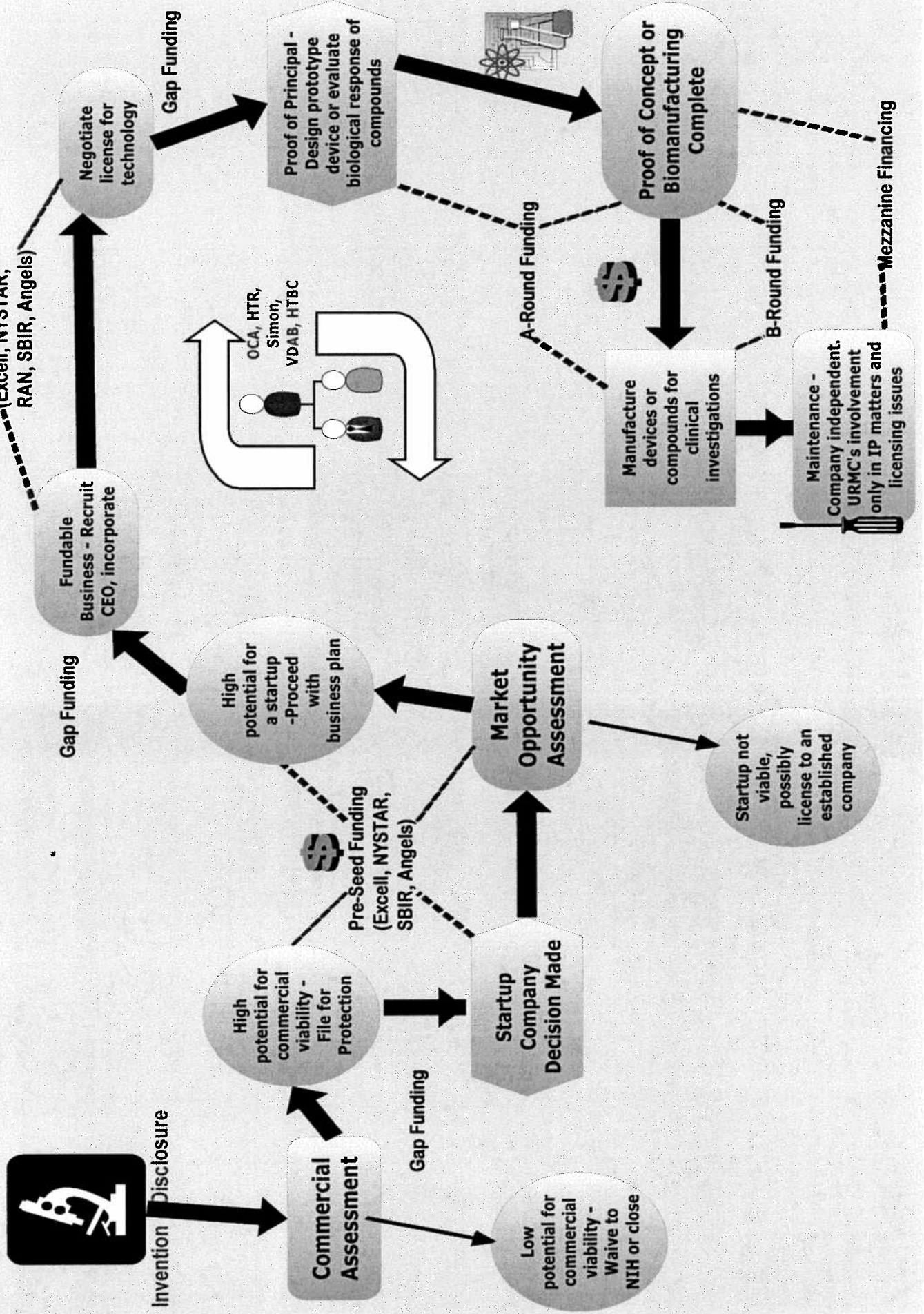


Startup Company Process



Appendix 8 – Supplement

Explanation of acronyms that represent the resources available to startup companies.

There are a number of resources available to startup companies from inception to realization, including consulting firms, advisors and capital investors.

Excell Partners, Inc.: Rochester-based venture capital firm that provides valuation, pre-seed, seed and gap venture money.

Trillium Group: Rochester-based private equity firm managing early stage venture capital and growth equity funds.

RAN: Rochester Angel Network

NYSTAR: New York State Office of Science, Technology and Academic Research

SBIR: Small Business Innovation Research program, Federal grant program

STTR: Small Business Technology Transfer program, Federal grant program

HTR: High Tech Rochester

VDAB: Venture Development Advisory Board

HTBC: High Tech Business Counsel of Rochester