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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 "Leadership"**. Les Hudson, Queens University of Charlotte is the speaker. Monday, November 3, 12:00 – 1:30 p.m., Greenville Chamber Boardroom.

#### About the Speaker – Les Hudson, Queens University of Charlotte

Les Hudson is Professor of Strategy and the Wayland H. Cato, Jr., Chair in Leadership in the McColl School of Business at Queens University of Charlotte where he teaches Strategic Management, both as a capstone course for seniors and as a strategy course for MBA students.

Dr. Hudson is currently the Presiding Director of American Electric Power Company in Columbus, Ohio, and Chair of its Directors and Corporate Governance Committee and a member of its Audit Committee; a director of American National Bankshares and the American National Bank and Trust Company and Chair of its Compensation Committee; a director of Innegrity LLC, and a member of the Advisory Council of Furman University and the President's Advisory Board of Wofford College.

Les earned the Ph. D. degree in Industrial Management at Clemson University after working in industrial operations and corporate management for more than twenty-five years. He served as President, Chairman, and Chief Executive Officer of two textile companies, one listed on the New York Stock Exchange and one privately owned.

Prior to joining the faculty at Queens University, he taught business strategy at Clemson University at both the graduate and undergraduate level. His research interests include competition, manufacturing, leadership, competitive strategy, corporate governance, entrepreneurship, international business, and strategic decisions concerning capacity expansion. He has a B. A. degree in economics from Furman University and a M. B. A. degree from the Moore School, University of South Carolina.

Les combines his practical experience as a manager and executive, his current activities as a director of major public corporations, and his academic background to examine critical issues facing business managers and leaders in today's challenging environments. When teaching, he integrates academic theories and principles with real-world experiences to address current issues and to bring the boardroom into the classroom, an approach that is received enthusiastically by his students

**FastTrac NewVenture –Greenville.** Will meet for 10 sessions beginning in January. 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.

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**FastTrac TechVenture – Greenville.** Will meet for 10 sessions in Greenville beginning in January. 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 Best Practices Forum “TBD”.** Monday, December 7, 12:00 – 1:30 p.m., Greenville Chamber Boardroom.

## NEXT PARTNER SERVICES and EVENTS

**Biomedical Entrepreneurship in Upstate South Carolina** Friday, November 14th, 2008. Interested in Commercializing Biomedical Technologies? Join us in Greenville for the 4th Annual Program on "Biomedical Entrepreneurship in Upstate South Carolina", a one-day program specifically focused on creating and growing biomedical business opportunities. Now in its fourth year, the meeting has become the annual one stop shop to meet and connect with professionals from across the biomedical, clinical, and regulatory industries as well as venture capitalists, academics, IP lawyers, and technical entrepreneurs. The event is brought to you by CURF (Clemson University Research Foundation) and the Clemson University Department of Bioengineering. Location and Accommodations: The one-day program will be held at the historic Westin Poinsett Hotel in downtown Greenville. Out of town guests [click here](#) for details about accommodations. Please check back for program information. This information will be updated regularly. Registration will begin October 1st, 2008. For more information, contact Dr. Matt Gevaert, Technology Commercialization Officer, BioTechnology and BioMedical Sciences, Clemson University Research Foundation at [mrq@clemson.edu](mailto:mrq@clemson.edu).

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

### ▶ UPDATES

### MEMBER NEWS

**Vigilix**, a leading provider of point-of-sale monitoring and alerting software, is pleased to announce that it is now offering a Site Bundle option for Vigilix Total Support Manager. The Vigilix Site Bundle provides POS specific remote monitoring capabilities along with remote control and terminal based monitoring all integrated into a single pricing solution.

