

The Council Welcomes NHBC to its Family of Forums

The Council has formed a partnership with the New Hampshire Bio/Medical Council (NHBC) to create a new industry cluster that will host a series of forum events to serve the Bio/Medical sector throughout New Hampshire. Additionally, Paula Newton, former president of the NHBC, has joined the Council's Board of Directors and will help guide the new Bio/Medical Forum. Welcome Paula!

A volunteer committee comprised of former NHBC board members, current Council board members and other industry representatives will lead the new forum group. As part of the effort to establish and promote the group, the Council has offered complimentary 2013 memberships to former NHBC members.

"We're very excited about this new venture as we think this is a win-win for both organizations and, more importantly, for former NHBC members and others interested in this sector. The Council currently serves over 230 member companies, and has the operational, promotional and back-office systems and support needed to coordinate, promote and run events in a cost effective way to better serve those interested in New Hampshire's Bio/Medical sector," said Tom Daly, chairman of the Council.

The NHBC wound down its operations in 2012 and its board of directors worked with the Council to ensure the NH Bio/Medical sector continues to have a voice and remains connected with opportunities to meet and interact as a group. Both the NHBC and the Council are inviting core organizations to provide input and suggestions in shaping the nascent cluster events.

"While the NHBC has not been formally active for some time, many members continue to connect professionally. Coming under the Council as an industry forum will provide the structure and support we need to bring sector companies together to engage in networking, professional development, brainstorming and potential partnerships. We believe the new Bio/Medical Forum will translate into real success in supporting and growing this sector in New Hampshire," Newton said. ■

Gauging the Impact of the NH High Tech Council

The Council is continuously working to qualify and quantify our impact on NH technology businesses when it comes to our efforts to actively connect members to one another through our networking events and programs; to get the word out in front of the NH legislature on issues affecting high tech businesses; or when working to align NH's institutions of higher education with workforce needs. Through our annual survey, we connect our members' feedback with external sources, such as data from the NH Center for Public Policy, to see how we are doing.

When we looked at key figures about technology in New Hampshire, we learned that in many areas the trends are flat or dipping. For example, in 2011, 15% of the state's population was employed by high tech businesses, whereas in 2009, that number was 15.3%. As a comparator, in 2011, 21.6% of NH's payroll came from the high tech sector, compared to 22.9% in 2009.

It's unclear why we are seeing this slight decline. The Great Recession is likely one source, as well as the fact that our in-migration of highly educated individuals essentially stopped a few years ago. However, with NH's smart manufacturing

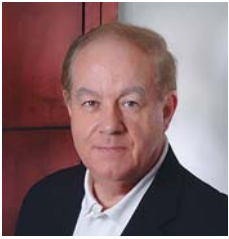


Tom Daly,
NHHTC Chairman

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Thank you to our 2013 Corporate Sponsor Program participants





NH Coalition for Business and Education is Launched

Fred Kocher, NHHTC President

How many times have you heard business owners say, “I can’t find the talent I need to grow my business.”? It’s a common refrain across New Hampshire and in most business sectors of many states, but especially among owners of businesses that require college graduates with degrees in science, technology, engineering and math. The jobs are there, but the numbers of college graduates needed to fill them are not. One tech leader in NH predicts that by 2015 there will be more than a couple thousand software design and software engineering jobs open in New Hampshire, but higher education in the state will graduate only a few hundred of qualified individuals by that time. And it’s not just tech. It’s any business sector where a two- or four-year college degree is a requirement for a job.

The issues surrounding this dilemma are many—on both fronts—but they all boil down to one fact of life that I have observed from my perch as President of the NH High Tech Council for the past 14 years: businesses and schools don’t talk to each other enough. All too often, businesses aren’t telling colleges what they want, and colleges aren’t asking businesses what they need. And, that conversation is not always taking place at the secondary level of schooling where the initial motivation to go to college begins. The result is a shortage in the adequately educated workforce needed to meet the needs of 21st century businesses. And then, there’s the issue of state support for education—one of the lowest in the nation.

