

## NVTC Member Accomplishments



John Love

NVTC Secretary and **AH&T Insurance** Principal **John Love** took on the additional responsibility as President & Executive Director of TechAssure, the world's only nonprofit organization dedicated to risk management for the technology industry. The announcement, made in early February, affirmed that Love will continue his leadership at AH&T and NVTC in addition to the added responsibilities at TechAssure to develop new insurance products and affinity group programs, and to research and develop new services for clients of TechAssure member agencies. Love and AH&T contributed to the TechAssure's growth into an international organization that serves more than 4,000 telecommunications, life sciences and government contractor clients. Love, who has managed NVTC's successful member insurance programs, RiskNet and BeneNet, for more than a decade, said, "Serving at NVTC was an inspiration for many of the ideas and projects I will manage at TechAssure, which will directly benefit NVTC and its members." [www.AH&Tins.com](http://www.AH&Tins.com)

**Edison Venture Fund**, a leader in providing growth capital and value-added services to growing information technology businesses, recently announced completion of a \$1.75 million follow-on investment in NeatReceipts, a Philadelphia-based company that offers user-friendly scanning solutions that reduce paper clutter and simplify paperwork for small- and medium-sized businesses. Edison's investment will expand NeatReceipts' sales, marketing and new product development. The patented



NeatReceipts scanner

NeatReceipts is a multi-purpose scanning and digital filing system that scans, reads and organizes paper receipts, business cards and other documents into easy-to-read digital spreadsheet formats. [www.edisonventure.com](http://www.edisonventure.com)

The **Consumer Electronics Association** recently announced plans to launch DIGITAL DOWNTOWN (D2), a new consumer technology event designed to showcase the latest electronic lifestyle and workstyle products to residents and employees of Manhattan's Financial District, the third largest work community in America. D2 will be held this summer, June 12-14, at the World Financial Center's Winter Garden. For more information, visit [www.digitaldowntown-nyc.com](http://www.digitaldowntown-nyc.com).

In addition to recording its highest annual revenues in 2007, **Unanet** recently announced that it reached an important customer milestone: More than 500 businesses worldwide have adopted Unanet's Web-based services automation software, establishing the company as a leader in this market. Unanet's Web-based software is offered as either client-installed and internally operated or as a software-as-a-service option in which clients can access the software in a Unanet-hosted environment. The increasing number of customers adopting Unanet's SaaS option is one of the factors driving the company's recent growth. For more information, visit [www.unanet.com](http://www.unanet.com).

**Excitations**, a premier provider of experience gifts, will serve as the exclusive provider of Discovery Channel Experiences through a recently announced partnership with Discovery Commerce, the consumer products, licensing and home video division of Discovery Communications. The recently announced partnership will enable millions of consumers to experience or to gift others with the same memorable adventures they see and learn about on the Discovery Channel. The gift experiences, which cover a broad range of categories and are economically priced, include water, air, animal and nature adventures; "green" gift experiences; and experiences that

are especially geared for children and families. "We are delighted to partner with an organization dedicated to inspiring viewers to explore, understand and appreciate all the planet has to offer," said **Ian Landy**, Co-founder and CEO of Excitations. For more information, visit [www.excitations.com](http://www.excitations.com) or [www.discoverycommunications.com](http://www.discoverycommunications.com).

Retired Major General **Bruce M. Lawlor** was recently named director of **Virginia Tech's** newly formed Center for Technology, Security and Policy. The center, located in Alexandria, will conduct academic research, enhance existing related graduate programs in the area, and develop new educational courses and executive-focused programs related to national and homeland security. "Virginia Tech, as a leading research institution, has a responsibility to show leadership in addressing large-scale problems," said NVTC Advisory Board Member **Charles W. Steger**, President, Virginia Tech. According to Steger, the center will focus on "applications of new technology to security issues... from the global scale to the community level."

Lawlor, one of five senior White House staff members who wrote the plan to create the U.S. Department of Homeland Security, will be responsible for developing the educational, research and outreach programs of the center. Lawlor holds a doctor of science degree in engineering management and a juris doctor degree in law, both from George Washington University, and a master's degree in national security studies from Norwich University in Vermont. A Harvard National Security Fellow and a Senior Fellow at the George Washington University Homeland Security Policy Institute, Lawlor was previously an instructor at the U.S. Army War College and a distinguished service professor at the Stevens Institute of Technology. [www.vatech.edu](http://www.vatech.edu)

**Siki Giunta**, President & CEO of **Managed Objects**, was recently awarded the 2007 Stevie Award for Women in Business and named "Best Executive" among those at like-sized companies. The award, created in 2004 to honor and gener-

ate public recognition of the efforts, achievements and positive contributions of companies and business people worldwide, recognizes individual women executives (not business owners) for their accomplishments. Giunta's receipt of the honor capped off a significant year for the 10-year-old, McLean-based business services management company, which recently declared its "best quarter ever." Managed Objects not only recorded 20 percent growth over the same quarter in 2006, but also documented two dozen new deals, a strong renewal rate among existing customers for the fourth consecutive year, continued expansion of the company's presence in Europe and the successful launch of an innovative new product, Service Contract Management. [www.managedobjects.com](http://www.managedobjects.com)

**Marcien Jenckes** was named CEO of **Voxant**, the new media network, early in 2008. "Voxant has enormous potential to fundamentally change the way premium content is aggregated and distributed throughout the Web," said Jenckes, who as CEO will provide strategic direction as Voxant continues the aggressive growth that has solidified the company's position as the world's largest online syndication network. "Voxant's distribution network is uniquely suited as a two-way information flow, pushing fully licensed news content out to Web publishers while gathering rich intelligence and data about these niche communities and end users," added Jenckes. [www.Voxant.com](http://www.Voxant.com)

NVTC Board Member **Bob Dinkel** was recently named President and Chief Operating Officer of FedResults as part of the company's restructuring. According to Dinkel, who was previously Executive Vice President of the Herndon-based company, restructuring the organization into three distinct business units will enable FedResults "to focus on future acquisitions." The new business units include customer capture, contracting services and channel development, which supports commercial clients entering the federal marketplace. As President and COO, Dinkel will focus on day-to-day operations and supporting new clients. [www.fedresults.com](http://www.fedresults.com) **nvtc**



Siki Giunta



Bob Dinkel