

New England Footwear Manufacturing and Liquid Health Labs, Inc. to Make Business Pitches

New Hampshire Companies looking to grow innovative footwear and dosing cap technology businesses

Two New Hampshire companies offering innovative, but vastly different services, New England Footwear Manufacturing and Liquid Health Labs, Inc., will be featured at the next NHHTC Entrepreneur Forum on Wednesday, February 8, 2012. The companies present their products to a panel of experts and a live audience to gain feedback and insight on marketability and finance strategies. The event will be held at the FIRST headquarters located at 200 Bedford Street, Manchester, NH from 5:20 to 8:30 pm.

New England Footwear Manufacturing is a footwear manufacturing startup company based in Durham, NH that is advancing the design and production of athletic footwear. Liquid Health Labs, Inc. is based in Deerfield, NH and its proprietary technology is the branded PowerCap® dosing cap delivery system.

The High Tech Council produces a series of educational programs to support entrepreneurship and provide high-level resources to rapidly growing companies. At the Entrepreneur Forum, companies present their business challenges to a panel of industry experts and receive board-level and executive advice on how best to address their challenges, all in front of a live audience.

The Forum includes a cocktail hour with hors d'oeuvres and networking opportunities, as well as two "sky dive pitches". Sky Divers will be Bruce Decker from ABTech Solutions and Rupert Stanley from e-Consequential. The cost is only \$25 for NHHTC members, \$35 for non-members, and \$10 for students. Individuals can register at NHHTC.org.

About New England Footwear Manufacturing: Led by two footwear industry veterans, Doug Clark (Timberland, Reebok, Converse) and Jim Sciabarrasi (New Balance), New England Footwear Manufacturing LLC (NEFM) is a winner of the 2011 Green Launching Pad competition. NEFM is a footwear manufacturing

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The NH High Tech Council in 2012: How Can We Help You?

The High Tech Council is deeply rooted throughout many New Hampshire businesses in many different ways – some potentially seeded through the Speed Venture Summit, some that have grown through our Entrepreneur Forum, and others that have been recognized through our Entrepreneur of the Year or Product of the Year awards events. A NH company may have received guidance from our Food for Thought breakfast series or benefited from legislation monitored and/or guided by our legislative committee. Lastly, your business may have benefited from meeting a key hire at one of our many events throughout the year. We've been shouting from the rooftops for years on the benefits of joining the NHHTC!



Tom Daly
NHHTC Chairman

This year, I plan to take a different approach to the continued efforts of furthering the NHHTC and pose the following question to the membership: what benefits are you receiving from the NHHTC? What challenges does your business face where the NHHTC could provide some form of program, training, or guidance to help your business succeed? What types of networking and outreach programs do you need to see happening in the State to make sure you can recruit and retain a talented workforce?

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Thank you to our Corporate Sponsor Program participants





NH Legislature is Back in Town — What Will it Mean for Business?

Fred Kocher, NHHTC President

The NH Legislature has gone into session at the State House in Concord with an agenda that includes a number of business-related initiatives that should be of interest to NHHTC members.

The initiatives include:

- Modernizing relationships between business and government
- Business tax improvements and taxpayer bill of rights
- Business health insurance across state lines
- Repeal of state laws more restrictive than federal laws
- Improvement of permitting and appeal processes
- A Resolution Center for NH business grievances with state government
- Encouraging banks to assist struggling borrowers
- Health insurance exchange for businesses and individuals
- Overhaul of NH's LLC and corporate governance statutes
- Expansion of R&D tax credit cap from \$1 million to \$2 million

Here are more details.

A modernization of the relationships between business and government would include a "Business One-Stop" where the business community would be able to interact online with all forms, payments, applications and communications.

Business tax improvements would include an increase in the threshold amounts for small businesses that have to file and pay the BET, and rate reductions over time in the Rooms and Meals Tax rate so businesses can be more competitive. There is also a willingness to reduce the Business Profits Tax rate in phases over time—when it's feasible, and given the current state deficit.

