



[NEXT Blog](#)

[Clemson
Spiro
Institute](#)

[Buck Mickel
Center](#)

[Greenville
Chamber of
Commerce](#)

[City of
Greenville](#)

[FastTrac](#)

[Clemson
University
Research
Foundation](#)

[SC Launch!](#)

[Clemson
University
Center for
International
Trade](#)

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 BP Forum "Have You Talked with your Banker Lately?" 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 to host panel discussion in Anderson *Creating an Entrepreneurial Ecosystem: Servicing Fast Growth Technology Start Ups*. Tuesday, February 10, 2009 4:00 p.m. – 6:30 p.m. NEXT will be hosting the event from 4:00 p.m. to 6:30 p.m. at the Anderson Arts Center, 110 Federal Street, Anderson, SC 29625. Business Black Box will be media sponsor of the event, along with Clemson University Research Foundation and the Anderson Chamber of Commerce.

The panel discussion will be moderated by Vincie Albritton, Associate Director at Clemson University. Following the panel discussion NEXT will hold a press conference regarding the Anderson business community. A light reception will follow.

Get more information [here](#). RSVP to gmckenzie@greenvillechamber.org no later than Friday, February 6, 2009.

FastTrac NewVenture – Greenville. Will meet for 10 sessions beginning in February. 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 February. 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. 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.

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 BP Forum “Sales Management Practices”. Monday, April 6, 2009 12:00 – 1:30 p.m. Greenville Chamber Boardroom. Larry Blackwell will be our guest expert.

About the Speaker – Larry Blackwell

Larry is currently serving as the Vice Chair, Community Prosperity on the 2009 Chamber Board of Directors.

NEXT PARTNER SERVICES and EVENTS

Clemson University Renaissance Center Event *Organ Sales and Moral Travails: Lessons from the Living Kidney Vendor Market in Iran* presented by Dr. Benjamin Hippen, Tuesday, February 10, 2009 - Kidney transplantation in the United States is burdened by a terrible policy failure. The cost of this failure will be paid in the currency of years of human lives unnecessarily lost, as well as a massive increase in federal expenditures over the next decade and beyond. The number of patients with end-stage renal disease (ESRD) in the United States has grown, but the supply of kidneys—for the preferred treatment for ESRD, kidney transplantation—has not kept pace with the demand. Unfortunately, the issue is not simply one of supply and demand: in the United States the supply of kidneys for transplantation is kept artificially low by a prohibition on the sale of human organs. Event held at The Lazy Goat, 170 River Place, Greenville, SC 29601. Cost to attend is \$20. Register [here](#). For more information, contact David Jones, 864-656-2858 or djones1@clemson.edu.

About the Speaker:

Benjamin Hippen, M.D., is a nephrologist with Metrolina Nephrology Associates, P.A. He is an at-large member of the Membership and Professional Standards Committee of the United Network for Organ Sharing, following the completion of a 3-year term on the Ethics Committee. He also serves as vice-chair of the Carolinas Medical Center Ethics Committee. Dr. Hippen's primary professional focus is the clinical care of kidney transplant recipients, but caring for patients with chronic kidney disease and endstage renal disease remains integral to his practice. Dr. Hippen holds board certifications in internal medicine, nephrology and renal transplantation, has active memberships in the American Society of Transplantation, the American Society of Transplant Surgeons

Clemson Renaissance Center Event Friday, February 27th, 12:00 p.m. – 1:30 p.m., The Lazy Goat, 170 River Place, Greenville, SC 29601. Margaret Britz, Ph.D of Clemson University will be speaking on the topic of Cyber-Crime. For cost and registration information, contact Priscif@clemson.edu.

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!