The obvious question is how to encourage leaders in business, education and public policy to meet on a regular basis around the same table to talk, and to work together to address something that is in their common interest: an educated workforce able to meet everyone’s needs—students earn a degree; businesses gain educated employees; and NH reaps the rewards of revenues from a healthy economy

The vehicle for this engagement is scheduled to launch in April. It’s the New Hampshire Coalition for Business & Education (referred to early on as the NH Roundtable for Business & Education), which has been in the development stage for over a year. It will bring together leaders from NH business, education and public policy and act as a sounding board for good ideas to improve education in New Hampshire, then advocate for those ideas that show promise.

Some ideas that could come before the Coalition have already surfaced: “core curriculum” for secondary education; hands-on learning outside the classroom; the

To Members of the NH High Tech Council:

It’s my intention to resign from the Council Board at the end of June this year after the state legislative session concludes. There are two reasons. First, I’m going to concentrate for the next couple years on education initiatives in New Hampshire, especially a new group called the NH Coalition for Business & Education, which is going to launch in April as a sounding board for good ideas to improve education in NH, then to advocate for a few of those ideas that show promise. Second, my obligations to my immediate and extended family have increased, with some members facing difficult circumstances in this economy, and some facing health issues. Thankfully, I am healthy and able to assist others. On the bright side, I will be a grandfather for the first time this summer.

My time with the Council goes back to the mid-90s when I first joined the Board. The Council I see today is head and shoulders above the Council that existed then. It has become the face and voice of technology in New Hampshire, thanks to some hard work and good decision making by a number of board members and staff over the past several years. It’s my intention to collaborate with the Council and other groups on issues facing education in the state as I work with business, education and public policy leaders in the NH Coalition on Business & Education to make a difference on that front. See my article on the Coalition in this newsletter.

Thanks for allowing me to serve as President of the Council, which has been a high honor for me.

Fred Kocher

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Besides serving as President of the Council, Fred Kocher is also the host of “NH’s Business” on WMUR-TV.

and high tech sector contributing over \$19 billion to the gross state product, technology is a critically important part of our economy.

The Center for Public Policy (who provided me the facts above) released a paper in September 2012 called “What is New Hampshire? 2012 Edition” that discussed how New Hampshire could maintain its economic strength. The paper cites our reliance on our well-known state advantages such as our livability rating, business-friendly tax structure, and skill of our workforce, but it also points out a number of areas to consider for improvement. Of particular interest, the paper cites the National Governors Association’s twelve key state initiatives to keep economies growing, including having entrepreneurial activity at the top of state priorities, recruiting and attracting top talent to the state, and building ecosystems around themes, rather than individual programs. The Council is working to continue to move forward in all of these areas. Our efforts come in a variety of forms and formats and how we align ourselves to these initiatives is critical.

For example, our Kocher Technology Scholarship rewards students in New Hampshire who pursue education in Science, Technology, Engineering, and Math up to \$4,000 per year in scholarship funds, indicative of our commitment to recruiting top talent in NH. Applications for the scholarship are available through April 1, 2013.

To recognize strong entrepreneurial activity, we’ll celebrate our 25th annual Entrepreneur of the Year celebration on May 6th at 5:30 at the Radisson Hotel/Center of New Hampshire in Manchester. The planning committee is in the process of assembling a program that not only recognizes a new entrepreneur, but also the accomplishments of our previous award winners. Sponsorship opportunities are still available for this celebratory event.

The Council also recently expanded our industry focus to include the bio/med ecosystem by partnering with the former NH Bio/Medical Council. A new series of programs will help bring together representatives of the bio/medical industry to network and exchange ideas and best practices. We’ve also welcomed the former president of the NHBC, Paula Newton, to our Board of Directors.