Allowing businesses to purchase health insurance across state lines gives them more of a choice of coverage and price.

Repeal of state laws more restrictive than federal laws would include redefining "spent materials" so NH companies could recycle materials used in manufacturing. And, repeal of excessive NH workers safety program requirements that are particularly burdensome on the smallest businesses will be considered.

Improvement of most permitting and appeal processes will be pursued legislatively in order to make it easier for development and improvement projects. An example cited would be exempting minor modifications in sewage treatment.

A Resolution Center for handling grievances of state government by NH businesses would be created so that resolution could be made through mediation or arbitration.

NH banks would be encouraged to help struggling borrowers, probably through a resolution of the House and Senate.

A health insurance exchange will be proposed to meet the requirements of the federal 2009 Patient Protection and Affordable Care Act (healthcare reform). All states must show progress in creating an exchange that would allow small businesses and individuals to have choices in the purchase of health insurance. It is opposed by the NH House leadership.

An overhaul of NH's LLC and corporate governance laws hasn't been done since the 1990s. Most of the provisions would be retained, but changes would be made to make them more friendly to NH businesses.

Important to advanced manufacturing and all our members conducting R&D, there will a proposal to increase the overall cap on R&D tax credits against the Business Profits Tax from \$1 million to \$2 million to allow for some level of credit for the increasing number of NH businesses seeking one. This item is a top priority for the NHHTC.

The NH House has backed a constitutional amendment that would ban an income tax in NH. The measure will likely be passed by the State Senate where Republicans outnumber Democrats. The proposed amendment says: "No new tax shall be levied upon a person's income from whatever source it is derived." If passed and signed by the Governor, it would go onto the 2012 ballot.

Finally, the NH State Senate has already passed a bill by State Senator Odell that deregulates the retail telecommunications industry in NH, with an eye toward creating more competition.

(NOTE: portions of this article are based on interviews with State Senator Andrew Sanborn and his wife, State Representative Laurie Sanborn – both leaders in their respective legislative bodies on business legislation.) ■

Like any company, it's important to step back and examine exactly what the purpose and mission of an organization really is from time to time. It's helpful to identify how needs have changed over time and to recognize the gaps that currently exist. This is one of the current objectives of NHHTC leadership and a current ongoing process: starting with a comprehensive day long strategy session in late November, followed by our budgeting process in December, with finalization in January/February. Business models constantly change as do their needs and goals. As a result, it is critical to continuously analyze our member needs and requirements as businesses grow in NH and make adjustments so we can provide services of high value.

Unlike any other statewide business organization, the NHHTC is in a unique position to serve your needs. We have an extensive Board of Directors who can draw from years of business experience to create vision and

guide programs in the right direction. We have a nimble office staff at Cookson Stephens in downtown Manchester who can make calls, plan events, and help execute our mission. We have access to a variety of statewide partnerships and programs that enable our Council to be at the table when decisions are made and collaborate with many statewide organizations.

So please, step back, take some time to think about your membership in the NHHTC – what's valuable and where are the gaps? What do you need from the Council to continue to recruit and retain a talented workforce; to ensure that your business continues to grow in a state with a business friendly legislature? What programs do you need to make sure you can find the best suppliers and customers? Have a suggestion, comment, or concern to share? Please reach out to me – tdaly@nhhtc.org or 603-296-1537 – I'm excited to serve your business needs in NH. ■

NH High Tech Council Welcomes Four New Board Members

The NH High Tech Council (NHHTC) Board of Directors recently welcomed newly appointed members. The new Board members are as follows:



Zenagui Brahim

Zenagui Brahim is executive director of New Hampshire Manufacturing Extension Partnership (NH MEP), an affiliate of the National Institute of Standards and Technology under the US Dept. of Commerce. In February 2010, he was appointed New Hampshire Commercial Consul to North Africa.



Gary S. Lemay

Gary Lemay is the business development manager for Public Service of New Hampshire and member and past president of the NH Society of Professional Engineers.



