



E-NEWS



INNOVATE COMMERCIALIZE GROW

[NEXT Blog](#)

[Clemson Spiro
Institute](#)

[Buck Mickel
Center](#)

[Greenville
Chamber of
Commerce](#)

[City of
Greenville](#)

[InnoVenture 2007](#)

[SBDC FastTracSC](#)

[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.

▶ UPDATES

NEXT MEMBER NEWS

Savoir Technology Foundation an Engineering and Technology firm of Greenville, has been awarded a two year contract to supply the Ohio HIDTA (High-Intensity Drug Trafficking Areas) with an Extended Wireless Security Solution. Savoir Technology Foundation specializes in security, wireless, sensors, mobility, surveillance and energy solutions. Savoir Technology Foundation is a Minority and Veteran Owned Business.

For more information, contact:
Savoir Technology Foundation
Michael Harper, CTO
303 Morningside Drive
Greenville, SC 29605
718.644.0154
www.hjc-group.com
mike@hjc-group.com

Yardiac.com breaks ground on new Headquarters and Warehouse in Greenville SC. The 20,000 square foot facility located on Pelham Road is expected to be completed on 12/10/2007. On May 24th Yardiac.com's innovative battery powered mower ("Bully Mower") was featured on a Good Morning America piece produced by Robin Roberts called "Green Ways to Keep Your Grass Green.

For more information, contact
Yardiac.com
Paul Ambrose, President
1-864-288-1661 ext 102
Paul@yardiac.com
<http://www.yardiac.com>

PropertyBoss Solutions, a Greenville, SC-based company offering property management software and services, announces the addition of Ellen Mullin as Operations Administrator. In addition to office management, her responsibilities will include client and sales support and coordination.

Mullin has over 15 years of administrative and office management experience. Most recently, she has worked in the non-profit arena, providing administrative support for office personnel, the organization's members and a variety of

committees. She was responsible for the organization's publications - creating and producing a variety of documents. In addition, Mullin coordinated a variety of events and volunteer personnel. Previous experience includes administrative and sales support in the communications industry.

For more information, contact:
PropertyBoss Solutions, LLC
Jo Devon
(864) 297-7661
jdevon@propertyboss.com
www.propertyboss.com

Servosity On Demand Backup has been accepted as an SC Launch Portfolio company.

For more information, contact:
Servosity On Demand Backup
Damien Stevens
800-429-0500
Direct: 864-278-0117
www.servosity.com
<http://www.linkedin.com/in/dstevens>

Pendleton, SC-based KIYATEC Wins UNC Charlotte's prestigious Five Ventures Entrepreneurial Business Competition.

KIYATEC, LLC of Pendleton, SC, the developers of an advanced 3-D tissue cell lab diagnostic technology that could save drug developers millions in pre-clinical testing, was selected the business division winner of UNC Charlotte's Five Ventures Entrepreneurial Business Competition on April 12, 2007.

The Competition, now in its sixth year, tests the business acumen of startup companies through a series of presentation challenges to successfully communicate and sell their respective Business Plans to a panel of 20 distinguished judges.

As this year's business winner, KIYATEC received a cash award, and educational/mentoring services from UNC-Charlotte. The company was also offered a one-year lease-free space at the new North Carolina Research Campus in Kannapolis, NC.

The entrepreneurial company, however, is opting to remain in Pendleton, SC, close to its origins at the Clemson University Bioengineering Lab.

Co-Founded in 2005 by fellow Clemson Bioengineering Graduates David Orr and Matthew Gevaert, KIYATEC LLC is dedicated to developing and commercializing a 3-D tissue cell diagnostic platform or "bioreactor" that is designed to reduce the time and costs associated with drug discovery by improving the correlation between lab-based results and clinical patient response.

Bottom line: the company has developed a lab test that may help drug developers avoid expensive trial failures. KIYATEC's innovative 3-D cell technology platform makes it possible to culture multiple adult human cell types into viable pieces of tissue-like material that better represent the natural physiology of the human body.

"We've created a pre-clinical drug discovery method that is a more realistic indicator of how various cell groups within the human body respond to potential drugs," explains David Orr, KIATEC spokesman and Co-Founder.

Presently, the only pre-clinical drug discovery methods being utilized in labs are two-dimensional "Petri-dish" cell cultures and animal models. Both are limited in their ability to simulate drug activity in the human body. As a result, 9 out of 10 drugs fail after entering expensive human clinical trials.

According to Orr, if the KIYATEC tests could show drug toxicity or metabolizing problems in pre-clinical work, it could save drug developers millions. "Being able to identify drug failures earlier clearly provides a reduction in the overall R&D costs for a pharmaceutical company and could translate into reduced drug costs for the patient,"

KIYATEC" has also received a \$25,000 grant from SC Launch. The company is currently seeking \$250,000 in seed-level capital to fund prototype development and proof of concept activities over a 12-month timeframe followed by a larger "A" round investment to implement robust product development,

For more information, contact:
KIYATEC, LLC, 511 Westinghouse Road
Pendleton, South Carolina 29670
864.884.2315 Phone
864.646.2178 Fax
info@kiyatec.com

▶ EVENT CALENDAR

NEXT Best Practices Forum *Stories from the Trenches - The Good, Bad, and Unthinkable.* Peter Waldschmidt will share his experiences of creating and selling TetraData, and speak about his latest venture Gnosso, Inc. By invitation only. Monday, July 2 (12:00p.m.-1:30 p.m.), City Hall, Economic Development conference room, 9th floor. Nancy Whitworth, City of Greenville is our host. To RSVP, contact Ginger McKenzie at 239-3708 or by email: gmckenzie@greenvillechamber.org