The Council is tracking our impact on NH technology businesses as we deliver our programs to our membership in order to discover benefits resulting from what we deliver. We’re always looking for feedback, which is why we’ll be launching a series of member surveys this year so we can better understand what’s working for our membership and what isn’t. We believe that we have a lot of the recipe right—our 78% membership renewal rate says so, but we can do better as we look to grow our ecosystem.

Speaking of ecosystem, you’ll note a major change forthcoming with the Council’s Board of Director’s in a separate article in this update. After nearly two decades of service to the Council, President Fred Kocher has announced that he will step down from his position in June. Fred is doing so to focus his efforts on education

in New Hampshire, and to assist his extended family as they grow (Fred will be a grandfather this summer). Fred has seen the Council become the voice of technology businesses in New Hampshire, and has worked extensively to forward our mission. On behalf of the Board and membership, I’d like to thank Fred for all of his contributions to the technology industry in NH.

One other quick note – on the eve of our Entrepreneur of the Year celebration (May 6th), we will hold our annual membership meeting. I’d like to invite all Council members to join us for this meeting, where we’ll provide our membership with an annual update, and host our director nomination and election process for 2013. Our governance committee is looking for qualified candidates to join our Board of Directors, and I invite anyone interested in serving to contact me. We would love to add to our Board of NH-committed connectors. ■

Save the Date: Silver Anniversary for Entrepreneur of the Year!

It’s hard to believe but 2013 marks the 25th year of the Entrepreneur of the Year (EOY) Award! This year’s reception will be held Monday, May 6.

The EOY program honors individuals who have made significant contributions toward the advancement of technology-based businesses in New Hampshire. Applications are solicited through universities, corporations, attorneys, bankers, venture capitalists, and entrepreneurs. Any founder, owner, or manager of a business in New Hampshire who successfully organized, developed, or managed a technology-based concept into a commercial product or service is eligible.

Since its start in 1988, the EOY has recognized more than 60 New Hampshire entrepreneurs for demonstrating leadership, ingenuity and innovation in the technology sector. ■

NH HIGH TECH COUNCIL
Entrepreneur of the Year



Building the “Live Free and Start” Ecosystem

By Jamie Coughlin, CEO of abi Innovation Hub

Jamie will be a regular contributor to the “Tech News” with a new column titled “Live Free and Start!”

Almost every day I get asked by folks around our great state what it will take to create a vibrant startup ecosystem in NH. I don’t confess to have a crystal ball. However, I am pretty sure about two things. First, launching a startup is definitely not for the faint of heart and is, by all accounts, a long-term effort. Second, having a set of critical ingredients can increase the odds of building successful companies that will create wealth and jobs for our fellow citizens. The good news: none of this is wishful thinking, as NH is quickly becoming a startup destination with its own unique flavor.

So why does a startup ecosystem matter in the first place? Jobs. All net positive job creation happens from startup companies (defined as less than one year old). Unfortunately, from about 2006 until the present, the number of startups being formed is declining. Now I wasn’t a math major, but it seems to me that more startups equal more jobs. And that is a good thing.

“What are the critical ingredients?” you ask.

- 1. Evangelists:** Evangelists are the ones with the vision to see the possibilities of tomorrow. I’m often reminded of a famous AppleTV commercial that speaks to this – “Because the people who are crazy enough to think they can change the world, are the ones who do.” Evangelists often frame the vision and look to win the support of others who will believe and support that vision. Just like a startup entrepreneur who must convince investors or customers to believe in a brand new technology, startup evangelists must stand up and confidently assemble the raw materials to create an attractive value proposition for entrepreneurs. The result is that perception quickly becomes reality, and the future that was imagined becomes the present.
- 2. Competitions:** Startup competitions serve as a catalyst for an emerging ecosystem. The challenge for every entrepreneur is to create momentum. I often suggest to my resident companies that they imagine a large boulder in front of them and I ask them to think of all the ways that they can get that boulder to start moving. For a startup ecosystem, a competition can do just that. It’s the juice in the equation that more substantially can also serve other’s purposes. First and foremost, it helps identify who the ambitious entrepreneurs are in the community; it then helps fund and get those entrepreneurs, along with their ideas, found. I can’t underscore this idea of “getting found” enough. What good is it if you have an amazing, revolutionary idea, if no one knows about it? Last but not least, done correctly, competitions can also be a gathering of the ecosystem’s supporting

cast of service providers, supporters, and future entrepreneurs.

