

What TEN members have to say...

"You can't get this anywhere else. My business now has a whole new set of national resources at its disposal."

*John Neugebauer, CEO
Koning Corporation*

"The TEN program is unique and really hits on the key issues that face start-up companies."

*Larry Herb, COO
Clinical Insight Systems*

"The national contacts we've made through TEN have greatly benefited our company."

*Jason Curtis, CEO
ePostmarks*

"Far surpassed my expectations."

*Rick Richmond, CEO
Diffinity Genomics*

"I'd highly recommend this program to entrepreneurs who want to know how it's done."

*Mike Pavia, President
Sydor Instruments*

"Solid and informative. Great insight!"

*Mark Mollenkopf, President
Cutting Edge Surgical Lasers*

"Excellent program. I wish I had this two years ago!"

*John Olenick, President
ENrG, Inc.*

Local and National Presenters:

- ◆ **Tom Anderson**, Partner, Harter Secrest & Emery, LLP (Rochester, NY)
- ◆ **Frank Andresco**, Partner, Egan-Managed Capital (Boston, MA)
- ◆ **Gary Connors**, VP, Business Development, Bausch & Lomb (Rochester, NY)
- ◆ **Jack Derby**, Derby Management, LLC (Boston, MA)
- ◆ **Phil Ernst**, Silicon Valley Bank (Boston, MA)
- ◆ **Dan Gallagher**, CEO, Soleo Communications (Rochester, NY)
- ◆ **Julie Gerstenberger**, Director, Kodak Alliances (Rochester, NY)
- ◆ **Robert Helfrich**, Director, Business Development, Welch Allyn (Syracuse, NY)
- ◆ **Stan Holland**, CFO, Vaccinex, Inc. (Rochester, NY)
- ◆ **John Cococcia**, Managing Partner, FA Technology Partners (Boston, MA/Albany, NY)
- ◆ **George Simmons**, Derby Management, LLC (Boston, MA)
- ◆ **Jeffrey Vogel**, Partner, Velocity Equity Partners (Boston, MA)



Growing Upstate New York's High-Tech Community



ten-ny.org



The Entrepreneurs Network

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Monroe County is proud to be the founding sponsor of The Entrepreneurs Network, or TEN. This is part of my strong commitment to creating jobs and growing our region's entrepreneurial economy.

Founded in January 2006, TEN is the first program of its kind in Upstate New York and is recognized for being highly innovative and successful.

TEN was created based on the best practices of leading entrepreneurial training, education, and networking programs.

TEN members meet twice a month for six months and interact directly with top local and national experts who provide the resources and information needed to grow successful high-tech companies.

I invite you to take part in this exciting and effective program. Let us help you take your company to the next level, right here in Upstate New York.



Sincerely,

Maggie

Maggie Brooks
Monroe County Executive

Funding for TEN provided by:

**County of Monroe
Industrial Development Agency**

Finger Lakes Partnership WIRED Initiative

Training, Educating & Networking

Training

Interactive coaching sessions provide real-time feedback from expert coaches, as well as other TEN members, and offer a confidential atmosphere in which to discuss business issues.

Educating

National experts provide TEN members with the tools and best practices that are most relevant to early stage companies. Program topics include business planning, financing strategies, sales effectiveness, strategic partnering and leadership tactics.

Networking

Top local and national speakers take part in TEN programs providing contacts critical to an early stage company's success. Additionally, TEN members benefit from relationships formed with the growing network of other TEN members.



Membership

Programs

TEN members are eligible to attend all of the events that comprise the six-month TEN program including the Entrepreneurship Boot Camp, the Sales Effectiveness Boot Camp, the Investor Presentation Workshop. TEN members are also given free admission to Private Roundtable Discussions and Public Panel Events.

Eligibility

Candidates should be founders, CEOs, senior executives, hold a controlling position or be serial entrepreneurs. Companies should be early stage technology; life sciences; scalable, high-growth potential; family-owned; and/or ownership transitioning in Upstate New York.

Application

Completed application forms must be received by TEN for review and acceptance into the six-month program. Class size is limited to 20 participants per class to allow for maximum interaction.

Cost

Approved applicants will be charged a one-time processing fee of \$350. Only accepted applicants will be required to pay this one-time fee in order to complete the registration process.