Contact:

Bradley Smith  
[bradley.smith@pa-tech.com](mailto:bradley.smith@pa-tech.com)  
864-421-9247 x14

## PRESS RELEASES

**Selah Technologies Invited as Guest Speaker at 2008 ISPE Annual Meeting** *Selah to present during Nanotechnology session* Greenville, SC, October 23, 2008 - Selah Technologies, an advanced materials manufacturer, announced today that the company has been invited to be a guest speaker at the upcoming 2008 ISPE Annual Meeting. At the ISPE Annual Meeting, pharmaceutical manufacturing industry professionals from around the world will gather to share experiences and gain insights affecting industry change. The upcoming annual meeting will be held from October 26-29, 2008, in Boca Raton, FL.

"Selah is honored to be an invited guest speaker at the upcoming 2008 ISPE Annual Meeting. This presentation will allow Selah to highlight public partnering opportunities available to nanomaterial innovators who understand the need for transparent product stewardship in the pursuit of market opportunities in the healthcare field, especially with respect to the pharmaceutical and biologics industries. Moreover, we will be able to share our story with industry leaders to better position Selah for our upcoming Selah Dots™ product launch," said Michael Bolick, President and CEO for Selah.

Selah Technologies obtained a worldwide exclusive license in 2006 from Clemson University to develop and commercialize two nanotechnologies, branded Selah Dots™ and Selah Tubes™. Selah Dots™ are patent-pending carbon based nanoparticles that can be used for various applications, including life sciences, solar cells and anti-counterfeiting, among others. Selah Tubes™, enriched carbon nanotubes protected under US Patent No. 7,374,685, have a number of applications due to their impressive electrical and thermal conductivity properties.

### **About the ISPE**

ISPE, the International Society for Pharmaceutical Engineering, is the world's largest not-for-profit association dedicated to educating and advancing pharmaceutical manufacturing professionals and their industry. Founded in 1980, today ISPE serves 25,000 members in 90 countries. For more information, visit <http://www.ispe.org/>.

### **About Selah Technologies**

Located near Greenville, SC, Selah Technologies, LLC is a privately held advanced materials innovator and manufacturer founded in 2006. Selah's mission is to consistently deliver high quality nanomaterials and nanotechnology enabled products to the global marketplace. For more information, visit [www.selahtechologies.com](http://www.selahtechologies.com).

Contact:

Michael Bolick  
[Michael.Bolick@SelahTechnologies.com](mailto:Michael.Bolick@SelahTechnologies.com)  
864-630-4034

**SCRA Selected to Implement US Department of Energy H-Prize Administration Team comprised of National Hydrogen Association Hydrogen Education Foundation (HEF), Technology Transition Corporation (TTC) and SCRA** Charleston, SC, October 20, 2008 – SCRA, a global leader in applied research and commercialization, has been selected as an administrator of the H-Prize, a US Department of Energy (DOE) Hydrogen Program initiative that competitively awards cash prizes to advance the research, development, demonstration and commercial applications of hydrogen energy technologies.

Section 654 of the Energy Independence and Security Act of 2007 authorized the "H-Prize" competition. In the Act, the Secretary of Energy was directed to implement a competition that awards cash prizes to innovators who surmount critical barriers while helping to create a widespread hydrogen economy. The Act would provide up to four \$1 million prizes biennially for the most significant breakthroughs in hydrogen storage, production, utilization and distribution.

distribution.

SCRA's contribution to the team's application process focused on the company's proven ability to manage and execute hydrogen and fuel cell programs, including the Greater Columbia Fuel Cell Challenge, and in view of the proven expertise of SCRA's affiliate, SC Launch! in raising private funds to support knowledge economy initiatives within South Carolina. The HEF/TTC/SCRA team was selected competitively in September 2008.

The legislation requires that a private, not-for-profit entity administer the H Prize program. The DOE issued a solicitation in April 2008 for organizations interested in this program. SCRA joined a team led by HEF and partnered with TTC. The administration duties include, in conjunction with the Secretary of Energy:

Developing criteria for selecting prize winners; Determining the appropriate amount and funding sources for each prize to be awarded; Providing advice and consultation on the selection of judges; Raising funds from private entities and individuals to pay for administrative costs and to contribute to cash prizes, including funds provided in exchange for the right to name a prize awarded; Promotion the prize competitions and their results.