Competitions also serve as a filter for the ecosystem. Through competitions we identify the “cream of the crop” and can better serve up investable entrepreneurs and business models to the angel and venture capital investors. It is ultimately that infrastructure of additional capital, groups like 10x Venture Partners, Wasabi Ventures and Borealis Ventures, along with their new Granite Fund, that helps accelerate the growth of the ecosystem.

- 3. Education:** Students are the lifeblood of entrepreneurial cycles. Starting a new venture takes a certain level of “starry-eyed wonder” and the ability to assume risk; students often fit those exact characteristics. Therefore, our job becomes one of academic application and exposure. We need to help students apply their learning through internships, one-on-one mentorships, and exposure to successful entrepreneurs.
- 4. Innovation Centers:** Whether innovation centers be incubators, accelerators, or co-working spaces, these centers are a point of aggregation. They are the physical infrastructure that anchors the startup ecosystem and allows forced collisions to happen; put a business person and a technical person in a room together and good things will happen. NH has an amazing supply of this infrastructure and truly provides geographic coverage for the entire state.
- 5. Mentors:** Mentors are individuals who provide the necessary human capital to the ecosystem. These are the respected entrepreneurs who have lived the entrepreneurial journey and survived to tell about it. They are also the service providers who can help a young startup form a solid foundation. It becomes a transfer of knowledge from lessons learned and we must constantly be asking ourselves who can be these mentors. NH attracts a large amount of successful entrepreneurs because of our tax climate. The goal is to find ways to bring them out and engage with them. Their participation will be key to energizing and providing the continuous transfer of knowledge learned from the startup process.

So let us unite. Let us unite as members of the HighTech Council community, supporting the varied centers of innovation around NH, and choose to be active participants in creating a unique, vibrant and sustainable startup ecosystem in NH.

So join me in pitching our new NH reality –
Live Free and Start! ■

Fred Kocher – Continued from Page 2

use of technology in the classroom, etc. What the Coalition won't do is duplicate efforts by other groups in the state. The intent is to work collaboratively with and support other groups that are making a difference in education in New Hampshire, such as the New Hampshire Scholars Program.

The Coalition has been developed by a small group of individuals, including Tom Raffio, President/CEO of Northeast Delta Dental; Tom Horgan, President of the NH College and University Council; Virginia Barry, Commissioner of the NH Department of Education; Paul Leather, Deputy Commissioner of the NH Department of Education; and myself.

During the past 18 months, a telephone and person-to-person survey of business and education leaders was conducted to determine the need for, and the feasibility of, such a Coalition. Support for the idea was unanimous and enthusiastic. Since that time, we have solicited membership and funding in order to prepare for April's launch.

The NH Charitable Foundation has agreed to be the Coalition's fiscal agent and to manage contributions, which have already started to come in. We will also apply for a grant to help with the modest funding of the Coalition

Bottom line, it's time for business, education and public policy leaders in New Hampshire to engage with each other on the future of education—more than ever before. Our students depend on it; our businesses depend on it; and the state's economy depends on it. There are states that have had groups similar to the Coalition in place for more than twenty years. Massachusetts and Maryland are two of those states. Their results are measurable, and both states place in the top tier of education systems in the country.

If you are interested in being part of the NH Coalition for Business & Education, please contact me at fredk7@myfairpoint.net. ■



Governor Hassan signing a bill in March to expand the R&D Tax Credit — a top priority for the Council.

