



HIGH TECH NEWS

A PUBLICATION OF THE NEW HAMPSHIRE HIGH TECHNOLOGY COUNCIL

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PRODUCT OF THE YEAR 2010

5th Anniversary Product of the Year Promises Fun, Suspense, and Excitement

Mark your calendars now and hold the evening of November 15. Better yet, reserve your table or seat. The annual NHHTC Product of the Year (POY) event and dinner is only weeks away and is always a fun and exciting time for attendees and participants.

Each year, the NHHTC solicits applications from New Hampshire companies that have a new or recently developed product or service they believe is worthy of being recognized as the best of the year. We began soliciting applications over the summer and a panel of judges will narrow this down to no more than five finalists. These five finalists will receive the Product of the Year Judges' Award and will present their products in a trade show format that includes a seven-minute presentation to the entire banquet audience of about 300 people.

The Fifth Annual Product of the Year banquet will be held on November 15th at the Radisson Hotel-Center of NH in Manchester and companies and individuals are encouraged to register at www.nhhtc.org or by calling 924-8324.

"Over the past four years, 18 New Hampshire companies received the Product of the Year Judges Award and all were honored at the NHHTC annual awards dinner and featured along with their product at the Manchester-Boston Regional Airport in the NHHTC Hall of Fame. Millions of visitors view this display, which bears witness that NH is a great place to locate and grow a high tech business," said Art Bruinooge, member of the NHHTC Board of Directors and POY event chair.

The event requires audience engagement and participation, as the entire audience casts their vote for their top product after the presentations are made. The audience vote counts towards 50% of the final tabulation and the initial judge's vote counts for the remaining 50%. The winner will be

announced at the conclusion of the banquet and will earn the prestigious NHHTC Product of the Year crystal trophy, which was designed for the Council by Pepi Herrmann. The trophy and the finalist's winning product will be on display at the airport for one year.

Companies that have won the Product of the Year award over the past four years were Nanocomp Technologies, UltraVision, Insight Tech Gear, and Holase, Incorporated. To date, several prominent organizations are sponsoring this year's POY event. They include Dyn, FairPoint, Cook, Little, Rosenblatt, Manson PLLC, Sadler Insurance Agency, and One Beacon Technology Insurance. Additional sponsorships are available and information can be found at www.nhhtc.org. ■



Your Fall Action Item: *Engage!*

In the past few weeks, I've noticed the outside temperature dropping and the days getting shorter, which means in typical New Hampshire fashion, we'll all



Tom Daly
NHHTC Chairman

start receding into our businesses and homes for more hours of the day. We ended our September with the first ever NHHTC "Techno Golf Tourney" which attracted about 100 players and lots of mulligans and illegal gadgets that enhanced many golf scores, including my own.

This year, as you prepare to put the shorts and clubs away, you can "beat the cold" by stepping up your involvement with the NHHTC. Our fall season of programs promises to be an exciting lineup of events! Here's the breakdown:

On October 14th and 15th, join NHHTC and the Portsmouth Chamber of Commerce for TechWorld 2010 at the Pease International Tradeport in Portsmouth. The TechWorld agenda promises packed sessions with tracks for those interested in business, technology, and education/employment. Thursday evening will feature the NHHTC Software Awards dinner, where NHHTC will recognize the state's "software company of the year" and "software educator of the year." The Software Industry Exchange (SwIX), which was

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NEW HAMPSHIRE HIGH TECHNOLOGY COUNCIL

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What Healthcare Reform Means for Businesses

Whether or not you support healthcare reform from Washington, it's now the law of the land, and is already being implemented in NH and across the country. The important issue now is what does reform mean for businesses? Here is a summary of the provisions that will impact most businesses, as well as some of the differences that exist within the business community across the country.

The healthcare reform law will take eight to ten years to fully implement. However, the self-employed and some small employers will begin to feel the impact soon. Others won't see changes for a few years.

YOU RUN A SMALL BUSINESS:

Note: Small business employees who have health insurance will receive the same new benefits and protections as those who work for large employers with group health plans.