Paul Mailhot

Paul Mailhot is currently the senior director of the BIM Process Transformation program within the AEC Division at Autodesk, Inc. He has also led Autodesk's global education team.



Dawn M. Wivell

Dawn Wivell recently founded Firebrand International LLC, a New Hampshire based firm that focuses on developing international business strategies for U.S. and foreign businesses, economic development agencies, and trade associations, where she serves as CEO.

The Board of Directors is responsible for setting and directing the long-term vision and strategy for the Council, and holds bi-monthly meetings to review the execution of their strategic plan. Directors are typically executives in technology companies or companies that provide services to technology companies.



CES 2012 — Can You Feel the Beat?

By Catherine Blake, President, Sales Protocol International

The Consumer Electronics Show (CES) 2012 kicked off the year with over 140,000 visitors and 3,300 exhibitors, covering 1.8 million net square feet in Las Vegas. With new product announcements in the tablet, phone, laptop, HDTV, camera, and gadget categories, the overarching message was importance of a very high speed, ubiquitous cloud and the importance of technology and lifestyle integration.

According to David Lahme, president of TradePort USA, a consumer electronics reverse logistics company based in Somersworth, "CES 2012 continues to draw major industry players competing for the spotlight. Attendance is climbing back up to where it was in a boom economy. The energy was contagious." He remarked that overall, many of the business partners he met with were bullish on the U.S. economy, and that "high morale was great to see and that transcends to positive business for all of us."

What's our future look like? Within the decade you can expect 3-D printers, hologram tablets, and office glass windows that transform into networked media screens and digitized touch sensitive white boards. What's the impact on our current network? There are 400 million devices connected today – namely computers and mobile devices. By 2022, the estimate is 50 billion devices. What is being added to the mix are cars, appliances, radios, phones, etc. that talk to each another. Expect to speak to most devices and have them listen, interpret, and perform. "Play CNN news highlights. Drive to the office via the gym. Connect me with my conference call. Record session, transcribe, and save in the database."

Moore's Law is the heartbeat behind several new announcements. Semiconductor companies are striving to provide Watson-like supercomputing power into your mobile device, at the tune of triple digit terabytes and multi-gigahertz processors. Imagine the size of the network. At CES 2012, we had a glimpse of those devices getting ready for another technology explosion in the next decade.

WHATS NEW

• Streamlined OLED TVs (Organic Light Emitting Diode)

TVs are taken to a new level with super slim, 4mm thin, 3D "ultra-definition" picture quality unrivaled by

anything today and bezels that look like infinity pools, just glass. LG takes the cake with their 8 million pixels, or 400% better resolution of existing HDTVs (3840x2160). SONY's branded version is Crystal LED.

• "Haptics" Touch-enabled Ultrabooks and Phones

Haptics have been enhanced with electroactive polymer film that expands when hit with voltage and save 70% more battery power. This enables smartphones, game controllers, and other hand held devices to swipe and scroll better. Look for 4th generation iPod Touch with this enhancement.

• Doodling Smart Pens

Scribing has taken on new meaning with smart pens popping out of smart phones and tablets to annotate a photograph, ZigZag or collaborative whiteboarding, and sign just about anything. Your autographed picture, please. Samsung's SPen and 4G LTE Note will start doodling away on Android's 2.3 OS. Did I mention the 5.3" AMOLED screen, 16 Gig storage, and 8 megapixel camera? Check the Apple and Android app stores soon.

• Voice Enablement

Voice-based controls are becoming more standard for everything from cars to mobile devices, and eventually appliances. For example, Microsoft's Kinect sensor for the Xbox 360 and iPhone 4G Siri, powered by Nuance. Dragon will help us talk to our TV's in the future. Find me a great comedy show for tonight at 8:00 PM. Ok!

