

Five Finalists make the cut for the 2015 TechOut competition

Align Revenue, AuthEntry, IndustryMD, SalesGoose and Slipstream Music Player to vie for top honors on October 7

Five finalists have been selected for TechOut 2015, New Hampshire's largest tech startup competition. A partnership between the NH High Tech Council and Alpha Loft, TechOut identifies entrepreneurs with viable plans to develop and market new technology products and funds them through investment capital awards of \$100,000. The contest's 3rd place winner will be selected at the live event at 5:30 pm on Wednesday, October 7.

TechOut includes live pitches from the finalists, an unveiling of the three winners, networking, and food and beverages for an absurdly low cost at \$10 for members and \$15 for not-yet-members.

The finalists for this year are:

- **Align Revenue**, presented by CEO and cofounder Ric Pratte, is an interactive online meeting platform that engages buyers and automatically updates customer relationship management (CRM) software. It is focused on B2B inside sales;
- **AuthEntry**, presented by CEO Andrew Hebert, the "world's first password-free computing platform" that combines password and identity access management, strong multi-factor authentication and single sign-on through its Gatekeeper-Pro product;
- **IndustryMD**, presented by founder Jim Kelly, an online platform that solves the challenges of all industries by curating the solutions of all B2B vendors and connecting those solutions with customers;
- **SalesGoose**, presented by Rick Ouellette, a software application that uses algorithms to make the sales process more efficient for buyers and sellers by sorting and prioritizing sales pitches, emails, presentations and cold calls; and
- **Slipstream Music Player**, presented by founder Garrett Cypher, a group music player and sharing application that lets users and their friends view and play each other's music and vote on what music plays next.

[Read More Online](#)

October is shaping up to be Tech Month

The Council has always kept a dynamic event schedule, and that could not be any more true than the present time. These events, and all programs, are designed by our members to serve our membership. We pay special attention to making certain that what we do offer up targets all stages of the tech life cycle. Here are just a few of the events and opportunities to put on your radar:



Paul Mailhot,
Council Chair

On October 7 we will kick off the 4th annual **TechOut** competition in which we will award \$100,000 in prizes to three start-ups. Held in conjunction with Alpha Loft, this draws an exuberant and energetic crowd.

The monthly **TechWomen Power Breakfasts** continue! These morning programs targeted to the female technologist feature an entrepreneurial leader in the tech industry to share her wisdom, expertise and advice to a room of between 75 and 100 women (and of course, well-adjusted men!). On **October 14** we will feature Wendy Tirollo of TRM Microwave.

[Continued on page 2](#)

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 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

David Lanzillo, Robbins Farley

Alec Newcomb, indri

Dan Scanlon, Colliers International

John Whelan, Alexander Technology Group

Paul Mailhot — continued from page 1

Our **Entrepreneur Forum** on October 14 will feature Hyndsight Vision and VidFall. Join us as they receive expert advice from a hand-picked business leader panel.

The Seacoast is in our sites as we head over for the rebirth of eCoast in partnership with the Greater Portsmouth Chamber of Commerce. On October 15 we will host a TechTour at Pease Tradeport. Stay tuned for the tour sites!

The **TechWomen|TechGirls** initiative continues to connect female technologists with young women. It's all about feeding the future pipeline through a variety of STEM issues. November 16 kicks off STEM Ambassador Week, and we are mobilizing to enter schools across the state.

If innovative products are more your thing, be sure to register for the **2015 Product of the Year** celebration. This annual program names the best of the best tech product in the past year. In its 10th year, this year will have a special flavor as we invite back all previous winners to join us for the evening.

All of these programs are geared and designed to give tech professionals a place and a way to connect and expand their professional experiences and horizons. A great way to get involved in designing the Council offerings is to sign up for a **working committee**. Take a look at our offerings and sign up for a committee that matches your interests. Better yet, encourage your team members to sign up too; remember, every employee of every member company is a NH High Tech Council member. ■

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.



Where young people dream of becoming science and technology heroes.

usfirst.org



Workforce development begins at the work place

by Matt Cookson, Executive Director, NH High Tech Council

I am approaching the end of my fifth year as executive director of the NH High Tech Council, but my involvement goes back much further than that. I was a board member from 2007-2010 and an active member during my days at PC Connection in the 1990s. Back then we got excited about the latest Pentium processor and Palm Pilot. Today, it's the iPhone 6S Plus (well, sort of).