- **Tax Credits for Employers:** Businesses with fewer than 25 full-time workers that pay an average salary of \$50,000 or less per year get an immediate tax credit of up to 35% on the premiums they pay for employee health coverage. The credit rises to 50% in 2014. The amount of the credit you receive depends on how many workers you employ and their average wage. Starting in 2011, small businesses can also receive government grants for up to five years to establish wellness programs.

- **New Insurance Options for Employers:** Starting in 2011, small businesses can offer "cafeteria plans" which allow employees to transfer before-tax earnings into accounts that can be used for medical expenses. Starting in 2014, businesses with fewer than 100 employees can buy insurance for their employees through a state-run health insurance exchange. Businesses with 50 or more employees will pay an annual penalty of \$2,000 per employee if they don't provide coverage. Those with under 50 employees are exempt from a penalty.

- **New Reporting Requirement:** A provision of healthcare reform expands the 1099 tax reporting requirements applicable to almost all businesses. Currently, businesses are required to file a Form 1099 with the IRS to report payments to a person for services when the aggregate amount exceeds \$600. Reporting is also required for rents, royalties and other gains or income in excess of \$600. Payments to corporations generally were not subject to these requirements. Now they are. Congress changed the definition of "person" in the law to include "any corporation." The only exception are corporations that are tax exempt, such as 501(c) organizations. The other change was the addition of the words "amounts in consideration for property" to the type of payments reportable on a 1099. Both are effective after Dec. 31, 2011. It appears Congress will change this provision due to the significant criticism from the business community as well as the IRS.



Fred Kocher
NHHTC President

YOU'RE AN EMPLOYEE RECEIVING EMPLOYER INSURANCE:

You can keep the insurance you have now and will not be forced into a government plan.

- **New Benefits and Protections:** Starting this September, insurance companies can no longer place lifetime limits on what they will pay for your care. Beginning next January, insurance companies will have to pay a larger portion of the money you pay for coverage on medical care instead of counting it as profits or overhead. All new plans must provide free preventive services and screenings, but it's still not clear whether this change applies to existing employer plans.

- **If You Have Children:** If your insurance offers a family plan, adult children can be covered until they turn 26. No child under 19 can be denied coverage because of preexisting conditions. These changes start this fall.

- **New Long-Term Care Insurance:** Starting next year, if your employer takes part in the new long-term care insurance plan, you can choose to pay monthly premiums through payroll deductions.

- **If You Take Early Retirement:** Starting this past June, and running through 2013, the government provides money to help employer health plans cover early retirees ages 55 to 64 who aren't under Medicare.

- **Wellness Incentives:** Starting in 2013, employers will be allowed to offer employees discounts of up to 30% on their insurance costs if they take part in a wellness program or meet health goals such as quitting smoking.

- **New Coverage Options:** If your employer coverage is too expensive, starting in 2014, you can switch to a plan offered through the new health insurance exchanges.

Here's a new website where you can keep track of developments with healthcare reform:
www.healthreform.gov

formally known as the Software Association of NH (SwANH) before it merged with the NHHTC last spring, has played a central role at incorporating these awards and sessions for software companies into TechWorld.

Quickly following, join NHHTC at FIRST Place in Manchester on October 20th for our first 2010-11 Entrepreneur Forum. The Entrepreneur Forum will feature two businesses presenting their products to gain feedback and insight on marketability and finance strategies (see the page one article in this newsletter describing the event and our presenters in greater detail). As always, our panel of esteemed businesspersons will offer their guidance and advice to our presenting companies. This is a great opportunity to network and connect with local businesses in an intimate setting.

To wind down 2010, join us on the evening of November 15th at our annual Product of the Year awards dinner. Each year our panel of NHHTC judges and your crowd-sourced votes come together to recognize the top Product of the Year. The evening promises networking with well-known and top achieving technology and business representatives, followed by dinner, presentations, voting, and an announcement of this year's winner.