• The Rumor Mill

Analysts were hot to spot an iPad 3 to be the first to give us the dirt. Although no one can confirm an official sighting, the rumor mill has it that we can expect a 1mm increase in depth that you won't even notice. Also, the camera is rumored to mimic the iPhone 4S's much-improved rear camera system, minus the LED flash. My guess is that it will incorporate broad brush technology enhancements like haptics, voice-based controls, smart pens, and perhaps be able to talk to my TV.

Our hope is that more New Hampshire companies plan on attending CES 2013 so we can keep our technology edge. ■

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HAYES SOLOWAY P.C. is a law firm specializing in all aspects of intellectual property law, with offices in Manchester, New Hampshire and Tucson, Arizona. Our firm is currently celebrating twenty-five years of assisting clients in protecting their nationwide and worldwide intellectual property rights. Our worldwide client base ranges from individuals and small startup companies to large multinational corporations, universities, hospitals and government agencies. Our practice includes procurement and protection of patents, trademarks, and copyrights in the United States and abroad, as well as licensing, litigation, and counseling in the areas of patents, trademarks, copyrights and trade secrets. The firm is sized to take advantage of efficient and superior internal communications and organization. Teamwork, value, and efficiency are our standards.

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Manchester

175 Canal Street
Manchester, NH 03101
Tel: 603.668.1400
Fax: 603.668.8567
iplaw@hayes-soloway.com

Tucson

130 W. Cushing Street
Tucson, AZ 85701
Tel: 520.882.7623
Fax: 520.882.7643
admin@hayes-soloway.com

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Entrepreneur Forum

startup company based in Durham, NH. NEFM is advancing the design and production of athletic footwear through several material and process innovations.

NEFM has developed a manufacturing process that substantially reduces the amount of labor used in conventional shoemaking, and replaces it with a combination of virtual 3D tools and mechanization. This innovative approach has the potential to change the footwear manufacturing paradigm forever. By eliminating dependence on abundant, low-skilled Asian labor, NEFM can return manufacturing closer to footwear brand managers and consumers in North America and Europe.

About Liquid Health Labs, Inc.: Liquid Health Labs, Inc. (LHL) is based in Deerfield, NH and its proprietary technology is branded PowerCap® dosing cap delivery systems. PowerCap® has applications within the consumer goods, Pharma/OTC, and cosmetic industries. PowerCap® stores a nutritional drink mix within a chamber in the cap providing consumers with the power to release these stable ingredients into their beverage that is fresh, great tasting, and good for the beverage.

According to LHL President Derek Hopkins, the fundamental advantages that PowerCap® has over traditional bottled beverages are that it experiences virtually no degradation of active ingredients, its manufacturing technology is less expensive, flexible and turn-key; producing it is far more environmentally sustainable; and it is produced entirely in the United States. ■

A 2012 Forecast and What it Means for Employment in the NH Tech Sector

In January, *Business NH Magazine* held its 2012 Industry Forecast event. At the event, eight business leaders provided insights into their specific sectors. Jason Alexander, a member of the NHHTC Board, provided the report on employment. He summarized it for NHHTC members as follows:

The latter half of 2011 delivered a number of positive shifts in employment trends on a regional and national level. For the first time in years we are seeing statistical trends and the word on the street is telling us that we have significant positives in our future. To begin, New Hampshire's unemployment rate is the 4th lowest in the country at 5.3% and trending downward. On a national level we saw a 15-20% hiring increase in the professional services and leisure sectors. What this tells us is that consumer and corporate confidence is escalating.

Most compelling, we saw a 400% increase in temporary hiring from the first half of 2011 to the second half. In previous economic rebounds we almost always see prosperous times follow significant upticks in temporary hiring.

Specifically to the technology sector, qualified employees are already in high demand and unattainable at times. Skilled workers in the areas of advanced manufacturing, solar engineering, mobile application development, chemical engineering, and business software engineering are becoming increasingly difficult to recruit and/or retain. Due to this fact we will expect to see companies re-evaluating their recruiting and workforce retention strategies in 2012.

