



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 to 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 864-751-4806.

EVENT CALENDAR

NEXT BP "The Sales Process' most vital step - Closing the Sale" Monday, December 7, 2009.
John Hampson Founder, and President of Fastur Group will be our guest expert.

About the Speaker – As Director of Sales for Michelin North America, John Hampson set strategy for the National Retail Channel. John managed sales revenue of a little under \$1 billion and profit margins in excess of tire industry norms. Under his leadership, the National Retail Channel delivered business objectives of over 6% sales volume growth year-on-year; increased profit margins by 4% year-on-year, grew share of account on average 12%, and improved forecast accuracy 25%. John emphasized the development of business solutions collaboratively with customers and the value of partnerships over transactional relationships.

John's career at Michelin spanned 21 years, and afforded him opportunities across the world in all disciplines. Earlier this year, John left Michelin to create his own company, Fastur Group, based on his passion to help people grow and maximize their full potential. With extensive international senior management experience, including Engineering, Human Resources, Finance, Quality, and Sales and Marketing John brings a holistic perspective across all levels and all functions of an organization.

Advanced Materials Research and Innovation Campus – AMRIC NEXT BP Forum Monday, December 14, 2009

Next event:

NEXT BP Forum – Greenville Monday, January 11, 2010
Anderson Monday, January 11, 2010

NEXT PARTNER SERVICES and EVENTS

You are cordially invited to attend...

Clemson University Center for China Studies, partnering with the National Committee on U.S.-China Relations (NCUSCR), will hold the next Speaker Series event as part of NCSUCR's third annual CHINA Town Hall, at Hyatt Downtown Greenville, Tuesday evening, December 8th. Reception will start at 7:00 pm, and the program is free for the public but registration is required - [click here](#) or paste <http://www.northgatelabs.com/opay/index.asp?event=China-Town-Hall-120809&amt=0&status=new> in your web browser. [Read more](#) <https://app.e2ma.net/app/view:CampaignPublic/id:20919.2632827560/rid:ea20da7074b6fc3776bc607606081665>

Please contact **Pris Foster** at 864-370-3038 or priscif@clemson.edu for details
PropertyBoss is seeking professional, enthusiastic, and self-motivated team players to join us in building

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PropertyBoss is seeking professional, enthusiastic, and self-motivated team players to join us in building partnerships with our customers. We are looking for:

Implementation & Training Specialist Inside Sales Representative

Candidates should [submit resume](#)

Contact:

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FastTrac® NewVenture™ FastTrac NewVenture is ground zero for anyone interested in starting a business. For more information please click on link to [Check the program schedule](#) or paste URL to your web browser: <http://www.fasttracsc.org/aboutus.php#aboutfasttrac>

FastTrac® GrowthVenture™ What do you get out of FastTrac GrowthVenture? For more information please click on link to [Check the program schedule](#)

Downtown Greenville cultural events:

<http://www.greenvillesc.gov/>

PRESS RELEASES

ProHisto , LLC Greenville, November 16th , 2009

Using ProHisto's patent pending Antibody Amplifier™ system , researchers at the University of Kentucky Medical Center are one step closer to understanding the pathway to inhibit neuro degeneration in HIV positive patients . Their findings regarding the role of neuro protective hormone E2 were published in the November issue of *AIDS Research and Human Retroviruses*(*Heron, et.al.*) . ProHisto , LLC is a University of South Carolina affiliated start-up with offices in Columbia and Greenville.

Contact :

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Acumen I.T. Makes Top 25 Fastest Growing Company List Technology firm honored for second consecutive year Nov. 16, 2009 – Greenville, SC – Acumen I.T., a Greenville-based technology company, has been named one of South Carolina's Top 25 Fastest Growing Companies by the South Carolina Chamber of Commerce in conjunction with the Capital Corporation, an investment banking firm located in Greenville. The company comes in at number 19. This is the second consecutive year Acumen has received this prestigious honor. [Read more](#)

About Acumen I.T.

Acumen I.T. is a privately held technology firm located in Greenville, South Carolina.

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SensorTech has been awarded the 2009 InnoVision award in the Small Enterprise category. The Small Enterprise Award Recognizes a small business entity, defined as an organization with fewer than 50 full-time employees or less than \$20 million in revenue, for the innovative application or development of a technology-based product, process or service. [Read more](#)

About SensorTech

SensorTech is an advanced materials company commercializing a “smart” polymer technology (smart plastics) originally developed at Clemson University’s Department of Bioengineering.

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Integral Solutions for Managed Service Providers Worldwide ORLANDO, F.L. – Integral Solutions Group (ISG) announced to an international audience at the 2009 ConnectWise Partner Summit the launch of the Integral Solutions Instant Managed Service Provider Channel Partner Program.

The Integral Solutions IMSP Channel Partner Program shows a clear competitive advantage and increases profitability with a monthly recurring revenue,” says vice president of marketing and sales for ISG, Al Gosset. [Read more](#)

About Integral Solutions Group

Integral Solutions Group (ISG) is a division of the [J M Smith Corporation](#), South Carolina's third largest privately held company. Headquartered in Spartanburg, South Carolina, J M Smith has been an information technology specialist since 1959 when the company first offered mainframe batch processing services to local business and industry.

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For more information on the services of NEXT partner organizations, visit: [NEXTGreenville.com](#)
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