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...by entrepreneurs for entrepreneurs.

Message from the Board

Dear vtTA Members & Supporters,

It was good to see so many friends and supporters at our year-end social event last month. We are looking ahead to another productive and successful year for the vtTA in 2014, as we continue our mission of supporting and advocating for Vermont's technology businesses.

What role can and should the tech sector play in Vermont's economic development strategy? We'll focus on that question at our **January 22 Lunch & Learn event**. Plan to attend to join the discussion. Another opportunity to discuss Vermont's tech agenda takes place at a **tech-themed social event on Jan. 28** coinciding with the President's annual State of the Union Address. The vtTA is a hosting partner for this fun event and opportunity to meet tech colleagues and discuss Vermont's tech priorities and goals for 2014.

With the start of a new year and a new legislative session, we are always interested in knowing what policy positions, state government or legislative initiatives are important to Vermont tech businesses. Please share your thoughts with Jeff Couture at jeffcouture-vtta@comcast.net.

The New Year is also a good time to join the vtTA, if you are not already a member. You can sign up in the **membership tab** of vtTA web site. In addition, your company can support vtTA further by becoming a sponsor. Contact Jeff for information on sponsorship opportunities, including this newsletter, the vtTA web site, and our Lunch and Learn events.

Jeff Couture

Executive Director, Vermont Technology Alliance

Useful Links

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Upcoming Events

Lunch & Learn: Vermont's Economic Development Strategy and the Tech Sector

[Jan. 22, 2014 - Champlain Mill, Winooski]

The State of Vermont is in the process of developing a statewide Comprehensive Economic Development Strategy to guide the state's economic development efforts. At this Lunch and Learn event we'll hear from Ken Jones, Vermont economic research analyst, who's spearheading the effort. Ken will share highlights of the draft plan and how it connects

with Vermont's technology and creative economy sectors, and welcome comments and input.

For more information, click [here](#)

State of the Union - Tech Social Event

[Jan. 28, 2014 - ECHO Lake Aquarium and Science Center]

As Congress and the President come together for the State of the Union address, and our state Legislature and Governor plan their agendas for 2014, it's time for those who care about the tech economy and the tech sector to gather to celebrate our agenda for 2014.

Come join this tech-themed State of the Union watch party and fun social event and hear about what's important to Vermont's technology companies in 2014 and ways we can work together to promote innovation and reduce barriers to success.

For more information, click [here](#)

Vermont Tech In the News

Have News?

Locally-Manufactured Device Measures Output of Tasers

[Jan. 14, 2014 - Source: BenningtonBanner.com]

Electroshock weapons -- more commonly known by the brand name Taser -- are used by law enforcement to subdue a suspect without a fight. The handheld devices shoot electricity into the body to incapacitate a person. Surprisingly the weapons aren't regulated by any agency.

For more information, click [here](#)

We're interested in keeping members up to date with all technology related news in Vermont. Have a story or event you would like to share? Have a link you believe would be helpful to members? Click the button below to submit your news or event item.

SUBMIT NEWS

For Eastman & Benz, it Began at a Kitchen Table

[Jan. 14, 2014 - Source: VermontGuides.com]

Dan Eastman and Karl Benz were in the right place at the right time when one of Eastman's former employers contacted him about building prototypes because it was having a hard time getting them built locally. The seeds for their Winooski enterprise and vtTA member, Eastman Benz, were planted.

For more information, click [here](#)

Interview with Jeff Couture: Bringing Tech Jobs to Vermont

[Jan. 13, 2014 - Source: GlobalZ.com]

Recently, we had an opportunity to interview Jeff Couture, Executive Director of the Vermont Technology Alliance (vtTA). The vtTA is a business association focused on supporting, promoting and expanding technology companies and jobs in Vermont.

