

The FreshTracks Flurry

August 2009

NEHP Lands Solar Job with SpectraWatt, Adds new Board Member & Opens Office in NY

NEHP has been selected by Harder Mechanical to provide high purity process piping for the new SpectraWatt solar photovoltaic (PV) manufacturing plant in Fishkill, NY. "We have worked with NEHP for nearly a decade," said Ed Arthur, Senior Project Director at Harder Mechanical. "Their experience in process utilities and their knowledge of the New York electronics market made them the obvious partner on this project."

NEHP has announced the addition of David Stetson to the company's Board of Directors. Stetson has spent more than two decades advising a variety of established and emerging companies in the consumer, technology and healthcare/life sciences sectors. In 2006, he joined Caris & Company a San Diego-based research boutique where he established the investment banking division and serves as a senior managing director. "I am confident that NEHP's focus is the right one for the future of the semiconductor, solar and life sciences industries," said Stetson.

NEHP has opened an office in Malta, New York as part of an ongoing effort to better serve its growing client base in the region. "We've been working on a number of projects for clients like IBM, Wyeth and the nanotech semiconductor research facility at SUNY," said NEHP founder and CEO Adam Tarr. "With so much work in the area and an active relationship with NY UA Pipefitter Local 773 and Local 7, we felt it was time to establish a permanent presence."

To read more about these stories, please click here:

<http://www.nehp.com/about/news/>



FreshTracks II
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[M2S](#)
[Vermont Teddy
Bear](#)

GetWell Network Announces New Hospital Additions to their Network

GetWell recently signed deals with six new hospitals across the country, from Maryland to Arizona. HealthCareIT News reports, "As we evaluated the landscape of solution providers for interactive patient care, GetWellNetwork's unique approach to patient engagement stood out," said Stan Davis, vice president of support services at Cook Children's Medical Center, in a press release supplied by GetWellNetwork. "During our process, we had an opportunity to attend GetWellNetwork's annual users conference and were impressed with the engagement of the client community and outcomes they were experiencing with the solution." To read the complete coverage, please click here:

[GetWell Network Announces New Hospital Clients.](#)

The company has also been hard at work improving its product offering, as reported in a recent press release, "GetWellNetwork, Inc., the leading provider of Interactive Patient Care (IPC) solutions, today announced the release of the PatientLife System(R) 3.5 (PLS 3.5). This latest version of GetWellNetwork's interactive bedside system includes tools focused on accelerating the discharge planning process and reducing average length of stay (ALOS) in hospitals." To read the complete coverage, please click here: [PR Newswire – GWN.](#)

GetWellNetwork announces new hospital clients, installations | Healthcare IT News - Mozilla Firefox

http://www.healthcareitnews.com/news/getwellnetwork-announces-new-hospital-clients-install

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GETWELLNWORK ANNOUNCES NEW HOSPITAL CLIENTS, INSTALLATIONS

July 06, 2009 | Eric Wiklund, Managing Editor

BETHESDA, MD—GetWellNetwork, Inc., one of the healthcare industry's largest providers of interactive content for hospitals and their patients, has added several hospitals to its growing list of clients.

The Bethesda, MD-based company offers the PatientLife System, a bedside-based interactive patient care (IPC) technology that uses the television to deliver personalized healthcare information, education and communications tools to the patient. The system is designed to improve the care process by engaging parents and driving performance improvements in quality, service, operational efficiencies and new revenue opportunities.

Suggested Content

- GetWellNetwork further expands network
- Vendor Notebook - Agfa to integrate Segami's Oasis into IMPAX
- Vendor Notebook - Pictis to deliver Preop Manager to VA medical centers
- Vendor Notebook - QuadraMed inks deal with Freemont-Rideout Health Group

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HIPAA Security Rule authority moved to Office for Civil Rights

Draker Launches Sentalis 800 Product & Cited in Testimony

From Solar Industry Magazine, "Draker Laboratories has released its newest PV monitoring system, the Sentalis 800, which provides performance monitoring of commercial, industrial and institutional solar systems up to 250 kW with a single production meter." To read the complete article, please click here: [Draker Releases Sentalis 800](#).

