

# EntrepreNews

**The Dartmouth Entrepreneurial Network**

**<http://www.dartmouth.edu/~denet/>**

---

---

*Gregg Fairbrothers, Executive Director*  
[gregg.fairbrothers@dartmouth.edu](mailto:gregg.fairbrothers@dartmouth.edu)

Vol. 1, No. 1 January/ February 2002

*Justine Fahey, Associate Director*  
[justine.fahey@dartmouth.edu](mailto:justine.fahey@dartmouth.edu)

## **\*\* DEN Update\*\***

Interest in - and commitment to - the entrepreneurial process of commercializing campus-created innovation continues to grow at Dartmouth. It has now been just about a year since the Dartmouth Entrepreneurial Network Program first became active. In that time we've become involved in a wide variety of student, faculty/researcher, and alumni startup activity. Key milestones along the way have included:

- Since January of 2001 we've been involved with over 50 startup teams or individuals, helping crystallize concepts, assemble teams, connect to team members, resources and even customers, secure funding, and begin operations. The rate of new contacts has actually accelerated in the past few months and we are currently running at a rate of 1-2 per week.
- Business teams are active in a diverse range of industries including:
  - Biotechnology
  - Software
  - Medical devices
  - E-commerce and e-commerce technologies
  - Consumer entertainment and media devices
  - Healthcare service technology
  - Education content providers
  - Environmental, recycling and reconditioning technologies
  - Management and metric systems
- We've made contact with an extensive network of active alumni and business service providers. The willingness of experienced and well-connected alumni to help the DEN and our teams continues to outstrip our ability to use it. We try to ensure that we don't ask for help that isn't of high potential value to one of our Dartmouth teams, and only seek outside help for teams that are at a stage where they are able to make good and efficient use of the help they receive.
- We've started internship placements for Dartmouth students in venture capital and entrepreneurial organizations, as well as in the DEN itself.

- We've begun leasing office space and infrastructure on-campus to startup student teams.

Looking to the future, we have secured a \$50,000 grant from the State of NH to write a final feasibility study for incubation buildings at Dartmouth and UNH. This study should be completed in mid-February. We will then work with the State to secure state and federal funding sufficient to erect a building somewhere close to campus, probably on the Rt. 120 corridor. Governor Jeanne Shaheen has been wonderfully supportive in this process, and has publicly declared this initiative one of the most important on her economic development agenda for the state. In addition, the DEN has been asked to lead a College-wide committee which will re-open discussion of potential College vision for some sort of research park development near campus.

We always welcome cold-calls from anyone in the Dartmouth community looking to make contacts to entrepreneurial activity, for help in a startup, or to volunteer help with a startup in the Network!

## **\*\* Hot Off The Press\*\***

### ***Mobius Audio Receives \$90,000 Seed Funding***

*Mobius Audio received an agreement for \$90,000 in funding from Angeli Parvi. Angeli Parvi is an angel investing group formed by the Board of Overseers of the Thayer School of Engineering. \$10,000 was disbursed to Mobius Audio in November 2001, with the remaining \$80,000 to be disbursed upon completion of several key milestones.*

*The initial investment from Angeli Parvi allowed the company to complete core software, build a functional prototype, begin an industrial design study to determine the Mobius Audio 'look and feel', file for patent protection for, and incorporate the business in New Hampshire.*

*The second-stage investment from Angeli Parvi is allowing us to continue developing the software and begin developing the hardware for our product, conduct independent market research to validate our market opportunity, and move into commercial office space.*

*With these investments, Mobius will be able to move significantly closer to market and attract experienced management, which will help us secure a Series A financing round.*

## **\*\*Entrepreneur Updates\*\***

***The DEN is happy to welcome new entrepreneurs and teams including:***

***Aurora Optics, Inc*** – Aurora Optics is involved in the design and fabrication of medical and industrial optical diagnostic and optical fiber based spectrophotometric analysis systems. Also fabrication of optical and optical fiber-based hardware including pressure and vacuum feedthroughs. The team includes Greg Burke, Paul Twerdowsky, Brian Pogue and P. Jack Hoopes. The company is currently focused on the following initiatives:

- Completed first phase SBIR
- 1/2 way point of second phase SBIR

- Completion of 'Apha' based dosimeter system.