SCRA has provided funding and support for 83 new knowledge-based start-ups in South Carolina since inception of its SC Launch program in April, 2006. According to a recent survey by The University of South Carolina Moore School of Business, jobs facilitated by SCRA and SC Launch! provided per capita annual wages between \$55,000 and \$77,000 in 2007 in South Carolina.

#### **SCRA's SC Launch! Receives National Award for Achievement in Building Knowledge-Based Economies**

Charleston, SC, October 16, 2008 - The State Science and Technology Institute (SSTI) presented its prestigious *2008 Excellence in TBED Award* to four recipients nationally, selected as best practice models in knowledge-based economic development. SCRA's SC Launch! was awarded in the *Building Entrepreneurial Capacity* category. The awards follow a national competition emphasizing impact and replicability in approaches to building and sustaining tech-based economies.

"A crucial component to growing the nation's economy is supporting programs that are successful in developing and implementing initiatives that create high-paying jobs and provide U.S. businesses with the tools they need to compete in the global economy," said Dan Berglund, SSTI President and CEO. "SC Launch demonstrates a balanced and broad-based approach to entrepreneurial support that effectively links together key resources within the state," said Berglund. "The judges were particularly impressed with the use and issuance of tax credits by the state to those contributing to the SC Launch Industry Partnership Fund. This is both innovative in approach and effective in addressing the ability to successfully sustain the initiative."

Awardees were honored yesterday during a ceremony at SSTI's 12<sup>th</sup> Annual Conference in Cleveland, where more than 300 of the nation's top economic development professionals convened to explore the challenges and opportunities of encouraging regional innovation.

"We are honored to be chosen for this prestigious SSTI award," said Bill Mahoney, SCRA CEO. "SCRA has provided funding and support for 83 new knowledge-based start-ups in South Carolina since its inception through its SC Launch! program. According to a recent survey by The University of South Carolina Moore School of Business, jobs facilitated by SCRA and SC Launch! provided per capita annual wages of approximately \$77,000 in 2007."

SC Launch! was created in April, 2006 to strengthen South Carolina's knowledge economy. SC Launch! accelerates the entrepreneurial growth for advanced technology start-up companies by delivering key tools for success, including seed funding, project development funds, and ongoing mentoring and business counseling. Through its university pre-company initiative support program, an SBIR/STTR matching grant program, and funding to entrepreneurial start-ups, SC Launch! is involved in each step of the innovation pipeline. Since its inception in 2006, \$50 million in follow-on funding has been secured by SC Launch! Portfolio Companies.

"SSTI is honored to promote these initiatives as best practices in the field for their effective approaches and remarkable impact," said Berglund. "Our goal is to educate key stakeholders on the importance of programs grounded in science, technology, and innovation and encourage further support of TBED initiatives given the positive results they have produced."

Following a national call for entries earlier this year, applicants were invited to share their accomplishments in the form of a narrative built around an identified need, effective approaches to addressing the need, and the impact

form of a narrative built around an identified need, effective approaches to addressing the need, and the impact realized from the effort. Recipients were chosen through a competitive selection process by a panel of accomplished current and former TBED practitioners serving as judges.

**About SSTI**

The State Science and Technology Institute is a national nonprofit organization that leads, supports and strengthens efforts to improve state and regional economies through science, technology and innovation. [www.ssti.org](http://www.ssti.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 on behalf of industry, government, and research universities like Clemson University, the University of South Carolina and the Medical University of South Carolina. <http://www.scra.org>

**MIT DVD BROADCASTS AVAILABLE FOR CHECK-OUT**

Pathways to Entrepreneurship, September 23, 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  
21<sup>st</sup> 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](mailto: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](http://NEXTGreenville.com)

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