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Ready to Launch

By Marc Sedam, Executive Director, Office for Research Partnerships and Commercialization, and New Hampshire Innovation Research Center at the University of New Hampshire

How many times have you struggled with a task only to have a spouse or colleague tell you, as a form of encouragement, "Hey, it's not rocket science!." Having just completed a groundbreaking deal in the aerospace industry, I can finally confirm the wisdom behind that saying.

On March 11, UNH signed a five-year collaboration agreement between the Southwest Research Institute (SwRI) and the University's Institute on Earth, Oceans, and Space designed to improve competitiveness in space science. SwRI (headquartered in San Antonio, TX) is one of the oldest and largest private applied R&D organizations in the world. The collaboration created a new department, SwRI-EOS, wholly owned and operated by SwRI and co-located at UNH. This relationship embeds ten engineers alongside our internationally recognized space science researchers to enhance both parties' educational and scientific objectives and improve competitiveness to lead major space flight missions. Expectations are for the new department to double in size over the next year and provide many more job opportunities in the years to come.

SwRI and UNH have collaborated for decades and collectively have more than a century of experience in space science research (Did you know that each and every space shuttle mission had UNH technology on board?). But what makes this collaboration so different? The innovative approach is co-location. In the current environment of shrinking budgets and increased competition for research dollars, collaboration is key to success. Though technology can help facilitate collaboration, there's nothing quite like being neighbors. Having SwRI-EOS engineers working directly with UNH

scientists in the same location, the team literally works together to solve the most challenging questions in space science. This scientific co-working model is, to our knowledge, the first of its kind in the United States and in my mind represents the future of public-private research partnerships.

Bringing people together is hard enough but combining cultures can be even more challenging. This arrangement was a case study in how to approach these issues. When negotiations got sticky, as they always do, the deal team invariably stepped back and asked the questions, "How does this improve our competitiveness to win large missions in the long term?" and, "How is this good for the researchers?" More than once teammates from SwRI would advocate for a UNH request and vice versa, all in the name of the best possible partnership. Begin with the end in mind, indeed. I want to acknowledge the hard work and dedication of Roy Torbert, Harlan Spence, Jan Nisbet, Jim Burch, and Ron Rodgers (among others), who all put in long hours to make the deal happen.

UNH is excited to have such an excellent partner on campus improving research, education, and internship opportunities, and has already identified many other areas for potential collaboration. In challenge lies opportunity and I am proud to be part of the team that created SwRI-EOS. It is one of the most complex and rewarding transactions of my career, made more so by helping UNH "boldly go where no university has gone before."

Sorry. You didn't think I could resist a good Star Trek joke, did you?

To learn more about SwRI-EOS, go to www.unh.edu/news/releases/2013/mar/bp11swri.cfm. ■

As Seen on TV!!!

In honor of the 25th anniversary, the Inventioners and their SMARTwheel™ will be in attendance at the Entrepreneur of the Year celebration on May 6th! Some of you may know them from their recent appearance on ABC's "Shark Tank" but many of us have been following the Inventioners for quite some time now. They were presenters at our Entrepreneur Forum, attended the 2010 EOY event, and were even guests on Council President Fred Kocher's WMUR TV program "New Hampshire's Business."

As the team recently wrote, "The Council has always been both a support and an inspiration to our team and we have been honored to attend your events over the years. One of our goals is to be a nominee for the Entrepreneur of the Year award in the not too

distant future! We would consider it a privilege to attend your 25th anniversary event. Please accept our thanks to you and the entire Council for your generosity."

After the pitch on "Shark Tank," judges Robert Herjavec and Mark Cuban partnered to give the Inventioners \$100,000 for a 30 percent stake in the SMARTwheel. The episode is online at <http://abc.go.com/shows/shark-tank/>.

