NASHVILLE TECHNOLOGY COUNCIL

2017 / ANNUAL REPORT

CREATIVE TECHNOLOGY

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NASHVILLE
TECHNOLOGY
COUNCIL

INTRODUCTION

[HISTORY]

From its inception in 1999, the Nashville Technology Council has been a catalyst for the growth and influence of Middle Tennessee's tech industry. Initially, the NTC was housed in the Nashville Area Chamber of Commerce, and provided job market studies and hosted events relevant for tech companies and established IT departments of larger businesses. By 2008, the organization had helped to establish the Nashville Angel Network (later the Nashville Capital Network) and the Nashville Entrepreneur Center, and launched the NTC Awards.

In 2015, the organization received a state grant to fund the IT Pathway Collaborative to address the IT skills gap in the region. That project spurred programs to raise student awareness of tech career opportunities through camps, after school programs, tech industry field trips, and the creation of the "We Build Tech" platform, a network of training and employment tools to help create a tech talent pipeline for Nashville.

Through Comcast's remarkable investment and the support of numerous organizations in our tech community, this year marked the opening of Tech Hill Commons, which houses the NTC offices and serves as a gathering spot for the tech community. Looking ahead, the NTC continues its focus on education with the launch of AppreniTech Tennessee, a technology-focused apprentice program and the first of its kind in Tennessee.

THE NASHVILLE TECHNOLOGY COUNCIL

NASHVILLE TECHNOLOGY COUNCIL

ABOUT THE NTC

The Nashville Technology Council exists to be a catalyst for the growth and influence of Middle Tennessee's technology industry. By connecting, uniting, developing, and promoting our community of creative innovators, we propel the Nashville area forward to become a national leader in technology-based innovation and development.

LEADERSHIP

The NTC operates through its staff and with strategic guidance from its Board of Directors. The Board of Directors is led by the NTC's 2015-2017 Chairwoman of the Board Nicole Tremblett, Vice President IT&S - Strategy & Planning at HCA, and incoming 2017 Chairman Barry Vandevier, President of Operations at Asurion. Brian Moyer serves as the President and CEO of the Council and is responsible for daily operations and management.