One early treat I had as a member of the Council was an invitation to inventor Dean Kamen's house shortly after the Segway was unveiled and I was able to take it for a spin on his deck. Now, 14 years later, that model Segway sits in a display at the Millyard Museum in Manchester.

My current role does still enable me to see some cool things from time to time. Earlier this month, the Council helped arrange a visit for U.S. Senators Kelly Ayotte and Angus King (from Maine), both of whom wanted to visit a unique tech company located near the border shared by New Hampshire and Maine. I was fortunate enough to join them on the tour.

Wilcox Industries is a 34-year-old company located in Newington that specializes in developing and manufacturing high quality tactical products for the military and law enforcement agencies worldwide. Wilcox CEO Jim Teetzel led us on a tour of the 120,000 square foot manufacturing facility, which he claimed, "is cleaner than most hospitals."

Teetzel, who founded the company, is passionate about the products he makes and the lives they save and protect. Quality and precision are key, and this was evident as we walked the manufacturing floor. His model of making nearly all of the parts for his products in-house is impressive and also eliminates the need to rely

on other suppliers.

He's also passionate about his 150+ employees and about maintaining a skilled workforce. Wilcox pays 100% of healthcare insurance premiums for its employees and their families. Teetzel says turnover is extremely minimal and there is a high level of employment loyalty. He attributes this to good jobs, good growth opportunities through advancement, and great benefits.

Developing and maintaining a highly skilled workforce is essential to success at Wilcox. It's also essential to the economic strength of New Hampshire.

In this fifth year as executive director, I see a need as an organization to take a deeper dive into our future workforce needs in the tech sector. We hear of tech worker shortages, we track job openings, and this gives us some sense of the sector's size, economic impact and growth potential. But we lack a true map of the sector and a plan for future sustained growth. Many of the puzzle pieces are there – they need to be assembled and the gaps need to be filled. Wilcox has done this as a company and we need to do it as a state.

Look for the Council to take a lead role in this area in 2015-16. As a sector, we have much to build on. We are growing at 4% a year and our median salaries are double the national average. High tech employment is 48% above the national average in NH. And there's much to be proud of historically, such as being the place where the first video game was invented and watching our tech start up community be nourished by such organizations as Alpha Loft, Live Free and Start, and the Council. It's time to kick it up a few more levels. Stay tuned New Hampshire. ■



NH HIGH TECH COUNCIL
Product of the Year

**Application Deadline Extended
to October 5, 2015**

Save the Date
November 12, 2015



2014 Award Recipient

PROSENEX



What's trending on social media

by Jen Nickulas, Cookson Strategies

It's great to see members connecting on Facebook, Twitter and LinkedIn to keep us – and colleagues – updated about major business milestones and other news. The NHHTC members Twitter list is where we go first to look for news and information to share with our media partner, NH Business Review. Check it out, and if you're not listed and should be, let us know so we can learn – at a glance – the topics and trends important to you. Here's what we're seeing lately.

A little help from your friends

Anar Solar connected with us, NH Innovates and Borealis Ventures via Facebook to arrange an IRL and chat to sound off a few ideas before a big presentation at Solar Power International's conference in Anaheim, California.

Leaders, influencers #humblebrag every once in awhile

Twitter was chirping with tweets from the September and October TechWomen Power Breakfasts with expert businesswomen and thought leaders SURFSET Fitness founder, Sara Hartwick and professional coach, Heather Ramsey, of Sojourn Partners, respectively.

Followers by gender

We also check in regularly to see how effectively we are connecting with YOU, because really, that's what all of our communications efforts are all about. Here's an interesting statistic: based on user demographic profiles, 35 percent of the people who connect with us regularly on Twitter are female, while on Facebook, 57 percent are female. Is Facebook the preferred social media platform for women in technology? Let's continue the conversation at @nhhtc or facebook.com/nhhtc.

Visitor Posts



Anar Solar, LLC ▸ **New Hampshire High Technology Council**

August 6 · 🌐

NHHTC member "Anar Solar, LLC" is proud to announce that we have been selected as one of the four pitch finalists in the "Start-Up Alley Challenge" at the upcoming Solar Power International trade show in Anaheim, CA.

Solar Power International – Start-Up Alley

The solar industry's most powerful event.

SOLARPOWERINTERNATIONAL.COM

1 Comment 1 Share

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1 share



New Hampshire High Technology Council Exciting news! Please keep us updated and let us know if we can do anything to help as you prepare for the finals. Good luck!

