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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 *Outsourcing – Doing Business with Asia*. Ravi Sastry, International Innovations, will continue this discussion from February's forum. Monday, May 5, 12:00 – 1:30 p.m., Greenville Chamber Boardroom. Lunch is provided.

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 NewVenture – Greenville**. Meets Mondays for 10 sessions beginning June 16, 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. The cost for the GrowthVenture course is \$295. Register and pay at least 2 weeks in advance to receive a \$50 discount! **FastTrac GrowthVenture – Greenville**. Meets Tuesdays for 10 sessions beginning June 17, 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. The cost for the TechVenture course is \$395. Register and pay at least 2 weeks in advance to receive a \$50 discount! **FastTrac TechVenture – Greenville**. Meets Thursdays for 10 sessions beginning September 10, 2008, 6:00 - 9:00 p.m. [Register here](#). [Check the program schedule](#) to view other locations and dates.

NEXT Best Practices Forum *"Retaining Employees - After they say Yes (orientation, incentives, reviews, activities)"*. Don Karns of Step Change Solutions, LLC will be our speaker. Monday, June 2, 12:00 – 1:30 p.m., held at the Y-Teen Center located at 601 E McBee, Suite 212, Greenville SC 29601.

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NEXT PARTNER SERVICES and EVENTS

Downtown Greenville cultural events:

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

▶ UPDATES

MEMBER NEWS

Welcome new and recent members to the NEXT Collaborative:

Brent Buckner, SensorTech, Inc.
Elizabeth Cates, iTography, Inc.
Hugh Chapman, Pirouette Display Corp.
David Pence, Acumen I.T., LLC
Steven Wagner, Kudzu Consultancy, LLC
David Witter, Anaxtal

PRESS RELEASES

Access Computer Technology Greenville, SC, May 2008 – Access Computer Technology has been acquired by a rapidly growing information technology company in Greenville, South Carolina by the name of Acumen IT, LLC.

Access Computer Technology has had the privilege of serving our clients in North Carolina and in the Upstate for over 14 years. Now, we look forward to this new opportunity of joining our forces with Acumen's team, over fifty strong. They are an exciting and successful company, voted Greenville's small business of the year for 2007. Our clients will experience a broader range of products and services and will have a greater number of talented technology consultants at their disposal.

As well as being a Microsoft Gold Partner, Acumen is a premier Microsoft Business Solutions Partner and a quality provider of Microsoft-based ERP, CRM, and SharePoint technology solutions to mid-market companies and large enterprise divisions. Acumen provides software consulting, software training, hardware, IT implementation services, and Avaya phone systems to clients in the distribution, manufacturing, healthcare, computer, construction, retail, and service based industries.

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Vigilix and SC Launch! announce an investment to strengthen the knowledge economy in South Carolina, May 14, 2008 - Andrew Kurtz, Vigilix CEO, and Bill Mahoney, SCRA CEO, invite you to attend a special announcement between Vigilix and SC Launch! RSVP to [Jill Hirsekorn](mailto:Jill.Hirse Korn) or call 843-760-3329. Location is Latitudes Restaurant, 631 S. Main Street, Greenville, SC 29601 from 4:30 p.m. – 5:15 p.m.

Under the leadership of CEO Andrew Kurtz, Vigilix has continued to gain market growth following its successful spin-off from ProActive Technology. Today, Vigilix technology is implemented in a wide range of point-of-sale environments doing what Vigilix does best - providing 24/7 monitoring of mission-critical systems and business processes.

processes.

SC Launch! has identified Vigilix as a promising South Carolina start-up company, and hopes to accelerate their entrepreneurial growth with a seed-capital investment, ongoing mentoring and Resource Network Services.

About Vigilix

Vigilix LLC develops technologies that enable companies to successfully manage critical business resources and information at the point-of-sale level. Guided by the overriding principle to equip companies with purposeful technology, Vigilix develops and deploys its cutting edge detection and notification platform to business and industry. Learn more at Vigilix.com

About SC Launch!

SC Launch! accelerates entrepreneurial growth for technology startups by delivering key tools for success. We help build equity in the future by generating Knowledge Economy jobs, enhancing the state's quality of life, and providing strong prospects for all South Carolinians in the new economy. SC Launch! is a collaboration between SCRA and south Carolina's research universities - Clemson University, The University of South Carolina and The Medical University of South Carolina. Learn more at sclaunch.org.

About SCRA

SCRA is a global leader in applied research and commercialization services with offices in Anderson, Charleston and Columbia. SCRA collaborates to advance technology. SCRA provides technology-based solutions with assured outcomes with industry, government, and with research universities like Clemson University, the University of South Carolina and the Medical University of South Carolina. Learn more at www.scra.org

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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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