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...by entrepreneurs for entrepreneurs.

## Message from the Board

## Useful Links

Dear vtTA Members & Supporters,

We appreciate the members and friends who supported the Vermont Technology Alliance and participated in our events and activities in 2014. We had a successful and productive year marking our 10th anniversary as an organization. Approximately 40 new members joined the organization during the year, bringing membership to nearly 200.

Highlights from the year include work with the Legislature on [tech-friendly legislation](#); the publishing of a new edition of [Tapping Tech](#); Lunch & Learn sessions; the annual [Tech Jam](#) career and trade show and the vtTA's presentation of the Tech Jam Awards; social events such as our annual cruise; launching a [Career Center](#) service on our website; participating in and promoting programs and events that support Vermont's tech economy, including an [IT Training program](#) with the Vermont Department of Labor, Senator Leahy's hearing on net neutrality, and the [Digital Economy Summit](#); as well as gaining [media attention](#) for Vermont's tech economy.

We could not do what we do without sponsorship support from our members and others. We thank the more than 30 businesses and organizations that provided some level of support last year. We especially want to thank our sustaining sponsors last year: [FirstLight](#), [Merchants Bank](#) and [PCC](#).

Thank you for your interest in the vtTA and we wish you the all the best for the holiday season.

**Jeff Couture**

Executive Director, Vermont Technology Alliance

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## Upcoming Events

## Become a Sponsor

### Workshop on protecting Intellectual Property

We have sponsorship opportunities in our newsletter, for our Lunch & Learn events,

[January 6, 2015, 10 a.m. - noon. - Community College of Vermont, Winooski]

This free workshop, co-sponsored by the Vermont Small Business Development Center and EPSCoR, will discuss the protection of intellectual property. Scott Holson, VtSBDC's technology commercialization advisor, will talk about the various forms of intellectual property protection, how to determine if your innovation should be patented, and the steps involved in the process.

For more information, click [here](#).

## Farm & Food Tech Social Meet-up

[January 15, 2015 , 5:30 - 7:30 p.m. - Generator, Burlington]

Makers, hackers, farmers, foodies and techies are invited to explore economic and innovation opportunities in Vermont's farm and food sector at this meet-up at Generator. This meet-up is sponsored by Vermont's Farm to Plate Initiative and kicks off the forming of a community of practice to explore economic and innovation opportunities in Vermont's farm and food sector.

For more information, click [here](#).

## Lunch & Learn: Say Hello to Ello's CEO: Paul Budnitz discusses his social media start-up

[January 21, 2015 , noon to 2 p.m. - Community College of Vermont, Winooski]

Burlington entrepreneur and Paul Budnitz will discuss the creation of Ello, an ad-free social network where user data is not for sale, and users can remain anonymous. Its unique design, business approach and role as a public benefit corporation have drawn much media attention. At our January Lunch & Learn event, Paul will discuss the creation of Ello, where it's going and his perspective on launching and growing his buzzworthy social network in Vermont.

For more information and to register, click [here](#).

## Summit: Creating Prosperity and Opportunity Confronting Climate Change

[February 18, 2015, Vermont Technical College, Randolph, VT]

The Vermont Council on Rural Development is hosting a summit on "Creating Prosperity and Opportunity Confronting Climate Change" on February 18 at Vermont Technical College in Randolph. The conference will bring together over 400 participants from education, government, business, non-profit and community organizations to explore how to confront the impacts of climate change in Vermont

on our website, and much more.

Click the link below to contact us.

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through economic development that can build Vermont's national reputation, create jobs, and attract youth and entrepreneurship to the state.

For more information, click [here](#).

## Workshop: Technology Roadmapping and Planning for Uncertainty

[January 12, 2015 - noon to 2 p.m, Davis Center, Room 417/419 ]

Technology roadmapping is a way to visualize a development pathway for a new technology on one page, capturing how market forces, research challenges, and corresponding product performance metrics interact and evolve over time. During this two-hour workshop, participants will learn the basics of technology roadmapping and develop their own personal roadmap for a technology of their choice. The presentation is part of the University of Vermont's Spark-VT initiative, designed to connect researchers with business innovators to help commercialize research.

For more information, click [here](#).

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## Vermont Tech in the News

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### IBM developing next-gen mobile in Essex Junction

[Dec. 18, 2014 - Source: [burlingtonfreepress.com](#)]

A high-stakes global race is on to develop 5G, the next wave of ultra-fast mobile technology, and IBM Burlington is firmly entrenched in the thick of the competition. IBM announced a partnership with Sweden-based Ericsson last month to develop a prototype system for 5G in anticipation of a ten-fold increase in mobile data traffic by 2019.

For more information, click [here](#).

