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Welcome to e-news for NEXT

NEXT is the resource collaborative that specializes in developing the region's fast-growth entrepreneurial sector. The mission of NEXT is to create a new culture of entrepreneurship in the region and dramatically increase the number and quality of fast-growth, entrepreneurial companies headquartered in our region. NEXT pursues three key initiatives to achieve its mission: client services to technology-based entrepreneurs; infrastructure; and voice/advocacy.

For additional information, contact Brenda Laakso at 864-239-3711.

▶ EVENT CALENDAR

NEXT Best Practices Forum "Are Software Patents Dead?" Monday, January 5, 2009 12:00 – 1:30 p.m., Greenville Chamber Boardroom. Doug Kim of McNair Law Firm will be our guest expert. Doug will speak concerning the ramifications of the Bilski decision regarding software patents, and what it means to the local entrepreneur given the current economic conditions, the financial resources of smaller companies, and dealing with intellectual property and capitalization sources such as angels and venture capitalists.

About the Speaker – Doug Kim, McNair Law Firm

Doug Kim chairs the Intellectual Property Practice Group, where he concentrates on counseling companies concerning the protection and enforcement of intellectual property rights as well as assisting in enhancing intellectual property portfolios to increase company worth. He advises clients as to the creation, management and protection of intellectual property and assets and assists in the development of an intellectual property protection plan to create intellectual property portfolios. Doug combines his experience in patents, trademarks, service marks, copyrights and trade secrets to assist clients in a comprehensive and integrated intellectual property protection program to build intellectual capital for his clients.

As a former computer engineer, Doug worked with IBM in several specialized projects including radio frequency networks, data mining from legacy systems, and source code conversion from linear to object oriented programming.

Doug's practice includes patent preparation and prosecution, particularly in software, method, and mechanical patents. He works in many industries including casino industry, slot machines, expert systems, Internet encryption systems, color processing, manufacturing, nuclear waste, nuclear power, medical imaging, healthcare providers, automotive, automotive accessories, computer networking, color calibration, vehicle tires and the golf industry.

FastTrac NewVenture – Greenville. Will meet for 10 sessions beginning in January. Specific dates and location are to be determined. [Check the program schedule](#) to view other locations and dates. See course description under NEXT Partner Services and Events.

FastTrac GrowthVenture – Greenville. Will meet for 10 sessions beginning in January. Specific dates and location are to be determined. [Check the program schedule](#) to view other locations and dates. See course description under NEXT Partner Services and Events.

FastTrac TechVenture – Greenville. Will meet for 10 sessions in Greenville beginning in January. Specific dates and location are to be determined. [Check the program schedule](#) to view other locations and dates. See course

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NEXT BP Forum “Can you get a loan in today’s environment?” Monday, February 2, 2009 12:00 – 1:30 p.m. Greenville Chamber Boardroom. Mike Spitzmiller of Carolina First Bank will be our guest expert.

About the Speaker – Mike Spitzmiller, Carolina First Bank

Mike Spitzmiller is a graduate of Clemson University with a degree in Financial Management. He has been in the banking industry for 25 years, with Bank of America, SouthTrust and currently as Upstate Market President for Carolina First Bank.

NEXT BP Forum “Searching for the New Knowledge Economy”. Monday, March 2, 2009 12:00 – 1:30 p.m. Greenville Chamber Boardroom. Bruce Yandle, Dean Emeritus, Clemson University College of Business will be our guest expert. *NEXT* CEO’s attend to learn about: Brains filled with wealth-enhancing knowledge form the capital of the future. But brains are far more mobile than machines and factory buildings. Where are they locating in the U.S.? How can we measure the location of the knowledge economy across states and cities? How is South Carolina faring as a competitor in the new knowledge economy?

About the Speaker - Bruce Yandle, Dean Emeritus, Clemson University College of Business

Bruce Yandle is Alumni Distinguished Professor of Economics Emeritus at Clemson University, and Dean Emeritus of Clemson University’s College of Business & Behavioral Science. Dr. Yandle served in Washington on two occasions, first as a senior economist on White House staff during the Ford and Carter Administrations and later as Executive Director of the Federal Trade Commission in the Reagan Administration. He is a Senior Fellow with Clemson’s Thurmond Institute and a Distinguished Adjunct Professor of Economics with George Mason University’s Mercatus Center where he lectures regularly on Capitol Hill. Dr. Yandle has been a member and chairman of South Carolina’s State Board of Economic Advisors. He is past-president of the Association of Private Enterprise Education and a trustee of Spartanburg Methodist College. He is author/coauthor of some 16 books, including *Regulation by Litigation*, just released by Yale Press. Prior to entering a career in university teaching, Dr. Yandle was in the industrial machinery business for 15 years. His quarterly *Economic Situation* newsletter on the economy is distributed by Clemson’s Strom Thurmond Institute.