**EarData** – EarData is developing auditory display systems to present complex and real-time data using software generated digital sound and music. EarData will provide organizations and users in today's data rich world powerful new ways to interact with critical information by listening to it. EarData will leverage the unique advantages of auditory cognition, the intrinsic characteristics of sound, and the relative underutilization of hearing as a data display tool to help users:

- recognize and respond faster to patterns in their data
- simultaneously process multiple distinct information inputs
- distinguish subtle variations and trends within and across inputs

Team members include Edward Childs G '03, Sam Winebaum '79, and Rhett Fisher Tuck '03. The company is currently focused on the following initiatives:

- Building first prototype
- Evaluating market through visits to target market environments
- Writing business plan
- Securing seed financing and/or beta client engagement.

**EnerNOC LLC** ([www.enernoc.com](http://www.enernoc.com)) – EnerNOC is emerging as the leading provider of energy-technology software products and managed services that address the unique needs of enterprises with distributed power systems. The company's suite of software products include EnerNOC VSM (TM), an analysis and customer screening tool, EnerNOC DG-OPT (TM), an optimization and control solution, and EnerNOC (TM), a network control solution. EnerNOC, LLC was founded in January, 2001 and is now entering its second year of operations. The company's original business plan was a finalist in a national business plan competition from over 120 entries. The company has seed funding, a technology demo, customer prospects, and significant investor interest. Team members include David Brewster Tuck '02, Ted Durbin Tuck '02, Tim Healy Tuck '02 and Scott Murphy.

**Grammaton LLC** ([www.grammaton.com](http://www.grammaton.com)) – Grammaton is involved in foreign language translation of financial, legal, and medical device documents and text for websites. Core products include translation of financial statements, shareholder reports, marketing brochures, proposals, company prospectuses, affidavits, warranties, intellectual property material, litigation documents, depositions, and court proceedings. GRAMMATON also delivers desktop publishing and graphics formatting solutions using all software platforms. Team members include Enrique Rodriguez and Walter Rodriguez D'98. Currently the company is focusing on the following initiatives:

- generation of \$100,000 revenue
- servicing of 10 regular clients
- completion of first website localization project.

**Lorien Logic Systems** (<http://www.lorienlogic.com/>) – Lorien provides electronics systems design consulting services, specializing in the area of large CMOS logic devices (ASIC, FPGA) and high speed circuit packs. The company's expertise is applicable to any market segment or customer problem requiring custom design, though most of our experience is in the telecommunications and computing sectors. The company is developing intellectual property to differentiate its design services, provide a novel and more flexible solution to the customer, and allow the company to command greater revenue. Lorien is well positioned for rapid growth and challenging employment opportunities in the Upper Valley.

Team members include Toby Deitrich Th'95 (BA/BE) and Don Wemple (BSEE/MBA). Lorien Logic Systems is currently focusing on the following initiatives:

- ❑ Complete company charter
- ❑ Identify and hire key business manager
- ❑ Hire engineers for our technical team
- ❑ Initial product development
- ❑ Pursue additional design contracts.

**QuantiSense, Inc.** – QuantiSense focuses on providing tools and expertise to maximize customer profitability. The company is building a software application focused on small to medium sized banks. Their software enables managers to digest transactional information to make strategic decisions. Team members include Jeff Buck D'95 Thayer '96 and Juan Pereira. The company is currently focusing on the following initiatives:

- ❑ Beta customer by Feb 2002
- ❑ General availability by June 2002.