### Sovernet 900-Mile Fiber Project Complete

[Dec. 18, 2014 - Source: [vpr.net](#)]

Four years ago, Bellows Falls-based Sovernet Communications and the Vermont Telecommunications Authority received more than \$30 million in federal money to build a fiber optic network in Vermont. The project is now complete. Sovernet's system is a 900-mile long network of fiber optic cable connecting more than 300 community institutions like schools, government offices and health care facilities.

For more information, click [here](#).

## State Still Striving For Broadband 'Last Mile'

[Dec. 16, 2014 - Source: vpr.net]

Nearly a year after the original target date for bringing broadband service to every Vermont address, the state says 2,183 locations still remain to be served. The state calculates broadband coverage based on reports from providers. There have been instances where service doesn't extend as far as believed, especially in the case of mobile wireless broadband.

For more information, click [here](#).

## Dealertrack Names Gibbs and Sundaram Co-Presidents

[Dec. 13, 2014 - Source: press release]

Dealertrack Technologies has named Rick Gibbs and Raj Sundaram as co-presidents. Sundaram will oversee Dealertrack's sales, marketing, and brand initiatives. Rick Gibbs will lead all of Dealertrack's product development initiatives including engineering, product strategy and management. Dealertrack's Digital Marketing product family, Dealer.com, will continue to report to Gibbs.

For more information, click [here](#).

## Burlington Company a Startup for Startups

[Dec. 11, 2014 - Source: burlingtonfreepress.com]

The co-founders of new Burlington company Designbook have created a platform where entrepreneurs can find both capital and people to help their businesses grow. Designbook accommodates the process of building a business, from seed capital all the way to series A funding, when a business is generating enough revenue to attract venture capital.

For more information, click [here](#).

## UVM Selects FirstLight Fiber for 10G Network Upgrades

[Dec. 11, 2014 - Source: press release]

UVM will expand its relationship with FirstLight Fiber to include a 10 Gbps connectivity upgrade. The continuation of this technology relationship is due in part to the North East Cyberinfrastructure Consortium (NECC) grants UVM received through its Vermont EPSCoR and Vermont Genetics Network (VGN), programs to support the efforts for multi-gigabit speeds and reliable, scalable fiber connectivity in the region.

For more information, click [here](#).

## PCC, Generator Team to Expand "Maker in Residence"

[Dec. 10, 2014 - Source: press release]

PCC, A leading developer of software for independent health care clinics has teamed up with Burlington's Generator makerspace to encourage multidisciplinary innovation in design and fabrication. The new Maker in Residence program will provide two months of studio space and a \$1,000 stipend to makers that include artists, designers, and tech entrepreneurs.

For more information, click [here](#).

## John Burton Elected to VMEC Board

[Dec. 9, 2014 - Source: press release]

The Vermont Manufacturing Extension Center (VMEC) has elected John Burton, president of NPI, to its advisory board. NPI is a South Burlington technology management company. "Our focus on advanced manufacturing and technology management for Vermont manufacturers offers me a unique perspective to share with the VMEC board," says John. "Vermont manufacturing is on the upswing and technology plays a key role in their success. This is an exciting time to work with Vermont manufacturers." VMEC and NPI are vtTA members.

## Vermont Public Service Department releases 2014 Telecommunications Plan

[Dec. 4, 2014 - Source: vermontbiz.com]

The Department of Public Service has released the final 2014 Telecommunications Plan, which addresses the major developments in the telecommunications industry, including broadband infrastructure development, regulatory policy, greater competition and recommendations for future action. The plan includes recommendations on deploying fiber to the home to every E911 location in Vermont. The plan calls for a prioritization of projects that ensure locations with the slowest available broadband speeds receive priority for upgrades.

For more information, click [here](#).

## Comcast Brings Ethernet Services to Bennington County

[Dec. 3, 2014 - Source: vermontbiz.com]

Comcast Business has announced that its full portfolio of Ethernet services is now available across five communities in Bennington County, Vermont. Capable of bandwidth up to 10 Gigabits-per-second (Gbps), these services are designed for businesses, schools, hospitals and other organizations looking to network multiple locations together, or to connect to a third-party data center.

For more information, click [here](#).

## Report highlights potential for Vermont's digital economy

[Dec. 3, 2014 - Source: press release]

Bridging the digital divide and expanding the innovative use of online tools will remain critical for Vermont if it wants to continue building resilience into its communities, keep businesses competitive, and assure that community organizations work more effectively throughout the state. That is the message from "Vermont's Digital Stories", a new report highlighting some of the successes that were launched by the Vermont Council on Rural Development's two-year Vermont Digital Economy Project.