Keep in mind that the difficulties that are being experienced have yet to be compounded by the mass-retirement of the 'boomer generation.' We will start to see this in 2012 but much more significantly in 2013 and beyond. ■

NH HIGH TECH COUNCIL

Entrepreneur of the Year

— Call for Applications —

Since 1988, the NH HighTech Council has been celebrating entrepreneurship in the granite state by selecting and honoring top entrepreneurs that have demonstrated their innovation, creativity and business acumen at the highest level. Planning for the 2012 Entrepreneur of the Year awards program is well under way and we are currently soliciting nominations for individuals to be considered for top honors this year.

More than 50 entrepreneurs that have created thousands of jobs in the state have been honored over the years and many have received national attention for their accomplishments as well. Nominations and applications are now being accepted for 2012. To nominate an individual please forward their name to info@NHHTC.org under the header "EOY 2012." Applications can be downloaded from the website at NHHTC.org and the deadline for applying is Friday, March 16 at 4 pm.

The winner or winners will be selected by a panel of judges that includes past winners and other technology innovators and entrepreneurs. The 2012 EOY event will be held on Monday, May 7, 2012 at the Radisson Hotel in Manchester. Sponsorships for this highly visible and well attended event are available. For more information, call the Council offices at 603-935-8951. ■



U.S. Rep Frank Guinta met with the NH HighTech Council Board in January to provide an update on legislative activities in Washington and hear from Board members on issues and opportunities facing the New Hampshire tech sector. He is pictured here reviewing the new publication, *New Hampshire, First in the Nation*, which includes a section that focuses on the High Tech Council.

EOY PAST WINNERS

- 1988 Dean Kamen, DEKA R&D Corp.
James A. Crawford, Jr., Techniweave, Inc.
S. Robert Levine, Cabletron Systems, Inc.
Dr. Ronald Moskowitz, Ferrofluidics Corp.
- 1989 Dr. Hans D. Baumann, H.D. Baumann Assoc., Ltd.
Robert H. Rines*, Franklin Pierce Law Center
Merle L. Thorpe, Hobart Tafa Technologies, Inc.
Royden C. Sanders Jr.*, Sanders Associates
- 1991 Richard R. Roelke, Metronics, Inc.
Christopher J. Oliver, Cabletron Systems, Inc.
William E. Fletcher, Termiflex Corp.
Robert C. McCray*, Valvcon Corp.
- 1992 Charles M. Hebble, Jr., Allen-Bradley Corporation
Michael H. Foster, Walker Power, Inc.
Richard E. Morley*, Flavors Technology, Inc.
- 1993 Richard W. Couch, Jr., Hypertherm, Inc.
William E. Wetzel, Jr.*, Center for Venture Research – UNH
Jay Brooks, Poly-Vac, Inc.
- 1994 Joseph A. Roberts, Jr., Advanced Circuit Technology, Inc.
Jeffrey P. Sercel, Resonetics, Inc.
- 1995 David C. Arnold, Softdesk, Inc.
Raymond R. Boissoneau, Electropac Co., Inc.
- 1996 Donald W. Comstock, DiaCom Corporation
John H. Morison*, Hitchiner Manufacturing Co.
Daniel McGurl, Bottomline Technologies
- 1997 Robert W. Horgan, NewMarket Software, Inc.
David Putnam*, Markem Corporation
- 1998 Dr. Kedar P. Gupta, GT Equipment Technologies, Inc.
Hong Yu, Lancaster, Inc.
Dr. Robert C. Dean, Jr.*, Synergy Innovations, Inc.
- 1999 Daniel P. Taylor, The Taylor Group
Ted Jastrzembski, Tally Systems Corp.
- 2000 Jay Borden, Granite Systems, Inc.
William Wentworth, Source Electronics Corporation
- 2001 Rajesh M. Nair, degreeC
David J. Gagnon, degreeC
Michael J. Gerling, Geographic Data Technology, Inc.
Morton E. Goulder*, M.E. Goulder Enterprises, Inc.
- 2002 Melissa L. Mabon, Pragmatech Software, Inc.
Brooke M. Savage, Pragmatech Software, Inc.
Robert Scott, Octave Communications, Inc.
Eugene Scribner**, C.I.M. Industries, Inc.
- 2003 Patricia Gallup, PC Connection, Inc.
David W. Hargreaves, DTC Communications, Inc.
Ronald R. Young, DTC Communications, Inc.
Matthew W. Pierson, DTC Communications, Inc.
- 2004 Edward Schmid, eCopy, Inc.
- 2005 Alex Bakman, Ecora Software Corporation
Stephen Boucher, Airmar Technology Corporation
- 2006 George Kassas, Cedar Point Communications, Inc.
Kenneth Solinsky, Insight Technology, Inc.
- 2007 Charles Hutchinson, GlycoFi, Inc.
Tillman Gerngross, GlycoFi, Inc.
Joseph Mullen, Bottomline Technologies, Inc.
- 2008 Paula Long, EqualLogic
Peter Hayden, EqualLogic
Paul Koning, EqualLogic
- 2009 Charles E. Moran, SkillSoft
Jerry Nine, SkillSoft
Mark Townsend, SkillSoft
Tom McDonald, SkillSoft
- 2010 Bill Larkins, Active Shock, LLC
John LaPlante, Active Shock, LLC
Tillman Gerngross, Adimab, Inc.
Dane Wittrup, Adimab, Inc.
Errik Anderson, Adimab, Inc.
- 2011 Jeffrey Sercel, JP Sercel Associates