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

PRESS RELEASES

Invenca Names Mark Housley New CEO Simpsonville, SC, 28 January, 2009 - Invenca is pleased to announce the addition of Mark Housley to the senior management team as the company's new CEO. He brings more than 20 years experience transforming ideas into profitable growth ventures in B2B markets including specialty chemical, advanced material and medical products via organic growth, licensing and acquisitions. "I was excited about Invenca from the moment I heard about them so of course it's a pleasure to join," he says. Housley retired from Milliken & Company in June 2008, having variously held positions in research and development, sales, marketing, new business development, and most recently having started Milliken's Medical Products business. In his free time, he enjoys endurance sports, which he finds to have much in common with new venture opportunities, "Both challenge creativity and determination like nothing else and the results are measurable." Stepping down as CEO of Invenca is Dr. Brian G. Morin. Dr. Morin is the co-founder of Invenca with Dr. Elizabeth Cates. He has held the role of interim-CEO from the formation of the company late in 2007. In addition to his activities with Invenca, Dr. Morin is also the CEO of Innegrity LLC, manufacturers of high-performance yarns. He had worked with Housley previously at Milliken & Company. "I am confident that Mark brings the right combination of experience, creativity, and enthusiasm to Invenca and welcome him to the team," said Morin. Dr. Morin remains on as the Chairman of the Board for Invenca.

About Invenca, LLC

Invenca, LLC was founded in late 2007 by Dr. Elizabeth Cates and Dr. Brian Morin to commercialize novel technology for chemical separations, based on work patented by Clemson University and licensed by Invenca. Invenca was a finalist in the Innovation Technology Awards 2008 - Small Enterprise category for their innovative work in liquid chromatography. SC Launch! awarded Invenca \$200,000 in seed funding in 2008 to promote commercialization of products based on this technology. Please see <http://www.invenca.com> for more information.

CONTACT:

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Invenca, LLC

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Merge Welcomes Furman Intern Greenville, SC, January 28, 2009 - Merge, an Upstate developer of high-performance web sites is excited to announce the addition of another member to its team.

Mike Crittenden recently joined Merge as the resident intern. Mike is currently a full-time student at Furman University and will graduate in May 2009 with a degree in Information Technology with an emphasis on Business Management. For the next several months Mike will be assisting Merge with projects for existing clients while sharpening his programming skills in addition to learning new web development skills. Mike is originally from Greenville and currently resides in Greer.

Merge Hires New Web Strategist Greenville, SC, January 22, 2009 - Merge, an Upstate developer of high-performance web sites is excited to announce the addition of another member to its team.

Steven Crane joined Merge as a Web Strategist. Steven comes to Merge to assist in the development of new business while providing consultation to help businesses with their digital strategy. During 2008, Steven worked for Media General's Yahoo Consortium in North Carolina. Steven graduated from Clemson University with a B.A. in Communication Studies. Steven and his wife Dana will reside in Simpsonville, SC.

About Merge

Merge is the only web development firm in Greenville, SC that offers a comprehensive, strategic approach to developing high-performance web sites for its clients. Founded in 2002, Merge has established itself as one of the leading web firms in the Southeast. You can visit Merge's web site at www.mergeweb.com.

CONTACT:

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Merge
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erin@mergeweb.com

Vigilix, LLC January 2009 – Vigilix, LLC has received PCI Certification for Vigilix Total Support Manager (TSM). Vigilix TSM provides proactive monitoring, alerting and remote control capabilities specific to point of sale systems. Vigilix TSM is used by Help Desks that provide support services for point of sale systems. In order to become PCI compliant, a merchant must have all hardware and software applications PCI certified – an often expensive, laborious task. By offering a PCI-certified solution, companies and resellers reduce their risk of installing and/or selling non-compliant applications. The PCI-certified Vigilix TSM tool enhances resellers' value to their end-user customers and validates their competency in and knowledge of the industry.

Vigilix, LLC announced the launch of Vigilix Offsite Backup as an additional product offering to the suite of point of sale specific support applications it already offers. Vigilix Offsite Backup is geared to support the needs specific to point of sale systems and the companies that support them.

CONTACT:

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Netalytics hires Software Engineers Greer, SC, January 2009 - Netalytics, LLC, a Greer-based software company specializing in software to automate Opiate Treatment Programs, announced the addition of two recent Clemson University graduates. David Busch, with a degree in Computer Engineering, and Christopher Mann, with a degree in Computer Science, have both joined Netalytics as Software Engineers.

About Netalytics

Netalytics is dedicated to helping small-to-medium sized companies gather and analyze mission critical data.

With Internet-based analytics, useful information can be gathered and analyzed on the web! From our secure web-based gathering tools, to our web-based reports and analysis, you can get instantly a better understanding of how and what your company is doing, whether you have one location or multiple locations.

For more information on what products Netalytics can provide, please visit our [Products](#) page.

CONTACT:

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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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