For more information, click [here](#)

Burlington, VT Named One of 10 Most Promising Tech Hubs to Watch in 2014

[Jan. 8, 2013 - Source: Vtta.org]

Burlington, Vermont has been named one of the ten most promising tech hubs to watch in 2014 by Techie.com. Techie.com went looking for some of the most exciting and innovative up-and-coming tech hubs for 2014 and looked at several factors, including infrastructure and a "startup culture" After looking at 100 cities, they narrowed the list down to a top ten, including Burlington.

For more information, click [here](#)

Generator, a New Maker Space, To Open in Burlington

[Dec. 31, 2013 - Source: VPR.net]

A new maker space called Generator will soon be opening in Burlington. The facility will have digital fabrication gear and other tools available to members who pay a monthly fee. The space is being hailed by members of Vermont's maker community and by educators who say it will be a tool for economic development.

For more information, click [here](#)

It's Time to Celebrate Vermont's Innovations

[Dec. 24, 2013 - Source: BurlingtonFreePress.com]

Lisa Gosselin, Vermont's economic development commissioner, writes in this op-ed piece that "Made in Vermont" is more than craft beer and cheese, but includes "products that use technology so innovative it is changing the world."

For more information, click [here](#)

Dealer.com CEO Reflects on the Sale of His Company

[Dec. 20, 2013 - Source: BurlingtonFreePress.com]

Dealer.com CEO Rick Gibbs discusses the sale of Dealer to Dealertrack Technologies in an interview in the Burlington Free Press.

For more information, click [here](#)

Dealer.com Sold to Dealertrack Technologies

[Dec. 19, 2013 - Source: DealerTrack.com]

Dealer.com announced the sale of the company for nearly \$1 billion to Dealertrack Technologies, a publicly traded company based in Lake Success, N.Y. Dealer's Chief Operating Officer, Mike Lane, said the agreement combines the strengths of the two companies and that the company and its employees would remain in Vermont.

For more information, click [here](#)

Smitten With a Start-up

[Dec. 18, 2013 - Source: BurlingtonFreePress.com]

Vermont venture capital firm and vtTA member FreshTracks + a college kid with a good idea = a growing business.

For more information, click [here](#)

Teaching Kids to Code at Colchester High - and Across Vermont

[Dec. 13, 2013 - Source: TechJamVT.com]

A nationwide initiative called "Hour of Code" is encouraging schools to teach kids computer programming skills. Last month, every student at Colchester High School spent an hour learning code, and the school won a grant from Google.

For more information, click [here](#)

Software Sales Tax Remains Partly Cloudy

[Dec. 11, 2013 - Source: VTDigger.org]

A state tax on cloud-based software went into effect July 1, but officials are still formulating who and what the tax applies to.

For more information, click [here](#)

Long-standing C2 E-Commerce Technology Partners Merge

[Nov. 22, 2013 - Source: VermontBiz.com]

Competitive Computing, also known as C2, announced that its enterprise Content Management System (CMS) and customer engagement platform partner, Sitecore, has acquired commerceserver.net.

For more information, click [here](#)

Shumlin Celebrates Broadband Progress, Though Target is Missed

[Nov. 21, 2013 - Source: VermontBiz.com]

Despite conceding that Vermont will miss his target of statewide broadband and cellular coverage before year's end, Governor Shumlin Wednesday gathered top telecommunications executives to celebrate how far they've come.

For more information, click [here](#)

Leahy Introduces Bipartisan Bill to Protect Vermont Businesses from Patent Lawsuit Abuse

[Nov. 18, 2013 - Source: VermontBiz.com]

Senate Judiciary Committee Chairman Patrick Leahy (D-Vermont) and Committee member Senator Mike Lee (R-Utah) joined together Monday to introduce legislation to protect businesses and innovators who are being improperly targeted by so-called "patent trolls."

For more information, click [here](#)

Birnam Wood's New Video Game, Pathogen, is Infectious

[Nov. 6, 2013 - Source: 7DVT.com]

Pathogen, a new strategy game from Burlington-based Birnam Wood Games, is now available in the App Store. Seven Days arts writer Ethan de Seife says the game "has serious addiction potential."

