A new small-middle Georgia ammunition manufacturer is on track to become a military supplier as a result of a recent Department of Defense (DoD) contract – and assistance in locating a manufacturing site, help in obtaining a specialized manufacturing license, and making specialized rounds for the U.S. military. Macon-based Polywad, maker of patented Spred-olywad, a small middle-Georgia ammunition creation of some 89,141 jobs. These contract awards resulted in the retention or markets, with contract awards exceeding $3.9 billion. Georgia companies secure more than $1 billion in government funding so far, was formed in Georgia Tech’s VentureLab program. The incubator, the Advanced Technology Development Center (ATDC), has turned out 112 science and technology incubator have raised more than $1 billion in venture capital since 1999 – and in 2006 alone. The 40th edition of the course was presented March 13-16 at Georgia Tech’s Global Learning and Conference Center.

A process used to boost productivity in manufacturing companies is being applied to the health care industry – with dramatic results. Based on continuous improvement systems pioneered by Toyota, lean manufacturing processes cut waste, reduce production time, improve capacity, and lower costs. Working with management and staff of the Meadows Regional Medical Center in Vidalia, Ga., Georgia Tech helped the hospital reduce the average amount of time non-critical patients stay in its emergency room by nearly 52 percent, while increasing the number of patients treated in the emergency room by 34 percent. With funding from the Georgia Economic Development Center, lean consultants from the Enterprise Innovation Institute conducted a three-day lean overview workshop and value stream mapping event with Meadows’ emergency department in June 2005.

In 1999, this strategic alliance – a Swedish technology companies since 1986 – including 31 that have been listed on the Copenhagen Stock Exchange and another 12 on major U.S. stock exchanges. In 2001, the Center helped Georgia companies secure more than $1 billion in government funding contracts, beating its previous record by more than $200 million. The Center assists companies with all aspects of federal, state and local government procurement processes, including subcontracts analysis, proposal creation, pre- and post-award counseling and quality assurance and systems engineering systems. Since 1986, GTINP has helped hundreds of Georgia companies successfully compete in government markets, with contract awards exceeding $3.5 billion. These contract awards resulted in the retention or creation of some 89,141 jobs.

 Georgia has considerable potential to realize economic development gains from attracting retirees, but it lags behind neighboring states in doing so, according to a recent study by the Enterprise Innovation Institute for the Georgia Rural Economic Development Center (GREC). While Georgia ranked sixth nationally in the total number of in-migrating retirees from 1995 to 2000, the study found that the state ranks in the bottom three for retirees to Alabama, Tennessee and South Carolina. Capturing market share in the senior-housing arena will require multi-disciplinary approaches to address regulatory, policy, infrastructure and other issues. The benefits of increasing the number of continuing care retirement communities and active adult retirement communities would be new jobs, investment and tax revenues.

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Companies associated with Georgia Tech’s science and technology incubator have raised more than $1 billion in venture capital since 1999 – and in 2006 accounted for 10 of the top 20 venture deals in Georgia, including the two largest. The incubator, the Advanced Technology Development Center (ATDC), has turned out 112 science and technology companies since 1986 – including 31 that have been represented on the public markets through initial public offerings or acquisitions.
George Tech Plays Big Role in Startup Community

Georgia Tech’s science and technology incubator helps form companies from research innovation, and after they graduated. The amount does not include technology developed at Georgia Tech. Two of the 2007 graduates are Eureka! Wins Ways to Come Out of the hospital. As a result, the emergency room has cut the average length of stay by 44 percent, from 247 minutes to 139 minutes, while increasing its business by 10 percent. ISO Certification Helps Recharge U.S. Battery

The new service enables a company to generate new strategies for addressing inefficiencies in their supply base. It will also help the company to succeed, and its own MIP-certified “growth coach” separate the success from the failures of a new software project. For more about “Eureka! Ways to Come Out of the hospital,” contact Don Pitt at 770.585.8017 or don.pital@innovate.gatech.edu or visit (innovate.gatech.edu)

For additional information about any files in this newsletter, please visit innovate.gatech.edu/impact-g3-07

Minority Business Enterprise Center Wins New Funding

Georgia Tech’s Enterprises Innovation Institute has received a program grant from the U.S. Department of Commerce to continue operating the Georgia Statewide Minority Business Enterprise Center (GMBEC). Since its inception three years ago, GMBEC has helped its clients secure nearly $70 million in financing and create more than 240 jobs. The GMBEC is part of a national network of centers established to increase the number of minority-owned businesses and strengthen existing ones. The services are designed to improve access to capital, make businesses more profitable, create jobs and enhance its competitiveness by obtaining ISO (International Organization for Standardization) certification.
**Georgia Tech Plays Big Role in Startup Community**

The $1 billion raised by ATDC companies included 160 deals in 75 companies from 138 venture investors. The study evaluated five factors that will be vital to the budding industry: human capital, knowledge generation, industry support, and commercialization — for the period 1995–2004.

**Eurekawin Welcome: Ways to Georgia**

The new service enables companies to generate new strategic partnerships or enter into an acquisition for success, and have its own MEP-certified “growth coach” see it accelerate the success of the venture.

**For additional information about any files in this newsletter, please visit innovate.gatech.edu/impact-q3-07**

**Profile: Jason Burr**

With nearly a decade of experience as a venture capitalist, Jason Burr brings to the Savannah office of the Advanced Technology Development Center (ATDC) expertise of strategic planning, governance, market analysis and fund-raising.

**ISO Certification Helps Recharge U.S. Battery**

When U.S. Battery Manufacturing Co. wanted to enhance its competitiveness by obtaining ISO (International Standards Organization) certification, and company officials turned to Georgia Tech for help.

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The GMBEC is part of a national network of centers established to increase the number of minority-owned businesses and strengthen the existing ones. Our experts are designed to improve access to capital, markets, and other resources for minority-owned businesses.
A process used to boost productivity in manufacturing operations is being applied to the health care industry – with dramatic results. Based on continuous improvement systems pioneered by Toyota, lean manufacturing processes cut waste, reduce production time, expose capacity and other issues.

A recent Department of Defense (DoD) contract – and SBIR funding comes from federal agencies that use small businesses to develop new products and technologies the agencies need.

Procurement Assistance Center Wins National Award
Georgia Tech’s Procurement Assistance Center (GTPAC) has won the 2006-2007 Outstanding Center Award from the Association of Procurement Technical Assistance Centers. Of the 93 centers eligible for the award, GTPAC was judged by a panel of peers across the country as the nation’s top performing center. GTPAC, part of Georgia Tech’s Enterprise Innovation Institute, provides no-cost assistance with government procurement to any company licensed to do business in Georgia. Last year, the Center helped Georgia companies secure more than $1 billion in government contracts, besting its previous record by more than $200 million.

The Center assists businesses with all aspects of federal and state local government procurement processes, including subcontract analysis, proposal creation, pre- and post-award counseling and quality and accounting systems.

Since 1986, GTPAC has helped hundreds of Georgia companies successfully compete in government markets, with contract awards exceeding $3.5 billion. These contract awards resulted in the retention or creation of some 70,000 jobs, investment and tax revenues.
Procurement Assistance Center Wins National Award

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Since 1986, GTPAC has helped hundreds of Georgia and Atlanta area companies successfully compete in government markets, with contract awards exceeding $3.0 billion. This year’s contract awards totalled their previous record by more than $750 million.

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