



**NH TECH  
ALLIANCE**

**Member Meeting  
May 23, 2019**



# BOARD OF DIRECTORS (as of Dec. 31, 2018)

**Jeff Amaro**, Autodesk (secretary)

**Candice Benson**, Benson Consulting

**Matt Benson**, Cook, Little, Rosenblatt & Manson, pllc (vice chair)

**Toral Cowieson**, The Internet Society (chair)

**Mike Decelle**, UNH Manchester

**Liz Gray**, NH Small Business Development Center

**Ian Howell**, Built Environment Strategies

**Lisa King**, Cross Insurance

**Pete Lachance**, Altair Group (treasurer)

**Paul Mailhot**, Global Rescue

**Emily Penaskovic**, Cook, Little, Rosenblatt & Manson, pllc

**Dan Scanlon**, Colliers International

**Gary Sloper**, Oracle + Dyn

**John Whelan**, Alexander Technology Group

**Matt Cookson**, Executive Director (ex officio)





# **THANK YOU FOR YOUR SERVICE**

**(effective May 31, 2019)**

**Ian Howell**, Built Environment Strategies

**Paul Mailhot**, Global Rescue

**Dan Scanlon**, Colliers International





## 2018 Highlights

- Rebranded as NH Tech Alliance
- Expanded mission
- Adopted focused value pillars
- Developed new membership tiers and benefits
- Strengthened startup ecosystem  
(merged in Alpha Loft and Live Free and Start)



# REBRANDING

The NH Tech Council formally became the NH Tech Alliance in October 2018 and unveiled the new brand at the Product of the Year event. The term “Alliance” was chosen because it represented inclusivity and partnerships.



# Updated Mission

The NH Tech Alliance (The Alliance) is a statewide technology association supporting companies at every stage of growth and development from start-ups to established leaders in the global economy. The Alliance is committed to nurturing a vibrant tech ecosystem by building partnerships, enhancing knowledge, and shaping public policy.



# Value Pillars

The Alliance will assure long term effectiveness and efficiency by focusing all actions and activities through the lens of four value pillars.



**Talent  
& Workforce**



**Education  
& Programs**



**Advocacy  
& Policy**



**Ecosystem  
Engagement**





# Merged in Alpha Loft and Live Free and Start

Merged in Alpha Loft and Live Fee and Start to demonstrate the commitment to startup programming; created a Startup Committee to provide oversight for the breadth of programming that serves recently founded companies

**Current programming includes:**

- Speed Venture Summit
- TechOut
- Accelerate and Startup Shindig
- Startup Fundamentals
- Startup Tuesdays
- Lunch and Learns







# 2014 to 2019 – five years of change, growth and reach

The past five years have brought significant change to the NH Tech Alliance. Here is a snapshot.

- New programming: TechWomen|TechGirls; BioMedTech; Startup Shindig; Speed Venture Summit
- More structure for board engagement, committee and volunteer opportunities and nominations
- More statewide focus on the tech ecosystem, including the first NH Tech Ecosystem Summit
- Establishment of value pillars, updated mission and rebranding
- Significant revenue and membership growth
- Growing staff, hiring the first in-house, full-time executive director and creating a foundation



# NH Tech Alliance by the numbers

**2014 – 2019**



# MEMBERSHIP

2014  
232

representing  
>30k employees



2019  
291

representing  
>60k employees

Numbers as of Dec. 31 of each  
year





# EVENTS (annually)

2014

20



2019

100

5x Increase



# PEOPLE ENGAGED THROUGH PROGRAMMING

2014  
1,000



2019  
4,000

Represents a 4 times increase in  
engagement



# ENGAGEMENT – The critical role of our sponsors

## (current)

Our Technology Ecosystem Partners help support quality events and networking



Other major sponsors include:



# SOCIAL ENGAGEMENT

## 2014 – 2019

FANS

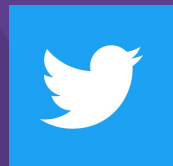
8k

IMPRESSIONS

5.6m

ENGAGEMENTS

51.6k







# Signature events



**Celebrating NH's game-changing leaders since 1988.**



**ENTREPRENEUR  
OF THE YEAR**

**2018**

**AWARD RECIPIENT**

Next Step Bionics & Prosthetics, Inc.



#TECHOUT2018



**\$300,000 in investments to the winners.**



**TECHOUT**

**2018**

## **AWARD RECIPIENTS**

\$150,000 - TendoNova Corporation

\$100,000 - VentriFlo

\$50,000 - Cyborg





# Shining the spotlight on NH's innovators.



**PRODUCT  
OF THE YEAR**

**2018**

## **AWARD RECIPIENT**

SmartStack™ by  
Measured Air  
Performance

## **FINALISTS**

The ONE Platform by B2W Software  
C-Dose™ by DoseOptics, LLC  
Scented e-Commerce Mailer by PAK Solutions  
Vector by Waypoint Robotics, Inc.