**StratBridge, Inc.** (<http://www.stratbridge.com/>) – StratBridge, Inc focuses on designing and developing sophisticated software for strategic analysis. The company provides specialized counseling services around strategic analysis. The team includes Matt Marolda (Tu '02) in addition to numerous Tuck student contributors and Tuck alumni and faculty advisors. The company is currently focusing on the following initiatives:

- ❑ Continue sales growth
  - Doubled each of the last three years (1999-2001)
- ❑ Maintain profitability
  - Cash flow positive since 1999
- ❑ Grow current client base
  - Current client examples include two of the Big Five professional services firms, a major global consulting firm, a large pharmaceutical company, and a mid-sized private equity firm.
- ❑ Build sales and marketing
- ❑ Garner direct feedback from strategic analysis users and consumers

- StratBridge is looking to work directly with consultants, investors, and general managers to refine further their strategic analysis offerings.

**Windirector, Inc.** (<http://www.windirector.com/>) - Windirector, Inc focuses on designing and developing technologically advanced vertical axis wind turbines for low wattage power generation requirements. The company has a set of initial products that drastically reduce the ownership costs of independent power generation. The team includes Asheesh Gupta (TU '03) in addition to numerous Tuck student contributors and Tuck alumni and faculty advisors. The company is currently focusing on the following initiatives:

- Prototype development
- Prioritization of market for initial entry
- Garner beta customer and finalize
- Building sales and marketing
- Finalizing manufacturing process and defining distribution channels.

## **\*\* Classifieds \*\***

---

EnerNOC is currently seeking programmers to design and implement a distributed database and a networked control and monitoring system for small electrical generation systems. Should be fluent in C++ or Java and have experience with network and database programming.

EnerNOC is also seeking one or more professionals with backgrounds in advanced power converter design, engineering and/or programming. Experience in modeling generator and power converter systems, as well as digital signal processor programming for the control of power conversion systems is a plus.

EnerNOC will consider experienced professionals with relevant industry backgrounds, and also has openings for recent or soon-to-be graduates whose area of study encompasses some or all of these fields.

EnerNOC prides itself on combining a fun and exciting work environment with appropriate challenges for employees who thrive in dynamic, growth company settings.

Please send resume and cover letter to:

Tim Healy  
EnerNOC, LLC  
17 College Hill, Suite 17  
Hanover, NH 03755  
Tim.Healy@EnerNOC.com

---

### **Lorien Logic Seeks ASIC Design Engineer and Business Manager**

#### *ASIC Design Engineer*

We seek innovative, intelligent, dedicated, and creative engineers to architect, design, and verify FPGAs, ASICs, and circuit boards. Minimum requirements for a junior engineer or new college graduate include:

- BSEE or equivalent
- Excellent academic record
- Digital design experience

- Minimum requirements for a senior engineer include in addition:
- 5+ years of industry experience
- Experience designing, analyzing, and synthesizing high speed digital logic using a HDL
- Familiarity with telecommunications, video, audio standards and protocols
- Excellent communication skills

### *Business Manager*

We seek a solid partner to manage the business side of the company with excellence, dedication, creativity, and integrity. Minimum requirements include an MBA degree and 3 years of business experience in a technical market. The successful candidate will assume the following responsibilities and work closely with an administrative assistant.

- Strategic Business Development
- Marketing and Customer Relations
- Legal and Contract Negotiation
- Profit/loss & Other Business Reporting, Record Keeping
- Accounts Payable & Receivable, Payroll
- Human Resources and Employee Development

### What We Offer

Lorien Logic Systems, LLC is our second high-tech startup. It is based upon the same model used to successfully build our first startup, which over five years grew to twenty engineers before being acquired by Vitesse Semiconductor Corp.

### Lorien Logic Systems offers:

- Proven experience in design, consulting, and new business incorporation
- A startup with high-growth potential
- A solid reputation in the industry
- Quality of life in the Upper Valley
- Benefits, profit sharing, and equity stake

### Contact Us

tobyd@lorienlogic.com  
<http://www.lorienlogic.com>

---

*To place a classified ad, please email [dartmouth entrepreneurial net@dartmouth.edu](mailto:dartmouth_entrepreneurial_net@dartmouth.edu).*

\*\* please email [dartmouth\\_entrepreneurial\\_net@dartmouth.edu](mailto:dartmouth_entrepreneurial_net@dartmouth.edu) if you would like to be removed from this newsletter distribution list.\*\*