*Lifetime Achievement Award

**Founders Award

Taking the Pulse of Health Care 2012 — Legislative landscape, top trends and cutting costs

By Beth Roberts, Harvard Pilgrim Health Care
Vice President, Emerging Markets



It may not prove to be a mirror image of 2011, but the new year looks a lot like “d  j   vu all over again”. Great uncertainty still abounds when it comes to health care reform and other looming public policy measures. Meanwhile, with an eye sharply focused on health engagement, insurers persist in seeking ways to support member well-being while delivering choice, flexibility and value. And employers of all shapes and sizes continue to wrestle with health care costs and their heavy toll on the bottom line.

With that in mind, here’s a look at what we can expect on the health care front in 2012:

Legislative landscape

While federal health care reform has been hotly debated – and contested in courts – a steady stream of regulations dealing with implementation is in the works and slated for introduction over the next several years. The wild card, of course, is the 2012 election, which could shake things up in ways we can’t even speculate.

In 2011, reform’s first full year, high-visibility measures included zero cost-sharing for many preventive care services and the expansion of child dependent coverage. This year will bring enhanced coverage for women’s preventive care services, to be implemented beginning in the third quarter.

This will also be a key planning year for several provisions, most notably the development of insurance exchanges. The concept behind the exchanges is to enable individuals and small businesses to compare and access coverage. Each state is charged with creating and submitting an exchange plan in 2012, for implementation in 2014. Failure to do so could lead to a federally administered exchange under federal rules of operation, which the government has been issuing over the past few months. The New Hampshire Legislature has already been debating SB 163, sponsored by Senator Ray White. This bill would create the minimum structure and rules for a New Hampshire exchange that reflects New Hampshire’s pro-market culture and would maintain New Hampshire’s control of its own insurance market.

Top trends

Helping to improve the health of members while containing costs will continue to be a key objective for insurers. They’ll do that in 2012 through a wide variety of cost-saving plan options and innovative programs, including:

Alternative network designs – Regional and tiered network options, like those offered by Harvard Pilgrim, create strong opportunities for cost savings on premiums and at the point of service, while enabling members to maintain their current benefits. Both approaches take the “consumer-driven” aspect of health care to a higher level of engagement by bringing provider cost and quality considerations to the forefront when members choose a plan and seek care.

