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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 *Acquisitions - how to look at, how to structure, how to analyze to determine when it makes sense.* Hagen Rogers, Watermark Advisors, LLC will continue this discussion from last month's forum. Monday, April 7, 12:00 – 1:30 p.m., Greenville Chamber Boardroom.

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. **FastTrac NewVenture – Greenville.** Meets Thursdays for 10 sessions beginning April 1, 2008, 6:00 - 9:00 p.m. [Register here.](#) [Check the program schedule](#) to view other locations and dates.

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. **FastTrac GrowthVenture – Greenville.** Meets Tuesdays for 10 sessions beginning April 3, 2008, 6:00 - 9:00 p.m. [Register here.](#) [Check the program schedule](#) to view other locations and dates.

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. **FastTrac TechVenture – Columbia (no Greenville location listed).** Meets Tuesdays for 10 sessions at the University of South Carolina beginning April 8, 2008, 6:00 - 9:00 p.m. [Register here.](#) [Check the program schedule](#) to view other locations and dates.

NEXT Best Practices Forum *Outsourcing – Doing Business with Asia.* Ravi Sastry, International Innovations, will be our speaker in this continuing discussion from February's Best Practices forum. Monday, May 5, 12:00 – 1:30 p.m., Greenville Chamber Boardroom.

NEXT PARTNER SERVICES and EVENTS

The **Clemson University Renaissance Center** presents *Navigating The Potential (And Very Costly) Hazards In Executive-Level Recruiting And Management Succession*, featuring Joseph Daniel McCool, April 3, 2008. Joseph Daniel McCool is a writer, speaker and advisor on executive recruiting and management succession best practices. He is the author of *Deciding Who Leads: How Executive Recruiters Drive, Direct & Disrupt the Global Search for Leadership Talent* (March 2008, Davies-Black), a book exploring the global executive search consulting business and its impact on corporate leadership, culture and organizational performance. *Deciding Who Leads* was recently endorsed as "one of the 30 best business books of 2008" by SoundView Executive Book Summaries. Event location is the Commerce Club, 55 Beattie Place, 17th Floor, Greenville, SC. Cost to attend is \$35 and seating is limited. Registration begins at 11:30 a.m. Register online at www.clemson.edu/ethics. For more information contact David Jones, (864) 656-5379 or djones1@clemson.edu.

The **Spiro Institute for Entrepreneurial Leadership** invites you to attend the third annual Celebration of Clemson Alumni Entrepreneurs on Thursday, April 10, 2008, 5:30-7:00 p.m. with reception following. Successful Clemson alumni entrepreneurs will share their experiences and offer advice in this lively panel discussion. Clemson students and faculty, entrepreneurs, and members of the business community are all invited to enjoy this special presentation. Panelists include: Bill Masters, a 1974 alumnus with a B.S. in Electrical Engineering. He is the founder of Perception Kayak. He currently serves as president of Kinetixx, Inc. Joe Turner, a 1971 alumnus with a B.S. in Industrial Management. He is the co-founder and CEO of First Sun Management Corporation, one of the largest Wendy's franchise owners with 47 restaurants in the Southeast. Event location is the Hyatt Regency Hotel, 220 North Main Street, Greenville, SC. There is no charge for the event, however the reception will have a cash bar. Register at <http://www.clemson.edu/spiro/AlumniEntrepreneurs.html>. For more information, contact Debbie Allen at 864-656-7235 or email spiro@clemson.edu.

Downtown Greenville cultural events:

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

▶ UPDATES

PRESS RELEASES

ProActive Technology's Paul Waters presents at Atlanta Code Camp 2008. Greenville, SC - ProActive Technology, a Greenville, SC software development and consulting company, is pleased to announce that it's Business Intelligence practice lead Paul Waters presented at the Atlanta Code Camp 2008 on March 29 at DeVry University.

Mr. Waters' presentation SQL Server Integration Services (SSIS) Tools, Tips and Tricks provided information and insight on the power and flexibility SQL Server Integration Services offers as a data integration tool. "The key to a smooth integration project is leveraging the toolkit, knowing some tricks and harnessing the flexibility" said Mr. Waters. "As a part of our Business Intelligence practice, we are providing these types of instructional presentations to both clients and at development related events," said ProActive's President Bradley J. Smith. "With the increasing demand for better data management and faster access to data, tools like SQL Integration Services and SQL Analysis Services are being leveraged to solve business needs."

About ProActive Technology

ProActive Technology is a Greenville, SC-based software development and consulting company offering custom development and technology solutions for businesses and industries. ProActive delivers products and services that enable clients to use information more efficiently. Through technology, ProActive improves its clients' ability to execute, compete, and succeed. As a Microsoft Certified Partner, ProActive Technology's product expertise includes .NET development, mobile device development and web-based business applications. For more information visit www.proactivetechnology.com, or contact the company at 864-421-9247 ext. 14.

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Merge Launches new Site for PULSE Greenville, SC - Merge, an Upstate developer of high-end web sites, announces the completion of the web site design for PULSE, a non-profit organization that provides programs and events for social and leadership development for young professionals.

PULSE engaged Merge to custom develop its digital strategy in order to increase awareness and boost membership through the Internet. The new web site can be viewed at www.greenvillepulse.com.

About PULSE

PULSE, Professionals United for Leadership and Social Enrichment, is a non-profit organization designed for young professionals (age 22-39) in the Greater Greenville area. PULSE provides outlets for social connection, as well as professional and leadership development opportunities. The group was started and is governed by Greenville area young professionals looking to enhance their age group's presence in the community.

About Merge

Merge provides high-end web development services that makes its clients #1 on the web in their respective markets. 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.

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MIT DVD BROADCASTS AVAILABLE FOR CHECK-OUT

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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