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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.

### ▶ **UPDATES**

## NEXT MEMBER NEWS

**Savoir Technology Foundation Wins Award to Supply US EPA with Test and Measurement Equipment.** Savoir Technology Foundation an Engineering and Technology firm of Greenville, has been awarded a contract to supply and maintain the United States Environmental Protection Agency with Multiple Test and Measurement Equipment Devices. Savoir Technology Foundation specializes in security, wireless, voice, sensors, mobility, environmental and energy solutions. Savoir Technology Foundation is a Minority and United States Marine Corps Veteran Owned Business.

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**Selah Technologies receives \$200,000 from SCLaunch! Nanotechnology Company bringing Clemson-developed technology to the marketplace.** Selah Selah Technologies, an Upstate-based nanomaterials innovator and manufacturer, received a \$200,000 investment from SCLaunch! during a November 6<sup>th</sup> celebration at the Westin Poinsett hotel. "Selah Technologies is a stellar example of how to bring technology from the university laboratory to the marketplace through the strength of private enterprise," said Bill Mahoney, CEO of SCRA. Selah Technologies obtained a worldwide exclusive license in 2006 from Clemson University to develop and commercialize the patent-pending platform nanotechnology Selah Dots and Selah Tubes. Both products were originally conceived via breakthrough platform technologies invented by Professor Ya-Ping Sun's research team at Clemson University and further developed by Selah Technologies. Multiple industries will benefit from the nonmaterials including life sciences and electronics, Selah officials say. Located in the Clemson University Research Foundation technology incubator, Selah illustrates the dynamic commercially-viable opportunities emerging from Clemson University. "Selah recognized the viability of these nanotechnologies early on and through collaboration, we forged a mutually beneficial licensing relationship," said Chris Prziemble, the Vice President of Research and Economic Development at Clemson University. SCLaunch! provided the money in two parts: an initial \$24,500 grant for applied research and development, and a second installment of \$175,500 as a capital infusion to support the growth of the company's

operations, management team and production capability. "SCLaunch's work with Selah fulfills the SCRA and the SCLaunch! mission to generate Knowledge Economy companies and jobs in South Carolina by promoting applied research, product development and commercialization programs, which complement intellectual property developed in our in-state university," Mahoney said.

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► **EVENT CALENDAR**

**NEXT Best Practices Forum *Customers as investors - partner or arms length, customization or new feature.***

By invitation only. Monday, December 3, 12:00 – 1:30 p.m., on the top floor of The Lazy Goat at Riverplace. Please RSVP by Wednesday, November 28, contacting Ginger McKenzie at 239-3708 or by email: [gmckenzie@greenvillechamber.org](mailto:gmckenzie@greenvillechamber.org)

**NEXT MIT dvd program, "Entrepreneurship - Success, Failure, Greatness: A Fireside Chat with Ann Winblad and Jason Pontin"**

The MIT Enterprise Forum, in partnership with [Technology Review](#), presents an insight into entrepreneurship from a leading thinker and respected investor. Ann Winblad has over 25 years of software industry experience as both a successful entrepreneur and venture capitalist. Her discussion with Technology Review editor in chief Jason Pontin will focus on: why some technology startups succeed where others fail, her philosophy of funding tech companies, and what makes for a great entrepreneur. Monday, December 10, 2007, 1:00p.m. – 3:30p.m., Greenville Chamber Boardroom. Lunch is provided. Please RSVP to Ginger McKenzie at [gmckenzie@greenvillechamber.org](mailto:gmckenzie@greenvillechamber.org) by Wednesday, December 5<sup>th</sup> if you plan to attend.

**NEXT Best Practices Forum *Stories from the Trenches - The Good, Bad, and Unthinkable.*** Monday, January 7, 12:00 – 1:30 p.m., Greenville Chamber Boardroom. Please RSVP by Wednesday, January 2, contacting Ginger McKenzie at 239-3708 or by email: [gmckenzie@greenvillechamber.org](mailto:gmckenzie@greenvillechamber.org)

**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 January 08, 2008, 6:00 - 9:00 p.m. [Register here.](#) [Check the program schedule](#) to view other locations and dates.

**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 January 10, 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 February 12, 2008, 6:00 - 9:00 p.m. (No class March 1). [Register here.](#) [Check the program schedule](#) to view other locations and dates.

**FastTrac® Listening to Your Business™** Listening to Your Business is a hands-on, facilitated workshop designed to provide entrepreneurs and business managers with the critical evaluation tools and action steps they need to maximize the growth and profitability of their businesses. This four-hour workshop will take you and a small group of fellow entrepreneurs through a four-step evaluation and action process designed to enhance your company's performance, now and into the future. [More. Check the program schedule](#)

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

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

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