Provider partnerships – Insurers will step up efforts to work more effectively and efficiently with providers to deliver better health outcomes, while helping to reduce costs. For instance, Harvard Pilgrim will build on its provider pay-for-performance and quality grant programs by piloting four new care delivery models in 2012. We’ll also see a growing emphasis on payment reform, shifting from the inefficient fee-for-service reimbursement system to alternative approaches, including a global payment system.

Integrated wellness programs – More and more employers will adopt wellness programs, wisely viewing an investment in a healthy, productive workforce as an investment in company performance. One example is Harvard Pilgrim’s new Healthy Futures program, which combines our health plans with wellness offerings and incentives that reward employees who get actively involved in improving their health.

Cutting costs

In 2012, as in the past several years, health care premiums will be driven by a few pivotal factors including the increased cost of medical services, greater use of services, new technology and governmental cost shifting.

So what can you and your employees do to help curb costs? In addition to incorporating alternative network options, high-deductible plans and incentives for healthy behaviors, here are some ways to make a difference:

- Instead of “front-end” employer funding of a Health Reimbursement Account or Health Savings Account, instill an employee “stakeholder” role by funding the second half or using a “split-dollar” approach.
- As costs can vary significantly, encourage employees to shop for lower-cost procedures, tests and services, including imaging and lab work.

- Encourage employees to only use the emergency room when it’s an emergency.
- Promote the use of generic prescriptions drugs.

There’s certainly nothing easy about controlling costs while improving the quality of care. But by working together toward this common goal, insurers, providers and employers can make a sustainable difference. ■

This information refers to products and services underwritten or administered by Harvard Pilgrim Health Care and its affiliates, including Harvard Pilgrim Health Care of New England and HPHC Insurance Company.

Attention NHHTC Members:

You recently received your renewal letter for 2012 Council membership. Please renew to ensure continuity with your membership. Know of another company interested in joining? Send us a referral to info@NHHTC.org. If they sign up, we’ll give you two free passes to the next Entrepreneur Forum for your efforts.

Thank you, The NHHTC Team

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NHHTC Website – Photos Needed!

We’re re-launching our website with a fresh, new and simplified look, as well as new features designed to increase engagement and improve navigation. We also want the website to reflect what our members do. As a result, we are looking for photos of member companies in action. If you have quality images (jpeg) you would like to share that demonstrate your technology or service in action, please send them to info@NHHTC.org.

NHHTC.org

Welcome to Our New Members

Hinckley Allen Snyder LLP

11 South Main St., Concord, NH 03301
Suzan Lehmann, 603-225-4334, haslaw.com
Hinckley, Allen & Snyder is a multi-service law firm of more than 130 lawyers with offices located throughout New England. Our practice areas include Corporate Law, Labor & Employment, and Intellectual Property.

Redpoint Studios

250 Commercial St, Ste 3012, Manchester, NH 03101
Matthew Harris, 781-990-8648, redpointstudios.com
Redpoint Studios is a New Hampshire based consultancy that helps companies with limited expertise introduce compelling new products to market. We do this by providing quality industrial design and mechanical engineering services.

Lamprey Networks, Inc.

47 Nevins Road, Hollis, NH 03049
Mike Mazzola, 603-718-9091, lampreynetworks.com
Lamprey Networks, Inc. (LNI) was founded in 1999 to offer technical services related to interoperability and compliance for emerging technology standards.

Elbit Systems of America

220 Daniel Webster Highway, Merrimack, NH 03054
John Maynard, 603-886-2306, elbitsystems-us.com
With facilities throughout the nation, Elbit Systems of America® uses Spirit of Innovation® to produce solutions quickly, accurately, and efficiently for those who contribute daily to the safety, security, and well-being of the United States.

EFI

One VUTEK Place, Meredith, NH 03253
Wendy Lague, 603-279-6830, efi.com
Headquartered in Foster City, CA, with worldwide offices, EFI™ invents and delivers next-generation digital technology that brings brands to life for businesses globally. EFI helps drive our customers' business success.