For more information on the SMARTwheel, visit the team's website at smartwheelusa.com. ■



Mobile Web Apps, Native Apps, or Both?

by Norm Whittaker, PixelMedia, Senior Account Manager

We're still hearing customers ask about the best way to distribute their digital content and software to mobile and tablet users: "Do we go native, web or both?"

Responsive web apps have the huge benefit of publishing your content and features to mobile consumers across different operating systems (Android, Windows, iOS, etc.) and device types (smart phones, tablets, laptops, desktops, web-enabled TVs, etc.) with flexible layouts that render the appropriate amount of content based on your screen size. This technique using HTML 5 makes mobile web applications more attractive than ever before as hosted web solutions. One update on a web server will update content for everyone at once without needing to download an update on every device. Businesses can present consistent user experiences across platforms with a single web code base instead of maintaining separate apps or needing to publish separate m-dot versions. Sweet!

A great example of a responsive site. Change the size of the browser when viewing the Boot Campaign (www.bootcampaign.com) and see how the site adapts!

But, (why does there always have to be a "but"?) a native app may be a better solution than a browser-based web app for mobile users if they need:

- To work offline without an Internet connection – and still access tons of data offline
- A full screen, total immersion experience without browser controls (e.g. Angry Birds)
- Almost "instant" response time
- To access the GPS, Gyroscope, Camera(s) or other on-board features without performance-crushing JavaScript and a lively 4-G connection
- More complex gestures and interactions
- The highest security possible for users on the go
- Access from only a specific device type
- A mobile desktop app icon that won't get blown away when customers clear their bookmarks or update their OS

Imagine trying to play angry birds with browser controls and a notifications bar taking up space on your screen? Inconceivable!

There are bridge frameworks out there like PhoneGap (<http://phonegap.com/>) or Cordova (<http://cordova.apache.org/>) that can take your existing web app and port some or all of it to a native app or access native functionality via web app JavaScript libraries. We've seen some lousy performance for beefier apps, and they seldom get ported "as-is," but for some clients these frameworks work well. Beware! We don't normally recommend these quickie solutions as they inflict a lot of pain down the road in trade for a quick initial app build.

We're also seeing more hybrid apps—either native apps that have web connectivity to access more stuff or web apps that provide offline modes that can still be accessed even without any network connectivity using limited cache memory. Many customers have both native and web apps for different audiences and do a good job of tracking the usage of each to help prioritize their product roadmap.

Dropbox offers both a mobile-friendly web site and a native app. Unlike the mobile site, the app allows you to access many of your local files for offline viewing.

It comes down to requirements and asking your customers what they want; that's where we usually start before we suggest native, web or hybrid. It's likely that your customers want options in using your apps, but don't let great get in the way of good. Build it, validate with customers, tweak and ship it. Gather feedback and improve it from there. Analysis paralysis is painful and de-motivates a team quickly. ■

NHHTC Website Photos Needed!

We've launched our website with a fresh, new 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 regularly looking for photos of member companies in action. If you have quality images you would like to share that demonstrate your technology or service, please send them to info@NHHTC.org.

Welcome to Our New Members

wedü

20 Market Street, Manchester, NH 03101
Loren Foxx, 603-647-9338, wedu.com
wedü is a new and traditional media International Advertising and Marketing Agency. Our core services include: advertising & marketing, web and interactive design & development, digital marketing, public relations and experiential marketing.

The Coffey Insurance Agency

2 Wellman Ave., Suite 320, Nashua, NH 03064
Jay Coffey, 603-566-1141, coffeyins.com
Property and Liability Insurance Agency – Domestic and international coverage.

Relational IT

PO Box 22103, Portsmouth, NH 03802
Greg Corson, 603-498-1471, relationalit.com
Relational IT is an IT Staffing & Consulting organization. Our commitment is to the uniqueness of every relationship whether with a client, candidate, employee, or vendor. It takes working together on a common outcome to ultimately provide long lasting value to everyone with whom we interact.