Like · Reply · 👍 1 · Commented on by Jen Nickulas [?] · August 7 at 9:39am



Anar Solar, LLC Hello again. Yes, we'd like to take you up on your offer to have the NHHTC staff and/or selected members review our

TWITTER STATS

Stats for 1 Twitter accounts in the NH High Tech Council group.

FOLLOWER DEMOGRAPHICS



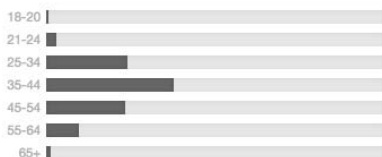
65%

MALE FOLLOWERS



35%

FEMALE FOLLOWERS



TWITTER STATS

+164

New followers in this time period.



165

Link Clicks



56

Mentions



40

Retweets



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NH High Tech Council @NHHTC

What makes a leader? How to become an influencer?

@HeatheRamsey of @SojournPartners leads the way for tech women
pic.twitter.com/m6RKzSvQt5

7d

We're changing up how we share technology news

You may have noticed a few changes in Council communications lately. We've revamped the biweekly email news ([sign up here](#) if you aren't already receiving it – it's full of great news and event information). We've amped up the Council's social media presence and continue to find new ways to connect with the business community. The new partnership with New Hampshire Business Review, called NHTechNews, brings weekly news from Council members and in-depth articles about tech trends and best practices to a wider audience. And now, it's time to announce the evolution of our newsletter, New Hampshire High Tech News, which has been produced every two months for nearly 20 years.

A new format

Our formal PDF and printed newsletter was initially designed when the 24-hour news cycle wasn't yet the norm and print mail was still price competitive with email. It was written, edited, curated, and laid out over a six-week time span and delivered to the business community for its reading enjoyment through snail mail, and later, via digital download.

Fast forward to 2015, and we now know that most people prefer to read their news in digestible tidbits, often online, and they don't want to wait two months to receive updates. That's why we've been rebooting our communications strategy by seeking out and sharing



timely resources with you as they become available through social media, bi-weekly emails, at events, and through media partners such as NHBR.

For the deep dives, think pieces and larger updates – from the executive director, legislative affairs and board chairman – we'll still produce them at least every two months, but deliver them via the news section of [nhhtc.org](#) and electronically via our email delivery channels.

A not-new goal

Our job remains the same – to nurture and grow New Hampshire's technology ecosystem. We're looking forward to the next chapter in member outreach and what it means for increasing members' visibility among the tech sector. ■



Legislative Review

Michelline Dufort is the Council's Legislative Liaison

The issues that the Council was involved in during the 2015 Legislative Session have been the very same issues that have played out in the headlines. Business taxes, an issue the membership felt was important, reached a crescendo in the final hours, and the version of the state's budget that was dramatically agreed upon by Governor Maggie Hassan and Republican leadership was confirmed with a strong vote in both houses. Access to and availability of capital remains a blocker for much of our entrepreneurial minds, and policy around that issue has a far way to go. Rail continues to be a much debated, and pivotal issue for many business groups and many businesses as one important way to make New Hampshire more viable in recruiting and retaining workers. And of course, workforce continues to be a leading issue of concern all on its own, and will continue to be.

Where the Council puts its political capital and resources in the 2016 session, as always, will be exactly where our members would like us to be. We need to hear from you so we may enter into the session with the best assessment of our impact as a sector, our areas of concern, where our best potential for growth lives and what issues you would like us to champion and give voice to in the State House.

We are asking all members to take a few moments to complete the **2015-16 Membership Survey** by October 12 to help us understand what's important to you. As always, please feel free to reach out with any direct questions and/or concerns at michelline@nhhtc.org. ■



Fundraising Considerations for Late Stage Startups

by Matthew D. Whitehead, Esq., McLane Middleton Professional Association

In its earliest stages of development, a startup company typically relies on funding from its founders, along with friends and family willing to contribute to the emerging business venture. As the startup grows, it will usually require additional funding and accordingly seeks larger investments through a seed financing round with angel investors or startup incubator programs – often through convertible note or SAFE debt financing arrangements. As the emerging company continues to scale its business, it will often need substantially more capital than the amount raised during any seed rounds. At this point, it may seek funding from venture capital funds and other institutional investors through a Series A preferred stock financing round.

