

Welcome to our February 2018 Newsletter!
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NSIV Website

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New Member Welcome - ai4r

Our most recent addition to the list of NSIV companies is a company based in France. [Ai4r](#), also known as Atlantic Instruments for Research, offers autoradiography imaging solutions based on a new generation of gas detectors that combine speed, precision and sensitivity in locating radiolabelled molecules over a wide field of view.

Vanessa Roumilhac is here as an intern under the French VIE program and will be based at NSIV for one year doing market research and business development.

Welcome Vanessa!



Member Spotlight - Spectrus

Spectrus LLC

We briefly introduced you to [Spectrus](#) last month and promised more in February. Now from "Team Spectrus", is an introduction to their company

and some entertaining facts about the three partners.

"Spectrus, a Massachusetts LLC formed in 2017, is the brainchild of Enrique Arevalo, Ph.D. with the unwavering support of Michael Ziebell, Ph.D. and Andres McKenzie, M.S., the three of whom form **Team Spectrus**. Spectrus provides full



suite proteomics services coupled with advanced analytics. We transform rich data sets by running in house experiments on incoming biological samples into actionable reports. These reports then inform on drug discovery research projects. Enrique had the notion that the so-called "contract research organization" service model in biopharma drug discovery is ripe for disruption. What some providers lack, says Enrique, is a sense of ownership that is present when chasing one's own dream. If there is one word that Spectrus holds dear, it is the word "Partnership" because that defines how we want to engage our clients and we want our clients to think of us. Indeed, within the first 6 months of business we landed seven profitable contracts which suggests that Enrique's original notion is correct -- we are in the right place at the right time."

The rest of the story continues with bios of Enrique, Michael, and Andres on the NSIV [website](#).

NSIV Staff in the News

Last month, Trish Fleming (second from the left below) was the keynote speaker for the **Beverly Education Foundation's STEAM Summit** (science, technology, engineering, arts and math) held at Endicott College on Saturday, January 24, 2018. The Summit offered Beverly educators, from both public and private schools, the opportunity to meet and discuss STEAM initiatives. In her talk, Trish emphasized the need for STEAM education to focus not just on hard skills but also on the very important soft skills like communication, teamwork, and independent research so that



students are well-prepared for their entire working lives. While it is impossible to know exactly what tech skills will be needed in 5-10 years, these soft skills will still be critical for those working in STEAM fields.

See the full story in the [Beverly Citizen](#).

News from NSIV Grads

January 29, 2018 was **Massachusetts Innovation Day** at the State House. Marty Farmer, President/CEO, Tom Kinneman, Vice President/COO, and Trish

Fleming, Director of Mentoring attended the event hosted by the Massachusetts TechHUB Caucus. NSIV graduate, [SolidEnergy Systems](#) of Woburn, received one of six inaugural **NextGEN awards** to recognize major innovations in technology. You can read more about the event in the Massachusetts Technology Collaborative's [press release](#).



[SolidEnergy Systems](#) is making the world's lightest rechargeable batteries - ultra thin with half the weight and twice the energy density. Their amazing breakthroughs in battery technology will power everything from personal devices, allowing for twice the runtime, to applications for aircraft and vehicles. They are harnessing the power of lithium in new ways, creating the first semisolid lithium metal cell, a major advancement over the 30 year-old lithium-ion technology.

On January 4, 2018, SolidEnergy announced that they had raised a \$34M Series C. Read the announcement [here](#).

The NSIV staff took full advantage of their time at the State House, meeting with North Shore elected officials and staff, updating them about NSIV and the growing technology hub on the North Shore.

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