

Special Interest:

- New XML Books by a SC Entrepreneur.
- SC Tech Week makes the grade with teachers.
- Technology Auto Tags help fund the SC Technology Alliance's Entrepreneurial statewide network.
- Endowed Chairs get funded.



Order your new Tech Tag Today!

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NEW TECHNOLOGY AUTO TAG APPROVED BY GOV HODGES

Our technology automobile tag has received final approval from both the House and Senate and has now been approved by Governor Hodges. We have been told by our friends in the Senate that this may be the last special tag approved. The Transportation Committee under the leadership of Senator Ryberg has been instrumental in getting ours approved in and out of committee, in record time. Many, many, thanks to House Members, Talley and Lourie for their personal support and for their sponsorship of Bill 4680. We are hopeful that this tag will be a great success and generated enough revenue to support the entrepreneur councils and spe-

cial programs offered the local chambers of commerce. New entrepreneurial programs hopeful will increase across our state.

Tech Week is a Great Success

Thanks to Rep. Scott Talley, Jason Williamson, SCTA, Tyler Bryant, SCANA, and Carter Todd & Associates Tech Week was a great success.

The feedback we have received from the folks in the legislature, as well as, the high schools and middle schools that worked with us on this project has been very strong. We plan to do it again next year and already have commitments from twice as many schools for 2003.

The Horseshoe Crab loves living around Charleston...

Don Long, Editor of the Medical Device Daily at MUSC, reports that the blood of a horseshoe crab is blue.

The white blood cells from that blue blood can be used to ensure that medical devices and drugs are safe. Those armored looking crabs that we have seen along our South Carolina beaches are actually not crabs, they are spiders.

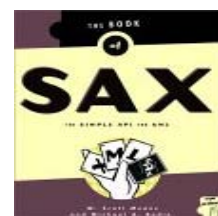
Endosafe, a medical company in Charleston, is extracting blood from horseshoe crabs and turning the blood into an assay able to detect pyrogenic pathogens that withstand sterilization in pharmaceuticals medical devices.

Scott Means Completes Third Book on XML

W. Scott Means has been a professional software developer since 1988, when he joined Microsoft Corporation at the age of 17. He was one of the original developers of OS/2, 1.1 and Windows NT, and he did some of the early work on the Microsoft Network for the Advanced Technology and Business

Development group. He has written and co written three books on XML-related topics. Most recently, he is serving as the CEO of Enterprise Web Machines, a South Carolina-based Internet infrastructure company. His books include XML in a Nutshell, Strategic XML and his latest The Book of SAX: The sim-

ple API for XML. Scott is also doing speaking engagements and lectures on XML.



Scott Means New Book

Myths and Misconceptions About High Growth Entrepreneurial Companies

This will be a 5 part series on the Myth and Misconceptions About High Growth Entrepreneurial Companies.....

Part 1

The Risk-Taking Myth: "Most successful entrepreneurs take wild, uncalculated risks in starting their companies."

Risk is an intrinsic part of any business venture. Starting a company of any type places tremendous strain on the founders' personal lives. The cost of the uncertainty that comes with a new venture can be stagger-



VC Support for our Entrepreneurs

ing in terms of stress on family relationships, self-image, and personal bank accounts.

However counterintuitive it may seem, a close look at growth companies in their earlier stages of development shows that founders do not assume all of the risks of the risk of the venture. In terms of professional risks, the founders of most successful growth companies are usually not well established in the field in which they're starting the new business, more on this phenomenon in one of the later series. In terms of financial risk, most entrepreneurs

starting out have little by way of financial assets or protected intellectual property to offer, and so their financial contribution in absolute dollars is limited. Successful entrepreneurs are surprisingly effective at spreading the risk around to others. These same entrepreneurs rely on a range of tactics to overcome these hurdles. They learn to target resource providers who have limited alternatives, short-term needs, and personal or psychological preference for working with companies. They attempt to mimic the appearance of established companies. Entrepreneurs offer extra services and special deals to prospective customers, but rarely offer to cut prices if a profit can't be made.

Doctorates in Physics and Engineering Plummet during Late 1990's

The National Science Foundation reports the number of doctorate awards from U.S. universities in physics, after hitting a record high in 1994, fell 22 percent by the year 2000. Doctorates in engineering declined 15 percent from the 1996 peak to the year 2000.

The declines were a result of a decrease of awards made to non-U.S.

citizens, according to the April *InfoBrief* "Declines in U.S. Doctorate Awards in Physics and Engineering." Specifically, 59 percent of the decline in physics awards and 74 percent of engineering doctorates are accounted for by

non-U.S. citizens, especially from several East Asian countries. Drops in students from China represented half of the total decline for doctorates in physics. The percentage of doctorates in physics awarded to U.S. citizens remained relatively flat during the period. The U.S. were 789 in 1994 and 622 in 2000.

The need for additional engineers across our country is well known by most states, some get it and some do not!