Juan C. Villar, Esquire

466 NH Route 10, Orford, NH 03777
603-306-9630, jcv-law.windhaven.com
Juan C. Villar is an intellectual property attorney with over 20 years of patent experience whose clients have included Exxon, IBM, General Motors, and Sunbeam.

Stirling & Young

PO Box 10098, Bedford, NH 03110
John Young, 603-791-4778, sgco.com
A strategic Internet and information management solutions group.

Hage Hodes Professional Association

1855 Elm Street, Manchester, NH 03104
Jamie Hage, 603-668-2222, hagehodes.com
Hage Hodes is a full service law firm serving businesses, individuals and institutions in New Hampshire and Massachusetts.

Silicon Software, Inc.

1 Tara Blvd., Suite 200, Nashua, NH 03062
Niall Worn, 603-966-0956, silicon-software.com
The enterprise produces custom designed solutions for industrial imaging/machine vision with hard and software development.

Ascendle

44 Lafayette Road, #2, North Hampton, NH 03862
Dave Todaro, 603-369-6328, ascendle.com
Ascendle is a software consulting firm that leverages years of experience building award-winning products to help make your company more successful.

Sullivan Construction, Inc.

258 South River Rd., Bedford, NH 03110
Brian Gallagher, (603) 637-1622
sullivanconstruction.com
Construction Managers & Design/Builders with a specialty in the life science, medical device, contract manufacturing, and advanced technology industries.

Trial Care International, LLC

119 Main St., Kingston, NH 03848
Ing-Mari Bahr, 603-502-9703, trialcareintl.com
Trial Care International (TCI) is a Contract Research Organization (CRO) providing a full range of services to the pharmaceutical and biotech industry. Services include clinical management, regulatory services, quality audits, data management, biostatistics and medical writing.

Asentral, Inc. Institutional Review Board

10 Mulliken Way, Newburyport, MA 01950
Richard Clunie, 978-462-6415, asentralirb.com
We are an independent, commercial Institutional Review Board that reviews clinical research trials.

Safety Partners, Inc.

19A Crosby Drive, Suite 300, Bedford, MA 01730
Denise Aronson, 781-222-1022 x33,
safetypartnersinc.com
Safety Partners, Inc. efficiently and cost-effectively implements hands-on environmental, health, and safety programs within New England's exciting hub of small to mid-sized life sciences companies.

Lonza

101 International Drive, Portsmouth, NH 03801
Michael Cicio, 603-610-4553, lonza.com
Lonza is a global leader in the production and support of active pharmaceutical ingredients, both chemically and biotechnologically, as well as in microbial control.

Phase 2 Medical Manufacturing, Inc.

88 Airport Drive, Rochester, NH 03867
Mark Hefford, 603-332-8900, phase2medical.com
Phase 2 Medical Manufacturing, Inc. is a contract manufacturer providing a vertically integrated solution for its clients, including new product development, assembly, packaging and validation services for the medical device market.

Intown Manchester

1000 Elm Street, Manchester, NH 03105-0659
Stephanie Lewry, 603-645-6285
intownmanchester.com
Since 1996 we have worked as partners with the City to undertake certain management responsibilities of the downtown area and to provide business support within the BID.

Member News

SKYE Business Solutions is hosting a FREE workshop: "IMPACT!...Make It Happen" on May 23, 2013 at the Hilton Garden Inn, Burlington, MA. All are invited to attend, details are available and you must register online at <http://www.skye-solutions.com/2013-workshop/>

Alexander Technology Group was just recognized as one of the fastest growing companies in Massachusetts - <http://www.alexandertg.com/news-and-events/alexander-technology-group-recognized-for-continued-growth-by-boston-business-journal>

Nathan Wechsler & Company PA welcomes Robert Moses CPAs of Lebanon, New Hampshire to the Nathan Wechsler family of professional accountants and business advisors. With their Concord location and a new presence in the Upper Valley, they look forward to serving their collective clients across the region.