NEXT PARTNER SERVICES and EVENTS

Upstate Carolina Angel Network panel discussion on *Investing in Entrepreneurial Ventures*. Thursday, January 8, 2009. Please plan to join us for a panel discussion comprised of UCAN members Matt Dunbar, Tom Govreau, JB Holeman, Tim Reed, Mike Smith, Sydney Timmons Taylor and Peter Waldschmidt, who will address the following questions: What is angel investing and how does it fit in the world of entrepreneurial finance?; What is UCAN and how does it work?; What kinds of companies are good candidates for UCAN investments?; What is the value of UCAN to investors, and how do I get involved? Location for the event is the Greenville Chamber Boardroom. Panel Discussion from 4:00 p.m. – 5:00 p.m. with light reception to follow 5:00 p.m. – 6:30 p.m. Event is free to attend but registration is required. Please RSVP to gmckenzie@greenvillechamber.org by Monday, January 5, 2009.

FastTrac® NewVenture™ FastTrac NewVenture is ground zero for anyone interested in starting a business. An education program created by entrepreneurs for entrepreneurs, FastTrac NewVenture is designed to help you evaluate and perfect your business concept. Taught by seasoned entrepreneurs in your community, FastTrac’s hands-on program uses your idea as a case study, giving you an opportunity to “workshop” your venture in a safe and supportive environment. FastTrac NewVenture is a nine-module, 31.5 hour, program. The cost for the NewVenture course is \$195. Register and pay at least 2 weeks in advance to receive a \$50 discount!

FastTrac® GrowthVenture™ What do you get out of FastTrac GrowthVenture? That’s easy. Control of your business and your life. Graduates of FastTrac GrowthVenture describe the program as one that encourages entrepreneurs to streamline their business processes, analyze strengths and shortcomings, and achieve more balance in their work and personal lives. By working closely with other entrepreneurs in the intensive, FastTrac GrowthVenture environment, you’ll interact with a group of people with whom you can share ideas, strategies, and successes. You’ll also hone business skills that you’ll use to shape your business for years to come. The cost for the GrowthVenture course is \$295. Register and pay at least 2 weeks in advance to receive a \$50 discount!

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FastTrac® TechVenture™ What do you get out of FastTrac TechVenture? That's easy. The tools you need to advance your technology venture to the next stage of business, whether that is seeking your last round of financing before going public, or moving beyond the start-up stage. Graduates of FastTrac TechVenture describe the program as one that encourages technology entrepreneurs to determine the economic feasibility of their business concept, reevaluate the feasibility of the technology, design a business model that matches a personal vision, and create a business plan to communicate the opportunity to investors. The cost for the TechVenture course is \$395. Register and pay at least 2 weeks in advance to receive a \$50 discount!

Downtown Greenville cultural events:

http://www.greatergreenville.com/visitors/events_cal_resultsGG.asp?Start_DateM=06&Start_DateD=15&Start_DateY=2007

▶ UPDATES

PRESS RELEASES

Selah Technologies Establishes Board Five Leaders to Join Advisory Board Greenville, SC, December 16, 2008 - Selah Technologies announced today that the company has appointed five members to its Advisory Board to help steward the company through its continued growth. The newly appointed Advisory Board members are Bob Strazzella, Buddy Thompson, Hayne Hipp, Jim Self and David Cornelius.

"While the need to seek wise counsel has always been important for a growth mode business, Selah is especially fortunate in the current market to have these folks willing to take time to serve" said Michael Bolick, President and CEO of Selah. "Positioning the Board to have the right balance of business, finance and industry insights coupled with proven experience led to the appointment of these outstanding individuals," continued Bolick.

Selah Technologies obtained a worldwide exclusive license in 2006 from Clemson University to develop and commercialize two nanotechnologies, branded Selah Dots™ and Selah Tubes™. Selah Dots™ are patent-pending brightly luminescent carbon based nanoparticles for use primarily as imaging agents for the biomedical industry with supplementary applications including solar cells and anti-counterfeiting, among others. Selah Tubes™, enriched carbon nanotubes protected under US Patent No. 7,374,685, have a number of applications due to their impressive electrical and thermal conductivity properties.

