

## 5<sup>th</sup> Annual Flatley Challenge Accepting Applications – Seeking Tech Startups & Emerging Businesses

August 10, 2016 – The John Flatley Company is proud to announce the **5<sup>th</sup> Annual Flatley Challenge**. This dynamic competition is designed to assist startups and emerging businesses in the fields of robotics, medical devices, digital health, clean tech, IT, communications, data storage, connectivity, mobile app design, life sciences and other leading-edge technologies.

Originated by Mr. John Flatley himself, the contest is now entering its 5<sup>th</sup> year. “I saw a need for startups in New Hampshire to be given a chance to succeed,” Flatley said. “One way to do this, from my perspective, was to provide promising companies free incubation space and a small monetary incentive. As part of the Nashua community, I wanted to do what I could as a property owner to help promote and grow employment in New Hampshire.”

Each year we refer to the current challenge as “the best one yet”. Our ability to continue saying that is a true testament to the increasing caliber of candidates who apply each year and we are proud to see the *Flatley Challenge* continuing to gain recognition throughout the high tech community.

The winner(s) of the innovative competition will receive **free rent** for one year for up to 5,000 square feet of office and/or lab space at the [Nashua Technology Park](#) (NTP) and/or [Nashua Office Park](#) (NOP) at [Gateway Hills](#), and up to **\$10,000** in fit-up, connectivity and related costs.

Deadline for applications is **October 28, 2016**. There is no application fee and candidates are encouraged to apply online at <http://www.gateway-hills.com/flatley-challenge/>.

Applications should include the executive summary section of the existing business plan, or a thorough description of the nature of the venture including, but not limited to, the history of the business, its proposed or existing product line, the characteristics of the potential market, the general marketing plan and efforts to date, the organization of your business including your management team, existing and projected financial resources available to the business, the long term business goals and its job growth potential for the next three to five years.

A short list of the highest scoring applicants will be invited for a personal interview before a review panel in early December with the winning applicant(s) to be notified no later than **December 30, 2016**.

[The Flatley Challenge](#) is intended to stimulate the development and growth of early-stage companies by providing them both free incubation space plus the opportunity to interact with world class companies already resident at Gateway Hills such as Dell, Skillsoft, Benchmark Electronics, Amphenol TCS, Parallel Wireless, HiSoftware, Plexxi, Infinio, DataGravity and more.

Last year, SimQuest Systems was the winner of our first ever “Medical Device” category. Tim Kelliher, Director of Engineering at SimQuest said, “The space that the Flatley Challenge has given us has really helped to provide a solid footing for the business. Beyond just being an office, one of the things that really surprised me was the help Flatley staff provided and the resources made available to us while we were settling into our new space.



Add to that the community building activities from movie nights to seminars and blood drives and this has really been more than just an office. It is a place where we want to grow and thrive in the community of companies that are all building together.”

Another 2015 winner, XCube is also excited about their future at NTP. “Winning the Flatley Challenge has been such a wonderful experience for XCube. It has enabled us to focus our efforts on developing our company in ways we never imagined,” said Jennifer Lynch, XCube’s Director of Operations. “The office space has allowed us to have all the features we ever dreamed of as well as the room to grow as we continue to hire new employees. We have taken full advantage of building amenities such as the collaboration room, focus rooms, cafe, outside picnic areas, walking trails and more, as well as the various community events that the John Flatley Company provides year round. The location is perfect, the proximity to the highway and South Nashua location have been fantastic. We find there is a huge number of talented people from the area that are looking to stay in New Hampshire and still find a job with competitive pay and benefits without driving too far south into Massachusetts,” Lynch added. “Being a small company in this technology park has improved our image and professional presentation when trying to impress investors, customers, partners and potential employees. We are so thankful to the Flatley Challenge for providing us with this opportunity.”

Perhaps the biggest Flatley Challenge success story is Plexxi. Laurie Riedel, Vice President of Plexxi said, “Since winning the inaugural Flatley Challenge in 2011, Plexxi has experienced immense growth and success at the Nashua Technology Park. We started out with 10 employees and today we have more than 92. Our original footprint was 8,474 SF. We have expanded five times since then, totaling 27,946 SF. We’re excited for the future and we are proud to be a large anchor and success story for NTP.”

Infinio, a market leader in data storage performance technology and the winner of the 2014 Flatley Challenge “hopes to be here for a long time to come.” Brian Nadeau, Senior Vice President, Product Development of Infinio said, “As one of Flatley Challenge alumni I can say that there's no place we would rather be, the facility continues to exceed our expectations from both business and personal perspectives and it is a real pleasure to work at this location. We see continuous improvements being made to the site and the growth of many supporting businesses, it's nice to be a part of something that is growing so rapidly and the efforts here have also become a major asset to help grow Nashua.”

Previous Flatley Challenge winners include Plexxi Inc., VGo Communications, Pilera Software, SMTP, Infinio, XCube and SimQuest Systems. Five of seven winners remain part of the Gateway Hills community.

Previous runners up include AlignMeeting, Performology and AuthEntry. The **Flatley Innovation Center** at NTP continues to serve as a co-working and incubation center for these growing companies. “After winning free space as part of the 2014 Flatley Challenge, we have stayed on as residents of NTP due to the exceptional amenities of the campus,” said Ric Pratte, CEO and Co-Founder of AlignMeeting. “Being on this campus has also enabled us to make new business connections; as a result, we are proud to have several NTP residents as customers.”

Any questions about the *Flatley Challenge* should be directed to Kathleen McLaughlin, Marketing Manager for the John Flatley Company at (603) 598-7500 or via email at [kathleen.mclaughlin@johnflatleyco.com](mailto:kathleen.mclaughlin@johnflatleyco.com).