Can't join us at the events? That's OK – follow @nhhtc on Twitter, or join our growing LinkedIn group. Ashlee Lange, our social media star, will keep you posted on the latest updates and events coming from NHHTC. You can expect live, to the second Tweets being posted from all three of our upcoming events.

Finally, my last engagement pitch: The NHHTC Board of Directors is planning to roll out a new Corporate Sponsorship program for 2011. As an NHHTC Corporate Sponsor, you'll be able to pick and choose your event sponsorships ahead of schedule for each event, maximizing your marketing dollars, and streamlining the NHHTC sponsorship process. In short, we'll only pester you once a year! Our membership and marketing committee is currently soliciting feedback from our members and sponsors about the implementation of such a program and so your feedback is welcomed. Please contact me at tdaly@nhhtc.org for more information. ■

Education Committee Sets Objectives for 2010-11, Selects Vice-Chairs

The New Hampshire High Technology Council's Education Committee is off to a great start of the 2010-2011 year. After two years as Chairman, Matt Cookson has stepped down to serve as deputy executive director of the NHHTC and I have stepped in after serving as vice chair. We are very pleased to report that Matt is staying on board as the official ambassador to EPSCoR (Experimental Program to Stimulate Competitive Research).



Jason Alexander

There have also been a number of positive changes since our last report including the appointment of Will Arvelo (President, Great Bay Community College) and Mary Laturneau (Director, ITM Partnership) as the committee vice chairs. Will's focus on higher education and Mary's focus on K-12 gave us a great opportunity to split the vice chair role and effectively target our educational market segments. We also recently welcomed Tammi Pirri (VP of Human Resources for Black Duck Software) as the administrator of the Kocher Technology Scholarship program. NHHTC offers Kocher Scholarships to dependents of member company employees. The program is administered through the New Hampshire Charitable Foundation, a 501(c)3 organization and the Education Committee will now be providing oversight of this unique scholarship opportunity.

The committee has assumed bold objectives for the coming year, including the following:

- Improve the communication between interns and internship opportunities in New Hampshire
- Drive visibility and support of Green Launching Pad (<http://www.greenlaunchingpad.org/>)
- Drive member involvement and new membership through administration of the Kocher Scholarship (<http://www.nhhtc.org/index.php/scholarships.html>)
- Improve high school awareness of collegiate high tech programs (raising the percentage of NH high school grads that attend NH-based colleges)

We look forward to reporting our year-end accomplishments and thank our members for their continued support. ■

Entrepreneur Forum Presenters and “Sky Divers” Lined up for October 20 Event in Manchester



Two companies have been selected to present their products to a panel of experts and a live audience to gain feedback and insight on marketability and finance strategies at the Entrepreneur Forum on Wednesday, October 20th. iPlayerHD (iPHD) will present its new video hosting platform and Securlytics will discuss its cloud-based usage analytics and security software during the first of three annual Entrepreneur Forums.

The October 20 event will be held at the FIRST headquarters in Manchester, New Hampshire from 5:20 until 8:30 pm. iPHD and Securlytics won the right to present at the Forum following a very competitive application and review process.

The New Hampshire High Technology Council produces a series of educational programs to support entrepreneurship and provide high-level resources to rapidly growing companies. At the Entrepreneur Forum, companies present their business challenge to a panel of industry experts, and receive board-level and executive advice on how best to address their challenge, all in front of a live audience.



iPlayerHD is a powerful, affordable, and easy-to-use tool that delivers a stunning web video experience. iPHD's simple interface makes it a breeze to quickly upload video content and immediately display it on customizable iPHD web pages or within customizable embedded players. iPHD is a profitable, subscription-based HD web video hosting and streaming video solution. Their platform is ad-free so video messages are branded by the customer. The company is currently based in Newfields, New Hampshire.