Hydrogen Energy Center

670 N. Commercial St, Ste 108, Manchester, NH 03105
Richard Smith
603-665-8829, hydrogenenergycenter.com
All-volunteer, non-profit 501C3 promoting the transition to a renewable hydrogen economy through education, demonstrations and advocacy since 1991.

TradePort USA

22 Canal Street, Ste 125, Somersworth, NH 03878
Davie Lahme, 603-692-2900, tradeportusa.com
For a decade, TradePort USA has offered an outsourcing service for asset recovery, third-party logistics, and reverse logistics for consumer electronics. Our New England warehouse and headquarters offers reverse logistics, consumer electronics test and repair, manufacturer warranty negotiation, Internet marketing and resale.

Member News

Cook Little Rosenblatt & Manson is proud to announce that Thomas Manson was named the 2012 Lawyer of the Year for Corporate Law in Manchester, NH by Woodward/White's Best Lawyers®, the oldest and most respected peer-review publication in the legal profession. Only a single attorney in each specialty per community is honored as the Best Lawyer of the Year.

Todd Sullivan, **Hayes Soloway's** managing partner, was recently named Chairman of the Boys & Girls Club of Greater Nashua board, where he has volunteered for seven years.

Good Leads has been selected as Delegation Leader for B2B Montreal 2012 (B2BMontreal2012.com) representing firms from NE. The ultimate

business speed dating event, participants secure fourteen pre-selected thirty minute meetings with peers from the U.S., Canada and 30 additional countries.

Business New Hampshire Magazine has named CommonPlaces e-Solutions one of the top twenty places to work in New Hampshire and the fourth best on the small business list. CommonPlaces stood out because of its open work environment, flat organizational structure, and the role of employees in decision making processes. The company's commitment to a positive work/life balance was also noted.

Job Postings

Electronic Tech with embedded C
Small Manchester company, product design/prototyping/manufacturing/test, some customer support. Minimum 5 years experience and Associates required. productionprocess.com
Health, dental. Resume, salary history to Karl Ritzinger, karlritz@productionprocess.com

Check out the open jobs at **Black Duck Software's** Careers section. Please send resume and cover letter to Careers@blackducksoftware.com

Nanocomp Technologies, Inc. is looking for talented and experienced candidates for our new manufacturing facility in Merrimack, NH. Positions currently available: Business Sector Manager, Applications Engineer, Product Manager, Inside Sales, Cost Accountant, Principal Engineer, Senior Engineer, Electrical Engineer, Planner Scheduler, Human Resource Assistant. Please visit our website at nanocomptech.com for more details.

CommonPlaces e-Solutions an Open Source Web Development firm in Hampstead is looking for an Account Manager who will manage client & partner relationships. Additional responsibilities include managing social media as well as the company website. Apply to careers@commonplaces.com.

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Calendar

NHHTC Entrepreneur Forum

February 8 FIRST, Manchester 5:20-8:30 pm
May 30 FIRST, Manchester 5:20-8:30 pm

HR Exchange

February 8 *Dating, failed office relationships and other uncomfortable situations*
Sheehan Phinney Bass + Green, Manchester 8-9:30 am

Kocher Technology Scholarship

February 17 Application Deadline

Entrepreneur of the Year

May 8 Center of NH, Radisson, Manchester 5:30-8:30 pm

For more information — 603-935-8951 or info@NHHTC.org

Sponsorships Available!

OUR MISSION

Founded in 1983, the New Hampshire High Technology Council's mission is to encourage the development and success of technology-based businesses in New Hampshire.

Membership in the New Hampshire High Technology Council is open to high tech companies and their service companies. Companies wishing to join, or who want more information on the Council, should go to NHHTC.org and register or call the New Hampshire High Technology Council.

For more information:

NHHTC
36 Lowell Street, Suite 202,
Manchester, NH 03101
Tel: 603-935-8951
e-mail: info@NHHTC.org
NHHTC.org

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