NEXT MIT Enterprise Forum *"A.B.L.E. Tech: Achieving Better Life Experiences"* Within a decade, the number of Americans requiring continual managed care for chronic conditions could reach 100 million. Explore the entrepreneurial opportunities that technology, engineering, and life sciences can have on the quality of every day life for the aging and disabled. Moderated by NBC News correspondent and MIT Media Lab Distinguished Fellow, [John Hockenberry](#), and features MIT Media Lab Professor [Hugh Herr](#), and noted inventor, entrepreneur and president of DEKA Research, [Dean Kamen](#). Entrepreneurs and MIT alumni are invited to view the DVD viewing. Monday, July 16, 12p.m.-2:30p.m. Greenville Chamber Boardroom. PLEASE RSVP by Wednesday, July 11, contacting Ginger McKenzie at 239-3708 or by email: gmckenzie@greenvillechamber.org

NEXT Sales/Marketing: Building a Sales/Marketing Team without Going Broke *Lessons learned - the good, the bad, and the ugly - in the experience of building out a sales and marketing team in a boot-strapped, cash-flow funded start-up.* Jim Henderson, Exemplary Innovations will speak to our NEXT members to identify their business needs & evaluate solutions to address those needs. Monday, July 23, noon-1:30pm, Greenville Chamber Boardroom. PLEASE RSVP by Monday, July 23, contacting Ginger McKenzie at 239-3708 or by email: gmckenzie@greenvillechamber.org.

NEXT Best Practices Forum *Expansion - Regional, National, Global - When and How.* By invitation only. Monday, August 6 (12:00p.m.-1:30 p.m.), Greenville Chamber Boardroom. Please RSVP by Wednesday, August 1, contacting Ginger McKenzie at 239-3708 or by email: gmckenzie@greenvillechamber.org

Business Continuity Workshop *Victor or Victim: You make the call. Disaster Intervention Vital to Your Business.* Join the Chamber and Crisis Management and Risk Analysis expert, Dale Stewart, as he explains the steps imperative to keeping your business up and running in the event of a natural or man-made disaster. August 29, 7:30a.m. - noon, Embassy Suites. Cost to attend is \$125 for Chamber members, \$200 for Non-members. Register online at www.greenvillechamber.org or print attached registration form and fax or mail with payment by Wednesday, August 22. Contact Ginger McKenzie at 239-3708 or by email: gmckenzie@greenvillechamber.org with any questions.

NEXT PARTNER SERVICES and EVENTS

Downtown Greenville cultural events:

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

Buck Mickel Center Training Classes:

Multi-Project Management

With powerful experiential exercises and compelling case histories, this workshop challenges everything we have been taught about managing multiple projects. A physical simulation is used in which participants discover not just the causes of today's lethargically slow projects but the actionable steps that they must take to create real and sustainable speed to profit. Next the participants discover how Lean tools, Six Sigma tools, and the Critical Chain method have been merged effectively to produce a highly manageable process. Tuesday, July 10 and Wednesday July 11, 8:00 a.m. - 5:00 p.m.

Change Management: Dealing with Changes in the Workplace

Develop the skills you will need to proactively address change and meet the challenges of transition in the workplace! You will discover how to work with various employee "styles" to overcome the problems encountered when making changes in your organization. You will also learn how to effectively handle the "pain" of organizational change by examining the transition process and understanding needs related to each phase. Tuesday, July 12, 8:30a.m. - 4:30p.m.

Coaching, Influencing and Motivating

Are you prepared to get the best from your team? In today's tough business environment your organization can't afford anything less than outstanding performance. Keep your team members' productivity, motivation and commitment up to par, and show them how to do the best job they can. Learn this step-by-step approach with a results-based coaching framework to will help you understand behavior management and show you how to capitalize on motivational opportunities. Monday, July 16, 8:30a.m. - 4:30p.m.

Interviewing Skills for Managers

Identify the benefits of interviewing skills and the various types of interviews; define success factors; and identify the steps involved in writing and finalizing the success factors for a position. Wednesday, July 18, 8:30a.m. - 4:30p.m.

- * Establish a plan for an interview and prepare an office for an interview.
- * Handle an interview by developing an understanding of the various types of candidates, conduct an interview by following a specific structure, and use effective communication techniques when interviewing.
- * Identify the types of bias, the steps involved in evaluating a candidate, and several criteria for ranking candidates.
- * Identify the follow-up tasks that should be performed after an interview.
- * List the provisions outlined by EEO and identify appropriate and inappropriate questions, including those that are not permissible according to the law.
- * Define "disability," identify the questions that are prohibited by the ADA, hire prospective employees legally under the Immigration Reform and Control Act, and use Form I-9.

Finance and Accounting for Non-Financial Managers

Finance & Accounting for Non-financial Managers© is an American Management Association Course. From accruals to write-offs, from accounts receivable to working capital, this course provides you with a working knowledge of financial principles and their application. These skills are essential for a manager to be effective in today's uncertain economy where every manager is being held accountable for the bottom line. Monday, July 23 and 30, 8:00a.m. - 5:00p.m.

Lean 101: Office Lean/Kaizen

Any business, function, or individual can benefit from this course. Through a learn-and-do approach, discover how to apply Lean office techniques for eliminating waste and improving efficiencies in your office, administrative or service environments and processes. Don't just learn the techniques, experience them and see the results as an employee working in and improving two simulated departments. Find out how to achieve many types of improvements including reduced processing times, increased productivity and reduced paperwork, costs, floor space, and waste. Wednesday, July 23, 2008 8:00a.m. - 5:00p.m.

For more information or to register, contact:
Buck Mickel Center
864-250-8125

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

You received this email because you have expressed interest in NEXT, please join us and get involved.

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