Generally structured as a preferred stock offering, the company's Series A equity offering will provide investors with certain preferential rights. The following rights are representative of those commonly extended to preferred stockholders and is not intended to be an exhaustive list of such rights.

1. **Liquidation Preferences.** In the event of a liquidation event, such as a merger or sale of the company, investors with a liquidation preference have the right to receive a return of their capital (or a multiple thereof) before the company distributes any return to holders of common stock.
2. **Dividend Preferences.** Dividends are distributed to preferred stockholders before being issued to holders of common stock.
3. **Board seat.** In certain cases, preferred stockholders may have the right to a board seat in order to influence and assist the further development of the company.
4. **Anti-Dilution Protection.** Preferred stockholders will nearly always seek anti-dilution protection to guard against their shares being diluted by the subsequent sale of shares of stock at a price per share less than the price they paid during the Series A round.
5. **Right of First Offer.** Preferred stockholders often try to negotiate a right of first offer to invest in later rounds to maintain or increase their stake in the company during various rounds of financing.

Regardless of the rights conferred to investors through the Series A preferred stock offering, it is critical that the startup not lose sight of the big picture and continue to keep its business and corporate house in order. Perhaps most important for the company is that it properly value itself at the outset of the fundraising process. A valuation too high can stymie fundraising efforts, while a valuation too low will dilute the equity of founders, employees, and early stage investors. Compliance with federal and state securities laws is an equally important consideration that should always be on the company's radar during any debt or equity offerings, whether at the Series A financing round or otherwise. Raising capital at the Series A stage implicates a host of other legal considerations, including compliance with corporate formalities, upkeep of corporate governance documents, and careful maintenance of the company's capitalization table. ■

TAKE THE LEAD.



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MEMBER SPOTLIGHT



Business site: www.AuthEntry.com

Consumer site: www.GateKeeperPro.com

Twitter: @AuthEntry

How were you founded and who is/was involved?

AuthEntry LLC, Hampstead New Hampshire, established in late 2013, is emerging as the foremost leader in next generation authentication. We deliver the most comprehensive and secure Identity Access Management "Passwordless" computing platform on the market today. GateKeeper-Pro is an on-demand mobile and desktop SaaS solution that combines three critical security practices into one comprehensive software solution. (Password and Identity Access Management, Strong Multi-factor Authentication and Secure Single Sign-on) for any application, account, physical network or IP addressable assets.

AuthEntry was founded by Andy Hebert. Company leadership also includes Michael Register, Dylan Register, and Al Calamari.

What does your company do?

We are reinventing authentication to tackle one of the world's biggest security problems head on – the password.

What's unique about your business?

We have revolutionized authentication and end user access with a multi-dimensional solution that provides effortless and ultra secure logins. By combining a single sign-on environment with strong individual application level credentials and two factor authentication. We've added additional layers of protection while taking away the inconvenience and multiple steps of other common solutions on the market today.

How many employees do you have?

Currently five, with 10 projected by the end of 2015.

Tell us one thing you'd like to promote to our NHHC members.

If your company wants to create a more secure and convenient password-less computing environment where you don't have to use or remember multiple passwords and login credentials, we are the solution for you. From one employee to thousands we have a solution for you that is up and running in minutes!

What made you decide to apply for TechOut?

We feel that we have a lot to give to the business community besides a great security solution. We have big growth plans in place including hiring local talent for both technical and non-technical job seekers and a new corporate location in the Manchester area (TBA). The TechOut competition will give us exposure we otherwise may not receive, and as an added bonus supply us with funds to fuel that growth if we are selected as one of the winners!



Welcome New Members

Accretive Solutions

Heather LaDue, hladue@accretivesolutions.com
603-702-3976
322 Meadow Fox Lane, Chester, NH 03036

Accretive Solutions delivers operational and execution-focused solutions led by experienced consultants who enable the firm to enjoy meaningful, long-term relationships with 800+ clients.

Portsmouth Chamber of Commerce

Doug Bates, **603-610-5510**
500 Market Street, Portsmouth, NH 03801

The Greater Portsmouth Chamber of Commerce is organized for the purpose of advancing the economic, industrial, professional, cultural and civic welfare of the Greater Portsmouth area.

The Renegade Leader

Debora McLaughlin
Debora@therenegadeleader.com, **603-324-7171**
One Tara Blvd, Suite 200, Nashua, NH 03062

ICF Professional Certified Coach, bestselling author and Board Certified Psychotherapist, Debora McLaughlin combines 25 years of real-world experience in sales, consulting, public relations, coaching, psychology and neuroscience with certifications in multicultural diversity, executive and business coaching to help clients gain quick results.