About Bob Strazzella

Bob has made a career advancing corporate business strategies based on achieving aggressive performance targets through internal and external growth initiatives. He has held positions of increasing domestic and international responsibility spanning a 32 year career with E.I. DuPont de Nemours. His most recent position was Group Vice President at Valeo, a global automotive components manufacturer.

About Buddy Thompson

After graduating from Clemson with a BS in Chemical Engineering, Buddy spent six years working for Exxon. He then changed paths and earned a Doctor of Medicine degree from the Medical University of South Carolina. After a several year residency in ophthalmology, he established a private practice, Easley Eye Associates, in 1981. He remains a practicing Ophthalmologist, yet he also went on to become an organizing founding director of Peoples National Bank, and became involved in residential community development.

About Hayne Hipp

Hayne is former CEO of The Liberty Corporation, an owner of insurance companies and television stations with additional investments in media, real estate and technology ventures. He joined Liberty Investments in 1969, becoming Chief Executive in 1979. He is now a private investor. Hayne is a former trustee of Washington & Lee University, his alma mater and has an MBA from Wharton School at the University of Pennsylvania. He has served on numerous corporate boards and has been active in civic and non-profit organizations in South Carolina and on a national level. In 2003 he founded Liberty Fellowship bringing together South Carolina's young leaders with a diversity of perspectives and wide-range of thought. Representing all segments of our state, they are working collaboratively to make South Carolina a better place for South Carolinians.

About Jim Self

Jim is currently responsible for the identification and leadership of international growth and business development initiatives for Merck's Vaccines & Infectious Disease Division. Prior to joining the MVID, Jim spent over ten years in Merck's Corporate Development and Manufacturing Business Development groups completing transactions around the world. Jim was the Executive Director of Business Operations for the Asia Pacific Human Health Division and General Manager of Merck's Japan Licensee business. Jim earned a BS degree in Industrial Engineering from North Carolina State University and an MBA from the Wharton School at the University of Pennsylvania.

About David Cornelius

Dave has global experience including several years in Asia in commercial and business management. His most recent focus has been leading corporate wide efforts creating new growth platforms including leading a Business and Technology Incubator, New Ventures teams, and Venture Capital Investments at Dow Corning Corporation. He has experience as the CEO and Managing Director of a publically traded Australian based company. He currently leads the Growth and Innovation Group (GIG), a consultancy focused on helping organizations discover, shape and launch new growth platforms. Dave's education includes a BS in Chemical Engineering from Case Western Reserve, an MBA from Central Michigan University and he attended the Program for Management Development at the Harvard Business School.

About Selah Technologies

Located near Greenville, SC, Selah Technologies, LLC is a privately held advanced materials innovator and manufacturer founded in 2006. Selah's mission is to consistently deliver high quality nanomaterials and nanotechnology enabled products to the global marketplace. For more information, visit <http://www.selahtechnologies.com/>.

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Four SC Launch® Portfolio Companies Recognized at InnoVision Technology Awards Charleston, SC, December 5, 2008 - SCRA, a global leader in applied research and commercialization services, announced today that four SC Launch Portfolio Companies were honored at the InnoVision Technology Awards last week. Entering its 10th year of collaboration, InnoVision held an awards dinner in Greenville to celebrate business achievements in innovation, leadership and technological excellence in the South Carolina Upstate region. The following SC Launch Portfolio companies were honored: CreatiVasc Medical, winner in the Small Enterprise category; Innegrity LLC, winner in the Technology Application category; Zipit Wireless, winner in the Technology Development category; Invenca LLC, finalist in the Small Enterprise category.

"We are pleased that we are able to support SC Launch and SC Launch companies by honoring these companies and highlighting their innovative technical contributions to the knowledge based economy of South Carolina" said Douglas Kim, Chairman of InnoVision and attorney with McNair Law Firm, P.A., the Presenting Sponsor.

"CreatiVasc is honored to be selected as a 2008 InnoVision winner for our FistulaFinder® device, which is already demonstrating its ability to improve the quality of life of dialysis patients around the country," said Steve Johnson, CreatiVasc President and CEO. CreatiVasc recently formed a relationship with Henry Schein® for both local and global distribution of the FistulaFinder to the dialysis market. Henry Schein is the largest distributor of health care products in the US and European markets. CreatiVasc's InnoVision award is the third for the company. The company's founder, Dr. David Cull, received an award in 2005. Johnson was honored in 1999 with a Technology Development award at the first InnoVision ceremony.