Securlytics targets user persona and delivers targeted relevant content to the users. Securlytics usage metrics tracks the user behavior and suggests content based on keyword searches made by peers. For content publishers, Securlytics secures their intellectual property from unauthorized distribution, enhances their ability to improve the content based on analytics provided, and targets content delivery based on the user behavior. Securlytics focuses on content distributed using physical media and cloud delivered content. The company is currently based in Northborough, Massachusetts.

iPHD and Securlytics will be given 15 minutes each to present their business plans and receive feedback from a panel of experts and the audience. Each company is provided its own panel of experts that are specifically

recruited for the each presenting company.

Typically, panelists will include at least one investor (angel, venture capitalist, corporate investor, or financial institution) appropriate for the stage of the company and the amount of capital sought. Other panelists are chosen for their familiarity with the industry, technology, marketplace or strategic issues being addressed.

The panel acts as venture advisors for an evening and provides feedback and potential solutions to challenges faced by entrepreneurial companies based on their own professional experiences and expertise. These business challenges are those encountered by most entrepreneurial companies - including financial, marketing and sales, technology, operations, management, growth, diversification, and more.

In addition, two other organizations have an opportunity to provide shorter “Sky Dive pitches” during the event. Participants are typically from early stage companies or a non-profit or student-driven entity that focuses on a specific challenge or opportunity they are facing.

This year's Sky Dive presenters are Stay Work Play and Resara.

Stay Work Play NH, Inc. was established as a nonprofit organization in 2009 to further the 55% Initiative, and support and advance several recommendations made by the Governor's Task Force on Young Worker Retention. It serves as an independent organization that runs a comprehensive website and associated marketing effort regarding what New Hampshire can offer to the 20-30 year old demographic in terms of staying, working, and playing here.

Resara LLC is a software company that was founded in 2005 by two passionate, young entrepreneurs. The company launched with a Linux computer solution for schools, which has built it into a reliable small business. Today, Resara is diversifying its offerings with a new product geared toward small businesses, with the aim to significantly grow the company over the next five years.

The event includes a cocktail hour with light fare and networking opportunities, as well as the presentations and opportunities to engage the presenters at the event and in question and answer sessions. A second networking opportunity occurs between the two presentations. The cost for the event is \$25 for NHHTC members and \$30 for non-members and individuals can register online at www.nhhtc.org or by calling 924-8324.

The NHHTC holds three Entrepreneur Forums per season. These events are designed to attract attendees that include entrepreneurs who are developing a business idea or have an interest in the subject matter of the presenters, members of the financial and investment community, and students. The next two events are scheduled for February 9, 2011 and May 18, 2011. ■



TECHNO GOLF



A little rain and mist didn't dampen the spirits of nearly 100 golfers who showed up to bend the rules of the game during the first ever NH High Technology Council Techno Golf Classic tournament at Stonebridge Country Club in Goffstown on September 27.

Using their strings, mulligan cards, bandit golf balls and other devices that helped shave off strokes, many of the foursomes came in well under par in the scramble tournament. The Devine Millimet & Branch foursome took home first place with an eye popping 57. They were closely followed by the Public Service New Hampshire and EPIC teams, with scores of 61 and 62.

The Devine team included Steve Cohen, Mike Whitney, David Heath, and John Weeks. Playing for PSNH were Gordon Tuttle, Yvan Lacroix, Megan Prieto, and Ken Collins. And Steve Travaglini, John Mousis, Peter Niarhos, and Jerry Boulanger comprised the EPIC foursome.



"We're very pleased with the turnout for this first-ever event and the level of interest and enthusiasm we saw from our participants. It was clear that attendees appreciated the opportunity to submit scores many professional golfers would be jealous of and I believe that we may have started a fine new tradition for the High Tech Council," said Art Bruinooge, member of the NHHTC Board and head of the committee planning the event. "A hearty thanks to our participants and sponsors!"

Corporate sponsors included the following: Devine Millimet & Branch, PA; Xyratex International; Dell, Inc; Sadler Insurance Agency; Good Leads; Dyn; and Liberty Mutual. Our media sponsor was NH Business Review.

