

# **Showcasing Tangible Opportunities for Emerging Technology and Business Growth in CNY**

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## **Supporting Organizations**

40 Below • CNY MedTech • CNY TDO • Cornell University • Development Authority of the North Country  
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SATOP • Syracuse Convention & Visitors Bureau • Syracuse MetroNet  
SU Entrepreneurship Club • Upstate Venture Association of New York, Inc.

## AGENDA

### Opening Ceremonies

**Monday, October 17, 2005** *The Martin J. Whitman School of Management, Syracuse University*

- 5:30 pm Introduction: **Kevin Hair**, Syracuse Research Corporation – Lender Auditorium  
Host Welcome: **Melvin T. Stith**, Dean, Whitman School of Management
- 5:45 pm Video Address: **Senator Hillary Clinton**
- 6:00 pm Keynote: Building a Technology/Entrepreneurial Cluster: **Don Upson**, Principal, ICG Government; formerly Virginia's first Secretary of Technology
- 6:15 pm CNY/Upstate Business Transformation: **Marilyn Higgins**, VP Economic Development, National Grid
- 6:30 pm Regional Perspective: **Jim Carrick**, President and CEO, Strategic Computer Solutions
- 6:45 pm Reception

### Conference

**Tuesday, October 18, 2005** *Oncenter Complex, Downtown Syracuse*

- 7:15 am Registration/Continental Breakfast
- 8:00 am Video Address: **Congressman Jim Walsh**
- 8:10 am Keynote: **Ian Taylor**, Member of Parliament, UK, Vice Chairman Parliamentary Information Technology Committee, Council of the Parliamentary Office of Science and Technology
- 8:45 am **fuse2005** Collaborating for Growth: **David Montanaro**, Chairman and CEO, USA Datanet
- 9:00 am Senior Executive Roundtable

#### **Emerging Business Opportunities: Harnessing Technology for Business Success**

**Participants:** **Jim Louderback**, Sr. VP, Ziff Davis  
**Jeff Cohen**, Sr. VP/CIO, Destiny USA  
**Jud Gostin**, CEO, Sensis Corporation  
**Bronwyn Guthrie**, VP, IBM Global Services  
**Louise McDonald**, Sr. VP, Welch Allyn  
**Don Upson**, Principal, ICG Government

- 10:15 am Networking Break
- 10:45 am Concurrent Panels with Audience Q&A

#### **Changing Paradigms: Broadband Communications/Content Creation and Distribution**

**Participants:** **Dave Molta**, Network Computing Magazine and SU (Moderator)  
**Carlos Dominguez**, Sr. VP, Cisco  
**Paul Gandel**, CIO, Syracuse University  
**Mike LaJoie**, EVP/CTO Time Warner Cable  
**John Turner**, EVP and Chief Strategy Officer, USA Datanet  
**Mark Wegleitner**, CTO, Verizon

## **Health Care Information Technology**

*Participants:* **Chuck Fennell**, CIO, St. Joseph's Hospital (Moderator)  
**Patrick Boyle**, VP, IBM  
**Dr. Robert Corona**, VP & Chief Medical Director, Welch Allyn  
**Robert Krenitsky**, CTO, Excellus BC/BS  
**Candy Obourn**, Sr. VP, Eastman Kodak  
**Dr. Clifford Goldsmith**, Industry Manager, Healthcare Providers, Microsoft  
**Mitchell Rozonkiewicz**, VP Information Systems, Community General Hospital

- 12:15 pm • Buffet Lunch  
• VC PitchFest – *See Attachment A*  
• Special Programs (by invitation) – *See Attachment A*

1:30 pm Video Address – Growth Perspectives: **Senator Charles Schumer**

1:45 pm Concurrent Panels with Audience Q&A

## **Security, Vulnerability and Identity Management**

*Participants:* **Robert DelZoppo**, CTO, Syracuse Research Corporation (Moderator)  
**Steve Chapin**, Professor of Computer Science, Syracuse University  
**Jay Mortensen**, CTO, Purplewire  
**Shriram Revankar**, Xerox Fellow, Xerox Corporation  
**Steve Stasiukonis**, Managing Partner, Secure Network, Inc.  
**Chris Winn**, VP, Security Solutions, Microsoft

## **Collaboration: Evolving How We Do Business**

*Participants:* **Fred Easton**, Syracuse University (Moderator)  
**Anthony Joseph**, CEO, Presbyterian Home  
**Ed Lipson**, CEO, SenSyr LLC  
**Lee McKnight**, President & CEO, Wireless Grids Corporation  
**Marek Podgorny**, CEO, CollabWorx  
**Neculai Tutos**, Sr. Technology Officer, Destiny USA  
**David Warner**, CTO, MindTel, Inc.

- 3:15 pm Keynote: What's Next? **Mark Wegleitner**, CTO, Verizon  
3:45 pm ClearChannel Networking Reception  
5:00 pm Interregnum Reception (Syracuse Technology Garden)

## – Attachment A –

### VC PitchFest

#### Entrepreneur “pitches” to investor panel

*Panelists:* **Errol Unikel**, CEO, Unicorn Technologies (Moderator)  
**Tim Gocher**, Managing Director, Interregnum plc  
**Michael J. Schattner**, President, Onondaga Venture Capital Fund  
**Zachary J. Shulman, J.D.**, Cornell University; Partner, Cayuga Venture Fund  
**Dennis DeLeo**, General Partner, Trillium Group  
**Russ Howard**, Managing Director, High Peaks Venture Partners

### Special Programs - by invitation

#### Destiny USA Opportunities

- Emerging companies discussing business relationships with Destiny USA
- Participants: Destiny USA executives and partner company executives

#### NY Public Sector Opportunities

- Discussion of state and local technology opportunities
- Participants: NYSTEC, Syracuse Research Corporation, Lockheed Martin

#### Health Care IT Opportunities

- Health care executives and providers discussing specific applications and initiatives in Central and Upstate New York
- Participants: Crouse Hospital, University Hospital, St. Joseph’s Hospital, Community General Hospital, Excellus BC/BS, CNY MedTech, IBM, Siemens Medical

#### Alternative Broadband Models

- Alternative models for broadband access
- Participants: Syracuse MetroNet, Syracuse University, OneCleveland, Development Authority of the North Country (DANC) OATN, USA Datanet