



## NEXT Blog

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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** an Engineering and Technology firm of Greenville, has been awarded a one year contract to supply and maintain the US District Court System with Nortel Business Communications Manager Switches and IP Phones. Savoir Technology Foundation specializes in security, wireless, voice, sensors, mobility, and energy solutions. Savoir Technology Foundation is a Minority and Veteran Owned Business.

### CONTACT:

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**Digital-DNS, Inc.** announced today that Clay Evans has joined the company as Director of Marketing and Sales reporting to Al Gossett, President and CEO. Clay is a great addition to our team with a wealth of knowledge and experience in our industry that will contribute to Digital-DNS's continuing rapid growth. Clay has over 23 years of experience in the technology services industry. Prior to joining Digital-DNS, Clay was the President, CEO and Owner of Southern Network Services in Birmingham, Alabama. In early 2007, Clay sold his business and led the successful merger with one of the top Cisco Partners in the Southeast. A graduate of Wofford College, Evans has an extensive and varied background in technology solutions and services including marketing and sales, technology, finance, and management.

**Digital-DNS, Inc.**, headquartered in Greenville, South Carolina, is a leading provider of technology solutions and services to clients throughout the Southeast. The company provides **StressFree I/T®** Managed Services (Fixed Price program), Network Integration, I/T Management Consulting, and Procurement. Digital-DNS' well recognized Instant Managed Services Channel Partner (IMSP) Program offers technology service companies throughout the United States an opportunity to offer their clients a well established Managed Services program without the risk of building their own. Today, Digital-DNS has IMSP partners in Texas, Georgia, Virginia, North Carolina and South Carolina.

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**Merge**, a provider of strategic high-end web sites, announces the launch of a new web site for its client, Label Tape Print of Atlanta, Georgia. Label Tape Print is a provider of custom printed tape and labels and sells primarily in bulk to distributors in the packaging industry. The launch of their new site, [www.tamperseals.net](http://www.tamperseals.net) makes security tape and labels available in single quantities to the general consumer. Label Tape Print hired Merge to custom develop a web strategy that included Merge's custom MergeCommerce solution. MergeCommerce is a licensed ecommerce technology that Merge customizes for its clients' specific ecommerce needs. Details of MergeCommerce can be found online at [www.mergeweb.com](http://www.mergeweb.com).

**About Label Tape Print**

Since 1969, Label Tape Print has served the packaging industry with custom printed tape and labels.

**About Merge**

Merge provides high-end web development services that make 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](http://www.mergeweb.com).

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**PropertyBoss Solutions**, a Greenville, SC-based company offering property management software and services, announces the addition of Shelly West as Product Specialist. Her responsibilities include assisting and training clients with the implementation and operation of PropertyBoss products. She will work closely with clients and staff to coordinate and assist with customer care. West has 20 years experience as a licensed realtor and property manager. As a property manager, West handled day-to-day operations of residential properties and has used PropertyBoss as the property management software solution. Most recently, she specialized in training services for real estate technology, including web-related services.

**About PropertyBoss Solutions:**

PropertyBoss Solutions delivers advanced technology and services designed specifically for the real estate property management industry. The company's property management software, PropertyBoss, provides a Windows-based application that enables the effective management of ownership interests, asset enhancements, and residents' needs. The company delivers a broad spectrum of technology-based products and services to the real estate industry, specifically residential, single family, multi-family, condo/co-op, university and military housing. For more information about PropertyBoss and its technology solutions, visit [www.propertyboss.com](http://www.propertyboss.com).

CONTACT:

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▶ **EVENT CALENDAR**

**GROW Conference.** November 15, 2007, from 7:30a.m. – 5:00p.m. Presented by the Greenville Chamber of Commerce. Join hundreds of other successful business leaders in day-long networking and learning as nationally acclaimed speakers offer strategies and tips on how to move your business to the next level in: **Sales** – “How to Thrive, Not Just Survive,” David Yoho, Kentucky, **Customer Service** – “How to do the Impossible...and Make It Look Easy,” Glenna Salsbury, Arizona, **Innovation** – “Coloring Outside the Lines,” Jeff Tobe, Pennsylvania, **Leadership** – “Transforming Leaders,” Phillip Van Hooser, Kentucky. Cost to attend is \$89 for Chamber members and \$149 for Non-members. Cost at the door will be \$99 for Chamber members and \$159 for Non-members. Register [here](#) before November 12, 2007. Networking lunch & reception included.

**Comprehensive Legal Review of Social Security Number Mismatches & Constructive Knowledge of Immigration Violations.** November 16, 8:30 a.m. to 12:45 p.m. at the Greenville Chamber of Commerce. Presented by Nelson Mullins Law Firm, this four-hour program will focus on employer duties and risks under immigration law and current enforcement actions of the Immigration and Customs Enforcement (ICE) Bureau of the US Citizenship and Immigration Services of the Department of Homeland Security. Speakers for this event will be representative from the office of US Rep. Bob Inglis, US Dept. of Homeland Security and Immigration and Customs Enforcement (ICE). Cost to attend is \$175. Space is limited so please register [here](#) now. [Click here for full agenda including speakers.](#)

**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)

**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

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

**Global Issues Briefing** - Dr. Xiaobo Hu, "China - Past, Present and Future". Held November 9, 2007 at 12:00 noon at Larkin's On The River. To register for this event, call 864-370-3038, or email: [priscif@clemsun.edu](mailto:priscif@clemsun.edu)

**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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