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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 BP Forum " IS V.C. FOR ME?" Should my company raise venture capital? What exactly is venture capital? Is there any venture capital in South Carolina? Monday, July 13, 2009. Robert Fletcher, Founder - Cotesworth, LLC will be our guest expert.

About the Speaker – Robert Fletcher, Cotesworth, LLC

Robert Fletcher is the founding partner of Cotesworth, a business development firm that he started in 2007. An experienced entrepreneur and technology business builder, he is currently engaged in creating a new, early-stage venture fund in South Carolina.

Fletcher was the youngest member of the venture fund Trelys, where he worked with seven technology companies and was responsible for the firm's investment in Ometric Corporation. At other points in his career, Fletcher has served as CEO of robotics firm Applied Motion Systems (Vancouver, WA); as Assistant to the CEO of Mynd Corporation (acquired by Computer Sciences Corporation); and as Senior Analyst for BlueCross BlueShield of South Carolina. He began his career in his hometown of Hartsville, South Carolina, as an engineer in the Advanced Technology Development group of packaging giant Sonoco.

He holds a degree in Electrical Engineering, with emphasis in computers and psychology, from Clemson University and a Masters in Business Administration from Harvard Business School. In 2006, he was named a "20 under 40" rising leader in business by *The State* newspaper.

Next event:

NEXT BP Forum Monday, August 3, 2009 "TBD"

NEXT BP Forum "Searching for the New Knowledge Economy" Monday, September 14, 2009. 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

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.

FastTrac NewVenture – Greenville. Specific dates and location are to be determined. 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. Specific dates and location are to be determined. 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 PARTNER SERVICES and EVENTS

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

Acumen I.T. Acquires SwaimBrown Consulting, LLC Published Thursday, June 04, 2009
Acquisition Increases Microsoft Dynamics Offerings and Positions Company for Regional Growth May 7, 2009 Greenville, SC - Acumen I.T., an Information Technology (I.T.) company headquartered in Greenville, SC, announced today the purchase of SwaimBrown Consulting, LLC of Spartanburg.

SwaimBrown Consulting (SBC) is a Microsoft Certified Partner and leading software consulting firm specializing in

SwaimBrown Consulting (SBC) is a Microsoft Certified Partner and leading software consulting firm specializing in the implementation, training and support of Microsoft's Dynamics GP business management software. Their staff of senior consultants has been involved in the successful completion of more than 300 implementations of Dynamics GP. SwaimBrown Consulting's staff will join Acumen I.T. creating one of the largest Microsoft partners/resellers in the southeast. Microsoft Dynamics GP provides a fully integrated business management system for small and mid-sized companies across all industries. Dynamics GP automates and streamlines businesses processes for financials, supply chain, distribution, manufacturing, HR/payroll, project accounting, ecommerce, customer relationship management (CRM) and other functional areas.

David Pence, President and CEO of Acumen stated, "The acquisition of SwaimBrown Consulting is a great addition to our staff of experts and to our portfolio of solutions for our customers. We can now provide greater depth and Dynamics GP knowledge to our customers and help them move their businesses to the next level. With SwaimBrown Consulting's expertise, we are poised to grow further throughout the southeast and into other areas of the country."

"Companies today are looking for a strategic partner capable of addressing all of their complex IT needs," says Steve Nevelle, President of SwaimBrown Consulting. Nevelle continues, "Microsoft is delivering powerful business solutions that are fully integrated making them easy to deploy and support. By combining resources with SwaimBrown Consulting, Acumen I.T. becomes the dominant Microsoft reseller in the area capable of delivering the full breadth of Microsoft's integrated solutions to our clients." Steve Nevelle will be the Practice Manager for Acumen I.T.'s Business Applications Division.

About Acumen I.T.