Leadership for Entrepreneurs – June 6. Using your leadership strengths to improve performance of your organization. 8 AM - 11 AM: One Hundred Club, 100 Market Street, Portsmouth. www.vitalgrowthllc.com

Sunrise Labs, Inc. successfully completed its ISO 13485:2003 and ISO 9001:2008 re-certification audit and was rated at least fully-mature in all categories, and Resources Deployment and Effectiveness was rated at the highest "Benchmark" level.

Board member Bob Good reports that his firm **Good Leads®** has signed a contract with fellow Council member **Neoscope IT** of Portsmouth, NH to perform new business development services.

Save-the-Date— **abi's** Annual Party at Arms— Presented by Dyn, May 23rd from 5:30 to 9:00 at Arms Park in Manchester. Featuring Daniel Ha, founder of Disqus and selected by Businessweek

as one of the Best Young Tech Entrepreneurs! Visit www.abihub.org for more information.

The University of New Hampshire's Peter T. Paul College of Business and Economics celebrates 25 years of creating entrepreneurs at the Holloway Prize Innovation-to-Market Competition on May 8th. Visit paulcollege.unh.edu/holloway for details or to reserve your space.

Vested for Growth (VFG) made a royalty financing investment in Moonlight Meadery based in Londonderry, NH to help them achieve the national distribution of their mead product. This summer, Moonlight Meadery signed a distribution agreement with St. Killian Importing Company, Inc. to expand its distribution from New England and California to retailers in all 50 states.

Catherine Blake, **Sales Protocol International**, was the keynote speaker for Girls Technology Day at the Concord Technical Institute. The event was targeted at girls interested in STEM careers in the 8th, 9th, and 10th grades. Over 200 students attended for an action packed day with labs, robots, and career panels.

BurstPoint Networks turns heads at Enterprise Connect, announcing Vidtel and Compunetix partnerships and the launch of BurstPoint's SMB product line VCP I-Stream, touting 3x capacity of competitors at half the price.

Ric Pratte has joined **Rapid Insight** as the company's President/COO. Ric will oversee sales, marketing and revenue generation.

Jamie Coughlin of **abi Innovation Hub** acted as the Council's ambassador at the NH Technology Student Association's Spring Conference on March 22. Jamie spoke to NH's future innovators about the current climate of the tech ecosystem.

Job Postings

Mosaic is looking for two awesome software engineers to join our hot startup. Mosaic helps passionate serious photographers enjoy their photography more. We are a fast growing, lean, agile, funded startup with big dreams. Be an early key team member. Java EE / HTML5. www.mosaicarchive.com.

Simbex - A research & product development company specializing in the areas of injury prevention, mobility & rehabilitation is seeking a Systems Integration Engineer to join our team. For more information, see our web site at www.simbex.com.

Alexander Technology Group is hiring for a Director of Recruiting - <http://www.bankwholdings.com/director-of-recruiting>

Good Leads®-Salem, NH an outsourced business development firm focused on sales support of technology centric firms. Open recruitment campaign seeking 4 Senior Business Developers for immediate employment. Telephone based prospect discovery, opportunity qualification and market intelligence gathering are primary functions working in a progressive team environment with competitive wages and tier 1 benefits package.

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Upcoming Events

Entrepreneur of the Year Event

Monday, May 6

5:20-8:30pm

Radisson Hotel/Center of NH

Elm St., Manchester, NH

Entrepreneur Forum

Wednesday, May 22

5:20-8:30pm

FIRST, 200 Bedford St., Manchester, NH

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HIGH TECH NEWS

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Founded in 1983, the New Hampshire High Technology Council's mission is to encourage the development and success of technology-based businesses in New Hampshire.

Membership in the New Hampshire High Technology Council is open to tech companies and their service companies. Companies wishing to join, or who want more information on the Council, should go to NHHTC.org and register or call the New Hampshire High Technology Council.

For more information:

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