PC Teach IT is being used in over 3500 school districts all over the USA is making Columbia their new home

A magazine that showcases integrating technology into the classroom is moving in to the empowerment zone and will be expanding their new corporate offices and learning labs. Linda Dennis the Editor-in-Chief wants this new location to be the learning lab for technology and education.



PC Teach It is a winner with students and teachers

While talking with Ms. Dennis, one can see the potential this new teaching and learning tool has for our children.

You get so excited that you want to jump up and go start teaching the teachers and the children about using this new

system and idea. A new school book is out dated by the time it gets to the schools and is used for 4 to 5 years. With **PC Teach IT** the material is new, exciting, up to date and changes each month. They already have a keyword on AOL or check them out at www.pcteachit.com.

Technology Patents UP In 2001

DESPITE RECESSION, PATENTS ARE UP IN 2001 FOR TOP TECHNOLOGY FIRMS

Despite the recession and its subsequent pressure on company expenditures, companies filed for a record number of patents in 2001, according to MIT's "Technology Review." The magazine, in conjunction with CHI Research, creates an annual scorecard that tracks the



Nanotechnology and Medicine could start here in SC

patenting activity of 150 top companies in eight high-tech sectors. The scorecard revealed increased emphasis on patenting throughout all industry sectors. Not surprisingly, the information technology and telecommunications sectors generated the most patents. Telecommunications companies had a 21 percent increase in the number of patents, the telecom industry ex-

perienced a 20 percent increase and computing showed a 12 percent increase. A summary of these findings appears at <http://www.technologyreview.com/articles/scorecard0502.asp>.

Southern Growth Policy Board to Meet at Hilton Head:

Gov. Jim Hodges, Chairman of the Southern Growth Policy Board will be attending this years annual meeting at Hilton Head along with four other Southern Governors during the first weekend in June. The Southern Technology Council will also be in session during the SGPB annual meeting.

Legislative Leadership Approves \$300 Million For Endowed Chairs for Our Research Universities, the Total Impact Will Be Over \$600 Million

In what may be one of the most important pieces to come out of the legislature in years, South Carolina's Research Universities now have a chance to compete with our sister states when it come to the best and the brightest professors. These new professors are the ones that might find the next link to longer lives or nanotechnology that can repair a broken heart.

With this kind of investment in our research universities we can set new standards for our students, our professors, our researchers and our entire university system. The hard work will begin as soon as the special committee is named by the Governor, the President Pro Tem-

pore of the Senate and the Speaker of the House. The Universities will begin right away looking for the best professors and researchers who will make their marks on the world from our own South Carolina. Won't it be nice to have other states visit us to see what SC is doing.

Won't it be nice to have other states coming to visit South Carolina to see what we're are doing in new research for a change

The next economy is growing in South Carolina

The South Carolina Technology Alliance is working every-day to help grow technology companies, venture capital, high tech entrepreneurs and research in our universities across our state. We have the opportunity to become a technology leader in the next



The Next Economy is ready for SC, are we?

economy. Much has been said about where our state stands in the technology arena. We need our state leadership to join us as we work hand-in-hand with our research universities, our technical colleges, K-12 and our private colleges and universities, as we build the next economy.

News heard around campus:

- USC NanoCenter is doing research on Nanostructured Composites for Light Weight, High Strength Materials.
- Dr. Prziembel, Vice President for Research is leading the change at Clemson.
- MUSC's Dr. Roozen talks up GenPhar's future.



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Terabyte: A unit of computer memory or data storage capacity equal to 1024 gigabytesone trillion bytes



The South Carolina Technology Alliance is a 501c 3 organization serving South Carolina, both inside and outside our borders and around the world.

Technology Organizations that are making a difference across South Carolina and the Region

Carolina Crescent Coalition

Serving the UPSTATE

C3 is a coalition formed to identify and measure the best in the world Centers of Excellence strategic to participating organizations in the Carolina Crescent region of our state.

A center of excellence is where organizations have world class capabilities and can collaborate to attract or develop best in the world talent to enhance their global competitiveness. John Warner is leading the C3 efforts. He is also the publisher of the Swamp Fox an e mail news update on the high tech happening around SC.

ThinkTec

Serving the LOW COUNTRY

Thinktec is advancing a knowledge based, innovation economy for the Charleston and Tri-County Region. Over the past decades, South Carolina has been successful in creating a diversified industrial base through traditional economic development models. However, with the goals for metropolitan areas, there must be new focus on innovation and adaptation through knowledge based strategies. ThinkTec's new mission is to accelerate the knowledge based growth to ensure a perpetual innovation economy, as well as, act as a catalyst for the next economy.

CTEC

Serving THE MIDLANDS

Columbia Technology Entrepreneur Council mission is to ensure the development of programs that will strengthen technology entrepreneurs and promote their unique needs and contributions. The high tech entrepreneurs of the next economy are faced daily with new challenges. It may be revenue growth, venture capital needs or company valuations. The council works with both the more mature entrepreneurs, as well as those just starting out. Their strategies are to ensure that each person receives support, mentoring and helpful advice from the SCTA, USC's Moore School of Business, and USC Incubator.