For more information, click [here](#)

Bentley Award launches innovative use of iPads in Hinesburg School

[Oct. 1, 2013 - Source: KidsVT.com]

A Bentley award from the vtTA of iPads and apps to the Hinesburg Community School in 2012 provided the spark to set the school on a path to provide iPads to its K-through-eighth grade students.

For more information, click [here](#)

Featured Member

Dealer.com



Dealer.com is a leading provider of marketing and operations software and services for the automotive industry. Dealer.com is the leading provider of a streamlined and intuitive solution for managing automobile dealership marketing and operations. The company's platform-based Inventory, Advertising, Website and CRM products allow OEMs, dealer groups, retail and agencies to leverage innovative technology to relevantly connect to their customers. Since 2008, Dealer.com has realized sales growth of more than 30 percent annually. The company's unique commitment to culture, with a focus on health and wellness, makes it one of the most desirable places to work.

For more information, visit <http://www.dealer.com/>.

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

New Member Update

The Vermont Technology Alliance continues to welcome new members to the organization. New members joining in the past few months include these diverse and innovative companies: [Champlain College](#), [Eastman Benz](#), [Global-Z](#), [Pwnie Express](#), [Middlebury Interactive Languages](#), [Renewable NRG Systems](#), and [Vantage Point Recruiting](#).

Useful Information & Links

Business Opportunities

The vtTA has received information about two business opportunities:

Android App Request

A major company is looking for Vermont programmers with Android app development expertise for a Burlington-based project in the healthcare field.

Drupal Expertise Request

A Vermont business is looking for an individual or firm with Drupal development skills to handle the update of a Drupal-based web site.

If interested in these opportunities, please send an e-mail to jeffcouture-vtta@comcast.net.

Private Sector Funding Opportunities from VT EPSCoR

VT EPSCoR is pleased to provide two funding opportunities with awards of up to \$15,000 to Vermont based businesses.

SBIR Phase (0) provides the opportunity to compete for up to \$15,000

- Deadline: May 1, 2014
- **Important Note:** Follow-up SBIR funding requirements revised from initial release
- To see full submission guidelines, please visit <http://www.uvm.edu/~epscor/redirect/sbir>

Use of Facilities for Private Sector provides the opportunity to compete for up to \$5,000

- Rolling Deadline - you may submit a proposal at any time
- To see full submission guidelines, please visit: <http://www.uvm.edu/~epscor/redirect/use>

Petition Started to make Computer Science Courses Count toward Graduation Credits

UVM Computer Science Professor Robert Snapp has initiated a petition to include Vermont in a national grass roots campaign to make computer science part of the core high school curriculum. You can find it [here](#).

Invention 2 Venture Conference Scheduled

The Invention 2 Venture Conference at UVM is planned for April 3. The event will feature a keynote address by Brian Hlligan, HubSpot CEO and co-founder and UVM alumnus.

Vermont announces Pharmacy Benefit Management RFP

The State of Vermont has announced the release of its Pharmacy Benefit Management (PBM) Request for Proposal (RFP). The State on behalf of the Agency of Human Services is soliciting competitive sealed bids from

qualified vendors for fixed price proposals for a Pharmacy Benefits Management Solution that includes PBM Operational Services and the Software Design, Development, and Technical Support to deliver those Services.

The RFP can be accessed at: <http://www.vermontbusinessregistry.com/BidPreview.aspx?BidID=10338>

This is the first of multiple RFPs related to the re-procurement of the State's Medicaid Management Information System (MMIS) that will meet our strategic goals associated with the Federal Affordable Care Act (ACA).

Find out more about Vermont's Health Services Enterprise at: <http://dvha.vermont.gov/administration/1health-services-enterprises.pdf> .

Know of any resources that would be helpful to vtTA members? Send us an email at newsletter@vtta.org

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