"Zipit is honored to have received InnoVision's Technology Development Award for 2008. It is especially gratifying considering the other fine nominees in this category. As we work to identify new strategic partners and expand the Zipit product portfolio, this award provides further validation of our company's unique technology and our ability to design and produce cutting-edge connected devices. Zipit is grateful that InnoVision recognizes the technical achievements made here in the Upstate."

"We were extraordinarily pleased that the InnoVision Awards Judging Committee chose to recognize the value of using our fiber to protect human life in ballistic protection applications," said Brian Morin, Innegrity CEO. "It is an honor to be included among their winners again."

Elizabeth Cates, Ph.D., Invenca Chief Technology Officer said, "As a little start-up company -- less than a year old, it was an honor to be considered as a finalist in the InnoVision awards. Invenca's technology for chemical separation and purification is in its infancy, so I expect to have an even more exciting story to tell in the future." Cates said that "one of the delightful side benefits of the InnoVision Awards is the creation of an entrepreneurial community in the Upstate, where entrepreneurs can learn from each other and draw on local talent to fill business development needs. The recognition of Ms. Robichaud's work to launch the InnoVision program was well deserved."

"We are so pleased to be associated with the companies who have been recognized by InnoVision this year," said Bill Mahoney, SCRA CEO. "Their entrepreneurial successes demonstrate the tangible results that come from supporting and facilitating knowledge-based businesses in South Carolina."

The InnoVision awards provide an opportunity for high visibility and exposure amid the Upstate business community. Finalists are celebrated at a Finalists Reception in September and are featured in videos at the November InnoVision Technology Awards Dinner, where winners are announced. For a complete list of winners, [click here](#).

The InnoVision Technology Forum Series offers an avenue for keeping abreast of leading-edge technology advances in the Upstate. Past InnoVision Award finalists and winners, as well as other leaders in innovation and technology, make presentations and lead discussions about cogent topics.

About SCRA (<http://www.scra.org/>)

SCRA is a global leader in applied research and commercialization services with offices in Anderson, Charleston and Columbia. SCRA collaborates to advance technology. SCRA provides technology-based solutions with assured outcomes on behalf of industry, government, and research universities like Clemson University, the University of South Carolina and the Medical University of South Carolina.

About SC Launch (<http://www.sclaunch.org/>)

SC Launch, an SCRA collaboration, assists entrepreneurial start-up companies with up-front counseling, seed-funding, and access to a powerful resource network. The SC Launch mission is to help generate knowledge economy jobs in South Carolina, enhance the state's quality of life and provide opportunity for all South Carolinians in the new economy. For more information please visit www.sclaunch.org.

About INNOVISION Technology Awards

INNOVISION and its awards program is a leader in driving South Carolina's new economy. Its mission is to honor and highlight organizations and individuals that develop or apply technological innovation and to advance technical collaboration and innovation among organizations and individuals. For a list of the InnoVision advisory board, [click here](#). Sponsors of the November 19 event were Presenting Sponsor McNair Law Firm, Techtronic Industries North America, Fuji Photo Film, Inc., The Arthur M. Spiro Center for Entrepreneurial Leadership at Clemson University, Spirit Telecom, SC Launch, and RIO Technical Consulting and Founding Sponsor Deloitte.

MIT DVD BROADCASTS AVAILABLE FOR CHECK-OUT

From Soft Drinks to Real Estate: How a Looming Water Crisis Affects Our World and How to Optimize the Business Opportunity, October 23, 2008

Pathways to Entrepreneurship, September 23, 2008

Are You Ready for IPO? Strategies and Steps for How and When to Take Your Company Public, January 24, 2008

Enterprising Georgia Energy, Security & the Economy, October 24, 2007

Entrepreneurship: Success, Failure, Greatness A Fireside Chat with Ann Winblad and Jason Pontin
September. 27, 2007

A.B.L.E. Tech: Achieving Better Life Experiences for People with Injury, Disability and Aging Challenges Through
21st Century Technologies, June 6, 2007

Financial Markets: Outlook 2007 moderated by Liz Claman, CNBC, January 25, 2007

A Very Special Evening with Geoffrey Moore, November 15, 2006

Angel Groups in Action: Funding Early Stage Innovation, June 1, 2005

Forecasting Markets: The Capital Update for 2006, January 26, 2005

The dvd's can be checked out for 2 weeks. Please contact Ginger McKenzie gmckenzie@greenvillechamber.org
if you are interested. You will need to pick them up from, and return to, the Chamber

For more information on the services of NEXT partner organizations, visit: NEXTGreenville.com

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