Acceptable illegal devices could include illegal golf balls (such as bandits, desperados, or pirates), over-weighted drivers and face enhancers, "spin doctor" irons that use "Whack it Wax," laser putters, and anti slice tees. The only rule is that players must actually hit the ball with an object. In other words, tennis rackets, baseball bats, hockey sticks, even pool cues on the green were completely acceptable.

The event also included a lunch barbeque, many prizes, and networking opportunities. Prizes were awarded for longest drive, straightest drive, closest to the pin, first, second and third place, last place, best technologically equipped foursome, and a car for the grand prize hole in one (which no one won on the challenging 13th hole). John D'Amato of Dyn took home the grand raffle prize - a one-year membership at Stonebridge Country Club valued at \$2,000.

Based on the interest level and feedback, the Council plans to add the Techno Golf Tourney into its calendar of annual events. Members, non-members, and players (both good and not so good) are encouraged to begin considering what gadgets they may want to employ next year to help beat the now-established techno golf low score of 57. ■



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It's clear a good time was had by all, as the photos demonstrate. To see or download more photos, view our Flickr gallery online (search NHHTC).



First Place



*Congratulations to
Team Devine, Millimet & Branch*

Microsoft CTO and PixelMEDIA Co-Founder Headline TechWorld 2010



TechWorld 2010, New Hampshire's largest high-tech summit in a decade, will feature two high-tech luminaries as keynote speakers: Microsoft CTO Steven Resnick and PixelMEDIA owner Thomas Obrey.

Organized by eCoast, the NH High Technology Council, and the Greater Portsmouth Chamber of Commerce, TechWorld is a high-tech summit for all to showcase Seacoast NH's high-tech innovations and to provide a forum for the region's top innovators, investors and recruiters. It takes place Oct. 14 and 15 at Pease Tradeport and includes three programming tracks: Technology, Business, and Career Growth.

Resnick and Obrey will headline a bevy of speakers and breakout discussions during the two-day high-tech summit. Topics include raising venture capital, cloud computing, social media for business, mobile application development, open source development, and open educational resources.

"We are very fortunate to have two speakers from Microsoft and PixelMEDIA with such exceptional insight into entrepreneurial application of technology as well as experience maximizing technical solutions to suit organizations," said Portsmouth Chamber President Doug Bates. "We eagerly anticipate hearing Mr. Obrey and Mr. Resnick."

Resnick, CTO Worldwide of Microsoft Technology Centers, Microsoft Corporation, is slated to address the conference Oct. 14 while Obrey, a co-founder and Chief Operating Officer of PixelMEDIA, is scheduled to speak Oct. 15.

Obrey's address likely will touch on the evolution of the Seacoast and NH in general as a high-tech hotbed. He and Erik Dodier, PixelMEDIA's President and CEO, started PixelMEDIA as a partnership in an apartment in Dover in 1994. By 2009, they'd moved the company and its more than 50 employees to PixelMEDIA's fourth location, a custom remodeled office at Pease.

Resnick, as CTO for the Microsoft Technology Centers, is responsible for the technical direction, prioritization and delivery quality of 22 centers around the world. He helps clients map business priorities to technical solutions to improve their agility and return on their Microsoft investment. He has specialized in Internet technologies and distributed computing at Microsoft since 1995.

TechWorld will showcase the Seacoast and NH in general as a fertile high-tech environment and celebrate successful area tech companies. NH Gov. John Lynch is scheduled to deliver NHHTC's annual software awards during TechWorld's reception, Thursday, Oct. 14. The NHHTC, through the Software Industry Xchange (SwIX), has two award programs: the software educator of the year and software company of the year.

The award program has been in existence for several years and was previously managed by the Software Association of NH (SwANH). In early 2010, SwANH merged with the NHHTC and SwIX became a software working group within the Council. The awards were redesigned to compliment the current NHHTC awards (Product of the Year / Entrepreneur of the Year) with a focus on the software industry.