**Honoring role models in the NH tech ecosystem.**



**TechWomen | TechGirls  
AWARDS LUNCHEON**

**2019**

**Tech Professional:** Cyrena Arnold

**Tech Educator:** Joy M. Gobin

**Tech Student:** Victoria Bandera

**Speaker:** Dr. Xia Zhou, Dartmouth College





**STARTUP  
SHINDIG**

**2018**

**Celebrating entrepreneurship  
and nurturing startups.**





**SPEED VENTURE  
SUMMIT**

**2018**

**Bringing together NH's early stage  
growth companies with regional  
investors and tech influencers.**





# UPCOMING EVENTS

**May 30** Startup Shindig

**June 5** e-brew

**June 12** Tech Women Power Breakfast

**June 13** Entrepreneur of the Year

**June 14** BioMed|Tech Industry Spotlight Event





# THANK YOU TO OUR VOLUNTEERS

**>125** individuals from  
membership volunteer on  
an Alliance committee.





## LOOKING AHEAD

- Changes in Board Leadership in June
- Moving into dedicated office space in downtown Manchester at 30 Amherst Street
- Statewide Road Show/Listening Sessions planned for late September – stay tuned for details



# LOOKING AHEAD

Julie Demers, first, full  
time executive director,  
starts in September





# MOTIONS FOR MEMBERSHIP

There are **three motions** the Board is moving to the membership for voting purposes per the Alliance bylaws. Voting will be done online through the link on Survey Monkey. The link can be found under the membership tab on the Alliance home page and will be e-mailed to members. Voting will close on Wednesday, May 29 at 5 pm.

- Motion to move the Governance Committee recommended candidates for board seat, David Janelle and Heather Lavoie for a membership vote on a three-year term beginning June 1, 2019. Votes will be tallied through Survey Monkey.



# David Janelle

Senior Vice President  
Commercial Banking  
People's United Bank



David Janelle is senior vice president of commercial banking at People's United Bank. In this role, Janelle provides mid-market commercial clients in New Hampshire with a consultative approach to their full banking needs. Janelle is experienced with mergers and acquisitions, advising on exit strategies and has proven himself to be a valuable resource assisting companies with management buyouts and ESOP transactions.

Janelle is active in community involvement and has worked with Granite United Way, Henniker Lions Club and the New Hampshire Tech Alliance (Alliance) where he volunteers on committees as an ambassador for the Alliance and planning committee for Entrepreneur of the Year.

He has been at People's United Bank for over six years, and previously served as the vice president of commercial lending at TD Bank and the vice president of portfolio management at Bank of America. Janelle has a Bachelor of Science in Economics and Finance from Bentley University and is currently attending ABA Stonier Graduate School of Banking and is set to graduate in the class of 2020.





# Heather Lavoie

President, Geneia



Heather Staples Lavoie is president of Geneia, a healthcare analytic solutions and services company that works to excel the business performance and care quality of healthcare enterprises. Lavoie has been with Geneia for over nine years, where she has worked her way up from chief operating officer, to president of innovations and chief operating officer, to chief strategy officer, and now to president. As president, Lavoie leads the day-to-day management of the company, as well as the accountability of the leadership team.

Lavoie is an experienced executive with over 30 years of service in the healthcare industry, leading startups, health plans and provider organizations. She is a coveted public speaker and has spoken on healthcare issues across the country.

Prior to joining Geneia, she co-founded and served as vice president of product development, delivery and engineering for ChoiceLinx Corporation, through its successful exit to CIGNA Health Care. Lavoie is a graduate of Notre Dame College and received a Master of Business Administration from Southern New Hampshire University.







# MOTIONS FOR MEMBERSHIP

Motion to move the Governance Committee recommended board members Candice Benson, Lisa King and John Whalen for a membership vote for a second three-year term beginning June 1, 2019.





# QUESTIONS?

To vote on the slate of potential board members, go to:

**<https://www.surveymonkey.com/r/VVR33DX>**

Note: this link is also posted on the NH Tech Alliance home page at NHTA.org under the virtual member meeting information





**THANK YOU!**

**LEARN MORE AT:**

**nhtechalliance.org**

**CONTACT:**

**info@nhtechalliance.org**





**@NHTechAlliance**

**<https://www.surveymonkey.com/r/VVR33DX>**

