooting tools that help companies detect and address email, domain name server, and related cyber-security problems.

Delise West of **Human Resource Partners** co-presented a workshop with Jen Moeckel, of Cook Little Rosenblatt and Manson, entitled "Employers - Yes you can!" The workshop focused on the proactive steps employers can take to effectively manage their employees. The workshop was held in November at the ABI Hub.

Congratulations to Tonya Rochette, VP of HR Solutions at **Human Resource Partners**, who was accepted into the 2011-2012 Leadership NH program.

For those NH firms looking to expand their market reach, **Good Leads®** has been selected as Delegation Leader representing New England and New York for B2B Montreal 2012 to be held in March 2012; a premier business to business "speed dating" event with 40 countries represented. B2Bmontreal2012.com

# Job Postings

**WWCS** is seeking experienced Msoft.NET developers to assist with time critical web development effort. Project includes system design, development, testing and implementation. Must be self-motivated and proactive as a key member of a small team. Call Greg at (603) 493-3174.

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