FairPoint Communications is underwriting TechWorld. Other sponsors include the University of New Hampshire, Elite Technical Solutions; Cook, Little, Rosenblatt & Manson, PLLC; PixelMEDIA; Good Leads; BayRing Communications; BayTech Services; Genius Switch Studio; Vital Design; Chameleon Group, LLC; Trade Wings; Creative Mind Search Marketing; and Isaac Brake & Associates. ■

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



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Launching a Company in a Down Economy – Advantages and Disadvantages

Given today's uncertain economy, is it smart for an aspiring entrepreneur to start a company? There are no absolutes to this question, as every situation is different. However, there are some basic truths that one should be aware of before making the necessary decisions (yes, they are plural). It is fair to say that these decisions are complicated by the reality of today's economy.

Starting a company is not for the faint at heart – and more so in a tough economy. It requires a huge commitment in terms of time and energy. Unless it's a one person company, you will be responsible for other peoples' livelihoods. Do not underestimate the stress level this puts you under or the crazy hours you'll have to work. Then look at why you want to start a company. If it's to get "rich," you'll probably be disappointed. If you're realistic in your estimates, you'll find it's

very likely that as an executive in a company you'll earn

a similar amount of money with less risk.

If it is because you are passionate about creating things and want to lead a team to success, where success is measured with happy customers, you have

a much better chance at reaching your goals. In better economic times, the risk involved in starting a company was less since it was fairly easy to find another position quickly if the startup didn't work out. Currently, this isn't the case – so consider your financial stability before you make the jump.

Having great partners in founding the company is important. You can share the load and also help balance each other's skill sets and expertise. A strong advisory board with entrepreneurs who have been on this journey before will help guide your success. Listen to them carefully, but remember that at the end of the day it's your job to make it happen.

Raising money to fund your company can be daunting. The uncertain economy makes access to money tight, with angel investors and venture capitalists (VCs) being much more cautious about investing. The larger VCs have the added dilemma of needing a return on their investment equal to at least five times that amount. They also need to see an exit strategy, either through an IPO or acquisition. So companies that could be a great small business aren't something they can be involved in. On the angel side, there are many options. There are established firms such as CommonAngels that help companies get started. There is also the "friends and family route" to bootstrap the company. All of these are viable options but be realistic on how much you'll need to build a profitable company. Over time, you may find yourself using all three routes. This is a difficult and time-consuming process, and the current economy is making it even more challenging.

Given today's uncertain economy, is it smart for an aspiring entrepreneur to start a company?

There are more options for space to house your startup. Try pursuing a route of moving in with another startup that has extra space. This is a good way to get some low cost space that's already built-out. If this doesn't work, you should still be able to find space at a very competitive price. Don't over-commit on space from the start. Your growth rate will likely be slower than you projected. Space is easier to secure at a better price in a down economy.

IT infrastructure can be done more economically than in the past. You can rely largely on SaaS applications. Your email, accounting, source code management, data sharing, web hosting, and CRM, along with other applications, can be done off premises. You can also contract for legal and human resources help as you need it. Using SaaS application will allow you to pay monthly, instead of buying expensive software licenses and servers. You'll still need to manage desktops, servers and the network in-house. Budget this carefully and don't over build.

Attracting great people to a startup can be difficult. The shine of startups has worn off. Prospective employees are not as lured by the glamour of startups unless the founding team has a proven track record. The startup mission will need to be compelling. There are more folks looking for positions due to company downsizing or consolidating work, so finding people shouldn't be difficult. Your challenge will be finding the right people with the right skills that share your passion and are willing to take a chance.

During the development phase, remember that the economy is affecting suppliers as well. Push for forward pricing based on your company being successful. In a more robust market, this would be difficult to negotiate. It won't be easy now, but is more doable. You'll find people who wouldn't have talked to you in 2007 are now willing to talk.

As you think about going to market, look at how you can leverage Internet marketing to reduce cost of sales. This is a critical tipping point for any company. Cost per leads has to be carefully managed. I recommend reading *"Inbound Marketing: Get Found Using Google, Social Media, and Blogs"* by Brian Halligan. This will give you some good ideas on how to drive leads at a manageable cost.