For more information, click [here](#)

## Employees purchase Vermont Computing of Randolph

[Dec. 3, 2014 - Source: vermontbiz.com]

The employees of Vermont Computing in Randolph, Vermont, are purchasing the business from its founder and will be operating it as a worker cooperative. Founded in 2003 by Jeremy Lesniak, Vermont Computing specializes in computer sales and repair, graphic design, and website creation.

For more information, click [here](#).

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## Featured Member

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### NPI

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NPI is a technology management firm located in South Burlington focused on technology management through excellence in application performance, user experience, mobility, and security. NPI helps clients successfully integrate and manage technology investments to support their business. And now they are proud to extend that integration and management expertise to the Cloud.

NPI is committed to the "Vermont Way" of doing business: putting a premium on business relationships, innovation, resourcefulness and trust. As Vermonters they are both dependent on the contribution of our clients and partners but also put a premium on independence and self-reliance.

For more information, visit [www.npi.net](http://www.npi.net)

Would you like to see your company highlighted? Know of a company the vtTA should be talking about? Send us an email at [newsletter@vtta.org](mailto:newsletter@vtta.org)

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## New Member Update

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The Vermont Technology Alliance continues to welcome new members. If you're not a member, please consider joining us. Members support the outreach and advocacy work of the vtTA and receive discounts on our sponsored events, access to our Career Center and networking and business opportunities. New members joining the vtTA in the past month include **Draker** and **NuHarbor Security**.

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## Useful Information & Links

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### 100 Innovations Made in Vermont

The Vermont Agency of Commerce and Community Development has developed a list of 100 products and companies that showcase innovation, overall excellence and global recognition. The list includes these vtTA member companies: Terasem Movement Foundation, Middlebury Interactive Languages, Greensea Systems, Global Z, Dealer.com, MBF Bioscience, Renewable NRG Systems, Draker, Pwnie Express, Logic Supply.

For more information, click [here](#).

### Vermont Works for Women Offering IT Training Program

Step Up to Information Technology is a new, nine-week program for women interested in the field of information technology. The program is being offered by Vermont Works for Women from mid-January through April. Classes will run Monday and Wednesday evenings and Saturdays, followed by six weeks of Monday-only classes that focus on helping women find internship and work opportunities in the field.

The program will include instruction on key web development technologies including HTML, CSS, Javascript, PHP, and Photoshop, an overview of technology related careers in Vermont, introduction to professionals working in the field, help with employment skills.

Find more information about the program [here](#).

### Essex STEM Academy Seeks Community Partners

The STEM (Science, Technology, Engineering and Math) Academy at Essex High School gives students an opportunity to explore science and technology beyond the regular classroom experience. The Academy helps students explore STEM fields and connect with people in the community with similar interests. Students who complete all of the requirements receive a STEM Endorsement on their diploma that shows that they have gone above and beyond in science, math and independent projects. The Academy currently enrolls 50 students.

The academy seeks businesses and other partners to help enrich the Academy experience by providing mentors, assistance with events and other support. The academy seeks:

- Mentors to help students with projects, with support including:
  - Speak at a lecture series event or during 30 minute advisory time
  - Plan a project for one or several 30- minute advisory sessions
  - Help a student with a senior capstone project
  - Help a student during a 40-hour community internship in the spring semester

- Help with community events
- Sponsorship
- Publicity

Students benefit from greater exposure to STEM careers and businesses benefit from the opportunity to help create the next-generation workforce that's in demand. For more information and to participate, please contact Lea Ann Smith, the STEM Academy leader at Essex High School, [lsmith@ccsuvt.org](mailto:lsmith@ccsuvt.org).

For more information on the STEM academy, click [here](#).

## UVM Offering Digital Marketing Certificate

UVM's Continuing and Distance Education Program is offering an online, 17-week professional certificate in Digital Marketing Fundamentals, beginning Feb. 3, 2015. Every week of the certificate program will be dedicated to a topic of digital marketing, from mobile to email and search engine optimization to search engine marketing.

For more information on this program, click [here](#).

For more information on all certificate programs for professionals, click [here](#).

## EPSCoR Funding Opportunities

VT EPSCoR is offering three funding opportunities with awards of up to \$15,000 to Vermont based businesses, including a new pilot project for small businesses.

- SBIR Phase (0) provides the opportunity to compete for up to \$15,000
- Use of Facilities for Private Sector provides the opportunity to compete for up to \$5,000
- New - Pilot Project Awards for Small Businesses provides the opportunity to compete for up to \$10,000

For more information, click [here](#).

## vtTA's Career Center

Be sure to check out the Career Center tab on the [Vermont Technology Alliance website](#). Member companies can post open positions for free, while job seekers can search positions and sign up for new posting notifications.

Know of any resources that would be helpful to vtTA members? Send us an email at [newsletter@vtta.org](mailto:newsletter@vtta.org)

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