HVSquare

Vineet Bansal
Vineet.bansal@hvsquare.com, **617-510-9183**
16 Tumble Road, Bedford, NH 03110

HVSquare, a Manchester based company, is leveraging technology to provide an economically bargained value to the consumers, while improving utilization for small businesses. HVSquare's mobile commerce platform called 'dealici' for restaurants is addressing a real industry problem, low customer footfalls during non-peak hours. Dealici has several interesting features that present a unique value proposition to both restaurants and consumers, hence making it a win-win situation.

Crash Alert

Riley Rodgers
Rodgers.riley@yahoo.com, **603-689-3326**
PO Box 808, Hollis, NH 03049

Crash Alert is a soon-to-be released mobile app for drivers.

Mountain Club on Loon

Gary Armitage
gparmitage@mtnclub.com, **603-868-1864**
31 Longmarsh Road, Suite 200, Durham, NH 03824

The Leadership Institute at the Mountain Club on Loon helps organizations deal with the challenges of doing business today by improving team performance. They are currently offering High Performance Leadership in conjunction with the University of New Hampshire.

BEI Networks

Darby Bruno
darby@bei.tc, **603-235-2625**
3 Executive Park Drive, Suite 244, Bedford, NH 03110

BEI is a privately owned business that has been providing business-class IT support to companies throughout the Washington DC metro area since 1987. Services include network evaluation, design, installation and support. Often functioning as the out-sourced IT department for an organization, BEI also frequently assists organizations with internal IT departments.

City of Rochester

Karen Pollard
Karen.pollard@rochesternh.net, **603-335-7522**
31 Wakefield Street, Rochester, NH 03867

The City of Rochester, NH has a dynamic and expanding business climate thanks to the innovative industrial history of the past, which has ushered in a thriving advanced manufacturing/aerospace composites sector.

Sojourn Partners

Jamie Mechachonis
jamiem@sojournpartners.com, **603-339-0377**
2 Bedford Farms Drive, Suite 102, Bedford, NH 03110

Sojourn Partners is a results-driven executive leadership coaching firm that empowers the professional workforce to think differently in order to realize the full return on investment in themselves and their companies.

Member News

McLane, Graf, Raulerson & Middleton is now **McLane Middleton PA**. [Read more.](#)

Four **McLane Middleton PA** attorneys named 2016 'Lawyer of the Year' by Best Lawyers in America and 38 of McLane's attorneys were included in 2016 Best Lawyers in America. [Read more.](#)

Save the dates: **NHMEP** is organizing Manufacturing Day on October 2, 2015; NH Manufacturing Week October 6-9, 2015. [Read more.](#)

2015 **Flatley Challenge** is underway. Win free rent for a year and fit-up costs. [Read more.](#)

Entrepreneurs Foundation of New Hampshire sponsors 100 student tickets to TechOut. Teachers, group leaders, bring your students for free. Email michelline@nhhtc.org to reserve your tickets; they're issued on a first-come basis.

Hyndsight Vision and **Vidfall.com** will headline the October 14 Entrepreneur Forum. Retro Affect and Game Assembly will be featured as SkyDive presenters.

Do you work in hardware, software, telecommunications, aerospace, robotics, biotech, development and programming, social media, engineering or advanced manufacturing? If so, you're invited to sign up to become a TechWomen ambassador for the new TechWomen Ambassadors Week. Work with small groups of ninth grade young women for two hours in a roundtable format, and share your expertise, educational experience, advice and encouragement. [Read more.](#)

The 10th anniversary of Product of the Year awards event is on November 12 at the Manchester Country Club in Bedford. The 2015 winner will get center stage at the Council's new I-93 Welcome Center display in Hooksett. Applications due October 5. [Read more.](#)

Alexander Technology Group and **Adaptive Communications** among the 19 New Hampshire companies named to the 2015 Inc. 5000 list. [Read more.](#)

Adored's Tim Thyne named a finalist for Stay Work Play's Rising Stars Awards "Young Entrepreneur of the Year" category; **Red River Computers** and **Single Digits** named finalists in award's "Coolest Company for Young Professionals" category. Winners will be announced at an October 5 event.