So net/net, while the economy has made some aspects of starting a company more difficult, it has also provided some advantages as well. Don't let fears of economic woes stop you from starting. ■



Paula Long
NHHTC Board
of Directors

— Paula Long, is an entrepreneur who has been involved in startup companies for the last 10 years.



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Member News

Cook, Little, Rosenblatt & Manson welcomes Attorney Clara Dietel to its Employment Law Group, which assists employers in complying with state and federal laws during all phases of the employment relationship.

Jamie Rajotte-Tremblay, founder of **Captivating Talent LLC**, has been elected president of the National Human Resources Association. She has extensive experience providing human resource leadership, strategic partnership and recruiting services with early-stage and high-growth companies. For more information visit www.captivatingtalent.com or www.humanresources.org.

The **Amoskeag Business Incubator** has a 300 square foot office available for lease beginning October 1, 2010. Please inquire by calling 629-9511 or e-mailing Info@abi-nh.com.

JP Sercel Associates, Inc. (JPSA) a leading manufacturer of laser scribing and laser lift-off (LLO) systems for LED production, announced that their 2010 shipments of laser processing systems for LEDs is up 250% in the first three quarters of 2010 from 2009 shipments. The increasing demand for high throughput 266nm front side scribing tools for sapphire, and HB LED wafers is being driven primarily by major Taiwanese and Korean manufacturers.

Nanocomp Technologies, Inc., a developer of energy-saving performance materials and component products from carbon nanotubes (CNTs), announced two new additions to its executive team: William J. Schmidt joins as chief financial officer and David Gailus becomes vice president of engineering. With the expansion of its leadership team, Nanocomp will significantly accelerate its work to scale-up the manufacture of CNT sheet and yarn products for key aerospace and defense applications, including lightweight electrical components and next-generation body armor for U.S. servicemen and women.

SOFTLETTER, the leading source of business insights and data analysis for software developers and publishers, announced today that its groundbreaking SaaS University Conference will be held November 9-11 at the Dedham Hotel in Dedham, MA. The SaaS University Conference is recognized as the most comprehensive program in the industry and as a knowledgebase on successfully launching and running a Software-as-a-Service firm and/or transitioning to Software-as-a-Service from a licensed model. The conference also provides a much sought after opportunity for executives in this industry to network and share ideas and experiences. For more information on the SaaS University and the conference, go to www.softletter.com. Members of the media and industry analysts are invited to attend the keynote presentation, and can register by contacting Randy Hujar randy.hujar@softletter.com. **NOTE SPECIAL OFFER FOR NHHTC MEMBERS:** Get \$100 off the conference fee by using discount code: NHHTC100.

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BACKGROUND:

5+ Years experience building and maintaining Linux systems, experience with CentOS, Red Hat, Ubuntu and/or Debian preferred. 3-5 Years experience with the majority of the following: DNS, DHCP, NIS, LDAP, BIND, TinyDNS, TCP/IP, Apache, Tomcat, Samba, NFS, Bash, Postgres, MySQL, nginx, HAProxy, Cacti, Nagios, OpenVPN, Mac OSX.

CONTACT: careers@blackducksoftware.com



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2010 NHHTC Calendar

TechWorld 2010

Oct 14-15 Pease International Tradeport

NHHTC Entrepreneur Forum

Oct 20 FIRST, Manchester 5:20-8:30 pm

Intellectual Property Forum

Oct 20 *"What Does The VC Want To Know, About Your IP Before Writing the Check?"*
Devine & Millimet, Manchester 4:00 pm

HR Exchange

Nov 10 *"Huh? If You Can't Do That, What Can You Do?"*
Sheehan Phinney Bass + Green, Manchester 8:00-9:30 am

Dec 8 *"Staying Off The DOL Naughty List"*
Sheehan Phinney Bass + Green, Manchester 8:00-9:30 am

2010 Product of the Year Event

Nov 15 Center of NH, Radisson Hotel, Manchester 5:30-8:30 pm

For more information - 603-924-8324 or info@nhhtc.org

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