Acumen I.T. is a privately held technology firm located in Greenville, South Carolina. A Microsoft Business Solutions Partner (MSFT), Acumen provides Microsoft Dynamics GP accounting software and customization services in addition to other business management applications like customer relationship management (CRM), enterprise resource planning (ERP), and point-of-sale (POS) systems. The firm is an Avaya Enterprise Partner, supplying comprehensive business phone systems and advanced phone integration, predictive dialers, and call center applications to enterprise level companies. Acumen services extend to enterprise-like turnkey I.T. service and support for small- and medium-sized businesses and supplemental services for in-house information technology (I.T.) departments, including server virtualization environments as a Dell Certified Partner, 24/7 monitoring, and emergency support. Acumen was named the 2007 Small Business of the Year by the Greater Greenville Chamber of Commerce and one of South Carolina's Fastest-Growing Companies 2008 by Elliott Davis, LLC. More information about Acumen may be found at www.acumenIT.com.

Contact:
Wendi Hill
864-363-2000

Invenca LLC, Mauldin, SC has signed a product evaluation agreement with a major pharmaceutical developer and marketer to evaluate Invenca's chromatography technology in an investigative stage bio-pharmaceutical candidate. Agreements with several other parties are expected in the next few months. We are more excited than ever about the prospects of bringing lower cost and higher performance to companies engaged in biochemistry. We see opportunity across the spectrum of scale from lab to plant size. Chromatography products are an essential element of drug discovery and manufacturing processes worldwide.

About Invenca, LLC

Invenca, LLC is a licensee of the Clemson Research Foundation with exclusive field of use in chromatography and was founded in 2007 to develop and market products for that field.

Contact:
Mark Housley
864-373-7070
1312 Old Stage Road
Mauldin, SC 29681

New COMMUNITY CENTRIC WEBSITE LAUNCHES IN GREENVILLE, SC June, 2009

New Video Website First In My City HD Family - GREENVILLE, SC – My City HD, LLC has launched GreenvilleHD.com, a new community centric website bringing the power of streaming video to the local level. GreenvilleHD.com is the first market centric website of the My City HD family, a concept that allows anyone with a broadband Internet connection to see community-generated content in full-screen High Definition video. GreenvilleHD.com features 19 different channels that offer a comprehensive look at Greenville, SC from arts, entertainment and shopping to education, jobs and real estate. Videos on the website give an unscripted, candid look at the everyday lives of those who live, work and play in the Greenville, SC community. GreenvilleHD.com also is a marketing medium that gives consumers a behind-the-scenes look at the personalities and distinctive qualities of local businesses, organizations, charities and issues.

Locally owned and operated by Reggie Williams and Kathy Vass, the rich media website was built by Provis Media Group, a full-service interactive agency based in Wilmington, NC. The new company's creative director is Tim Angevine.

"Video sites like YouTube and Hulu do a great job of serving content on a national level, but there didn't appear to be anything featuring video content on the local level," said Williams, owner of My City HD, LLC. "Your city is where you go out to eat, where you shop, buy a house, and where your children go to school. My City HD seeks to fill the void for local content online, and we've branded more than 200 cities across the country to do just that."

Added Vass, "The idea behind GreenvilleHD.com is to combine the popularity of video with the accessibility of the World Wide Web to create a method of marketing that is unmatched in reach, frequency and purchasing potential. Every business, organization and charity has a story to tell."

GreenvilleHD.com has its offices at 101 E. Camperdown Way in Greenville, SC. For more information, call (864) 283-0334.

Everyone should look at the technology channel. The video on Innegrity is one of our most viewed videos. The technology channel is very popular.

Contact:

Kathy Vass

864-444-4168

Reggie Williams

864-313-0653

www.GreenvilleHD.com

<http://www.greenvillehd.com/about-greenville-sc>

MIT DVD BROADCASTS AVAILABLE FOR CHECK-OUT

Exploring the Future of Enterprise Software, February 12, 2009

Paint It Black: Avoiding the Financial Beast of Burden in 2009 and Beyond, February 25, 2009

The Future of Wireless Communications, November 24, 2008

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

Innovation to Commercialization: Using Government Funding to Kick Start Your Start-Up, June 4, 2008

Enterprising Georgia: How Virtual Worlds Will Transform The Way We Do Business, February 20, 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

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

Talk to an Angel: Crucial Connections to Early Stage Capital, June 7, 2006

The dvd's can be checked out for 2 weeks. Please contact Brenda Laakso blaakso@greenvillechamber.org if you are interested.

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

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