Burlington Mayor Bob Kiss recently traveled to Capitol Hill to testify in front of the Senate Environment and Public Works Committee, and make a case that there is a "strong and successful connection between climate-related policies, economic growth and job creation. Following is an excerpt from Mayor Kiss' testimony which includes citing Draker as one of those examples: "Draker provides high performance monitoring and software-as-a-service data management systems for commercial-scale renewable energy systems including: solar photovoltaics (PV), wind, solar thermal and hybrid systems. Draker currently employs 8 people full time, has 2 part time interns and one part time contractor. In the next year Draker anticipates hiring 2-5 new people, and as many as 10 depending on the economy and credit market. To read the complete coverage from The Burlington Free Press, please click here: [Kiss Tells Senate of Green Goals](#).

The image is a screenshot of a web browser displaying the homepage of Draker Laboratories. The browser's address bar shows the URL "http://www.drakerlabs.com". The website features a dark blue header with the company logo on the left, which consists of a stylized sun icon and the text "DRAKER LABORATORIES". To the right of the logo is a search bar and a "Client Login" button. A navigation menu includes links for "Home", "Products", "Our Experience", "Company", and "Contact Us". The main content area is divided into several sections: a large banner image of a solar farm with the text "200 kW - California" and "High Performance Monitoring" overlaid; a section for "Commercial PV Monitoring Systems" with an image of solar panels; a section for "Green Technology Monitoring Systems" with an image of a wind turbine; and a section for "Learn More About our Products" with icons representing various energy sources and a "View Products" button. At the bottom of the page, there is a copyright notice: "© 2008 Draker Laboratories, Inc. 122 North Street | Burlington, VT 05401 | (802) 244-1111 | 800-896-3888".

Bullish on Bears in the Boston Globe

Vermont Teddy Bear received coverage in the Boston Globe this month with an article focused on the new leadership and strategic direction that are now driving the company. The Globe reports, "Under new CEO, Vermont Teddy Bear shifts its focus to kids, betting quality will be selling point for safety-conscious parents." "Vermont Teddy Bear's heritage and handmade quality are their strengths. They have that personalized touch," said Monica Tang, a retail strategist at Kurt Salmon Associates. "Playing that up makes sense for them and sets them apart from Gund and others. There's room for Vermont Teddy Bear to grow in the market. Teddy bears are classic gifts." To read the complete article, please click here: [Bullish on Bears](#).



Cross Quoted in VBSR Article on Private Investing

Vermont Businesses for Social Responsibility recently wrote an article titled "Angels Touch Budding Businesses", including an interview with FreshTracks Managing Director Cairn Cross. Following is a portion of the article, "Fresh Tracks has invested about \$7 million in approximately 10 companies in Vermont. Co-investors bring an additional \$50 million in private capital to a project in conjunction with Fresh Tracks, with the same terms and conditions." To read the complete article, please click here: [Angels Touch Budding Businesses](#).

About FreshTracks Capital

FreshTracks Capital II L.P. (www.freshtrackscap.com) is the \$14MM second fund raised by FreshTracks Capital and is part of the Village Ventures nationwide network of venture capital funds. Since inception, FreshTracks Capital I raised \$11 million and invested in 14 portfolio companies. Draker Labs, *NativeEnergy*, ISIS, NEHP, Vermedx and SolarOne represent FreshTracks II's first six investments for the new portfolio.

FreshTracks focuses its investment in private growth-oriented businesses, primarily companies in close geographic proximity to Vermont. Its founding partners, Cairn Cross and Charlie Kireker, were joined in the third quarter of 2005 by Lee Bouyea and Tim Davis, whose bios can be found [here](#). FreshTracks is an affiliate fund in the Village Ventures national network of funds, which collectively have close to \$500 million in capital under management, directed by some 35 venture professionals in 14 distinct funds.

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