Solidscape to work with partners to build 3D ecosphere in China. [Read more.](#)

The University of New Hampshire at Manchester was named a GPU Education Center by NVIDIA, the world leader in visual computing. [Read more.](#)

Adam Lord joins **Neoscope Technology** as Tier 1 Desktop technician; Peter Roberts as Systems Engineer. [Read more here](#) and [here](#).

Hyndsight Vision releases a new wire-free rear view vision system for agriculture industry. [Read more.](#)

Southern New Hampshire University partners with the New England Patriots on community education initiatives. [Read more.](#)

Michelline Dufort of **Cookson Strategies** (and NHHTC's director of business relations) discussed how the Council launched its TechWomen initiative at the Technology Councils of North America (TECNA) annual meeting. [Read more.](#)

FairPoint Communications releases new white paper on the advantages of data center co-location. [Read more.](#)

EVENTS

Why Big Data is a Big Deal: UNH Manchester welcomes a panel of leading minds in analytics to discuss how big data is transforming the way businesses and organizations operate – and why data savvy individuals are in high demand.

Wed., Sept. 30 | 7:45 to 9:30 am – Manchester [More](#)

Rise of the Rest Pitches and Celebrations: During its New Hampshire stop, the Rise of the Rest tour will host a \$100,000 Pitch Competition and events with AOL founder Steve Case.

Thurs., Oct. 1 | 4:30 pm – location TBD [More](#)

TechTober Fest: Join Dyn for this one-day event, created to provide inspiration, education, and the connections you need to ensure your business or organization is using the Internet to its fullest competitive advantage while transforming your online presence.

Thurs., Oct. 1 | 8:30 am – 6:30 pm [More](#)

NH Manufacturing Day and Manufacturing Week:

Celebrate the week-long recognition of this important industry with several events and activities.

Oct. 6 to 9, with Manufacturing Day on Oct. 2. [More](#)

TechOut: TechOut is New Hampshire's largest recurring startup competition and will award \$100,000 to three Granite State startups, along with expert advice and mentorship. Presented in partnership with Alpha Loft, first place receives \$50,000, second place \$30,000 and third place \$20,000. A panel of judges awards the top two prizes and the third prize, \$20,000 cash, is decided entirely by the audience the night of the event.

Wed., Oct. 7 | 5:30 – 7:30 pm, Manchester [More](#)

13th Annual Governor's Advanced Manufacturing and High Technology Summit: This year's theme, "manufacturing matters!" will be celebrated with workshops focused on workforce development best practices, lean product development and leading change. Keynote speaker is Alison Lands, senior manager at Deloitte's strategy and operations practice.

Fri., Oct. 9 | 7 am to 1:30 pm – Manchester [More](#)

Entrepreneur Forum: Watch two local companies discuss their startup stories and growth challenges at this popular event, where Hyndsight Vision and Vidfall.com receive real-time feedback from our hand-picked panel of experts.

Wed., Oct. 14 | 5:30 to 8:30 pm, FIRST, Manchester [More](#)

TechWomen Power Breakfast: The TechWomen Power Breakfast series is part of the Council's TechWomen|TechGirls initiative that builds on a strong community of women enthusiastic about technology and supporting efforts where girls are exploring STEM as a career or area of study. Wendy Tirollo, CEO of TRM Microwave, will be speaking at the event, touching on her unique professional journey as well as her approach to management.

*Wed., Oct. 14 | 7:30 to 9 am,
Manchester Country Club, Bedford [More](#)*

Human Resources Exchange – Narrowing of the Travel Lanes: Independent Contractors: Attorney Liz Bailey of Sheehan Phinney Bass + Green will discuss this month's topic, intended to help HR managers, CEOs, supervisors and other professionals and provide opportunities to share information and experiences in this important area of management.

Wed., Oct. 14 | 8 to 9:30 am, Manchester [More](#)

Aerospace and Defense Technology Day: Join researchers from UNH and the business community to identify and develop projects, solve challenges and accelerate scientific innovation in the aerospace and defense industries. *Wed., Nov. 4 | 9 am – 4 pm [More](#)*

Product of the Year Awards Celebration: Find out which innovative company will bring home the 2015 POY trophy.

Thursday, November 12 | 5 to 9 pm – Manchester Country Club, Bedford [More](#)

TechWomen Ambassador Week: Connect with young women through events at schools, businesses and industry organizations throughout the week. We are seeking volunteers to share expertise, advice and encouragement via two-hour sessions at schools across the state. *November 16 to 20 [More](#)*

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