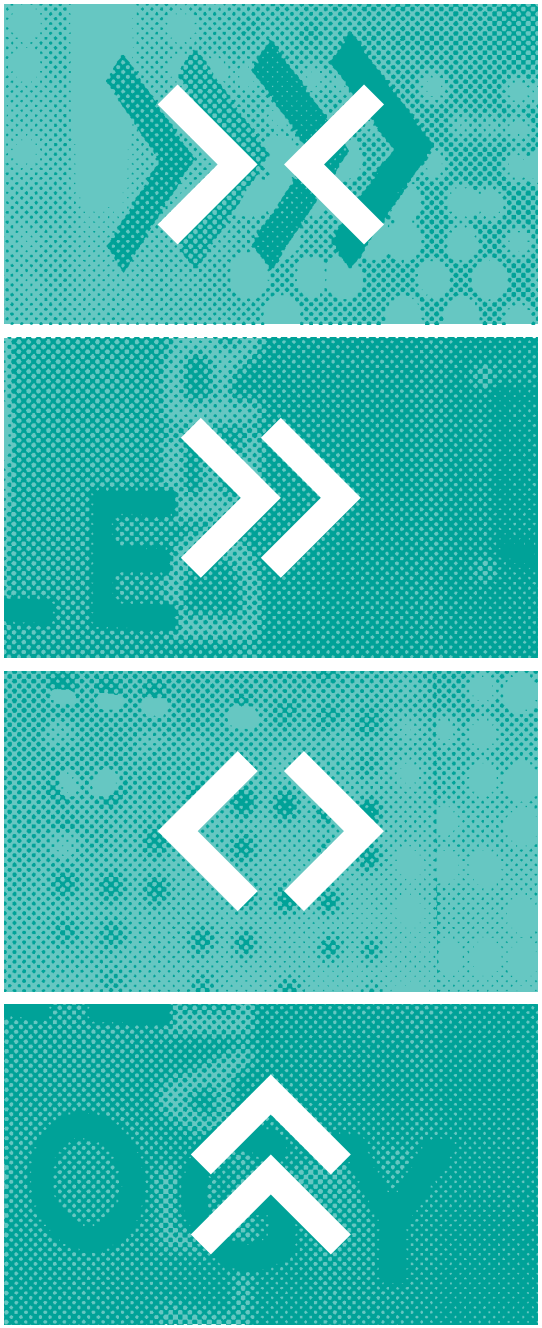
THE NTC IN ACTION

From connecting people and businesses through 100+ networking and educational events, developing professionals and students for current and future careers in the tech industry, uniting voices on technology policy, and promoting and celebrating Middle Tennessee's innovation and tech leaders, the NTC concentrates its efforts on membership growth and development, workforce education, and advocacy for the technology industry.

Whether it's a blockchain startup or a HealthTech juggernaut, we support companies at all stages of growth and development.

The NTC is where our tech community comes together to advance our shared goals and establish Nashville as our nation's Creative Tech Destination.

[WE ALIGN OUR ACTIVITIES UNDER FOUR KEY PILLARS]



CONNECT

We believe connection is essential to growth. By facilitating educational and networking events, celebrations, and opportunities to give back, we cultivate a collaborative community that enjoys sharing, learning, and giving together.

UNITE

We believe Middle Tennessee is able to sustain a political and economic atmosphere that empowers technology to thrive. We advocate for policies that nurture expansion and attract both talent and businesses. We invite you to join us in that effort.

DEVELOP

We believe in our community's ability to produce and retain the nation's best talent. We empower growth by supporting the gifted individuals that comprise our workforce today, and provide inspiration and education for the workforce of tomorrow.

PROMOTE

We believe Middle Tennessee is emerging as a technology leader. We work to create a reputation of technological excellence for our community while raising awareness, encouraging creativity, and driving economic progress.

A LETTER

FROM THE CEO

Middle Tennessee is fertile creative ground. I believe what sets our technology community apart is that it has grown out of this environment. Undoubtedly our musical heritage has had much to do with creating it. Music is among the most collaborative of art forms. It invites improvisation and individual expression in an intricate blend of precision and unity. That context, combined with a strong academic community and our robust healthcare industry, has helped create a place that opens the door to expansive thinking, welcomes new approaches, and facilitates sharing and collaboration. It is what makes Middle Tennessee the hub of creative technology. We are building on this strength with a vision to establish Nashville as the nation's Creative Tech Destination.

> ***"Creative technology is about seeing a void and filling it with a solution that makes our community a better place. I believe Middle Tennessee is the best place in the world for people to make that happen."***

In this report you will read about creative innovators at new companies like blockchain developer Hashed Health and virtual reality startup Black-Box Realities. Both are filling a void in the marketplace with creative technology solutions that expand our horizons. We will see how established companies like Tractor Supply Co. are developing incredible technology that empowers them to engage and serve their customers like never before.

We will learn how the Center for Medical Interoperability is capitalizing on the wealth of provider knowledge concentrated in Nashville's healthcare industry to accelerate the seamless exchange of information to improve healthcare for all.

These are just a few examples of what's underway in Music City. The momentum for Middle Tennessee's tech community has been tremendous in 2017. We ranked second in the country for the growth of highly skilled tech workers, according to CBRE's Scoring Tech Talent report. Forbes has ranked us fourth in the country for growth of technology jobs overall. All this adds up to more than 41,000 tech workers and a $5 billion economic impact in Middle Tennessee.

In support of this growth, the NTC launched several efforts in 2017 to support Nashville's expanding tech ecosystem.

This May, with the help of our co-investor Comcast, we opened Tech Hill Commons, a 9,500 square-foot facility designed specifically to be a place for our tech community to come together, innovate, and grow.

Together with a broad coalition of members, we have advocated for the tech industry at the city, state, and federal level on issues ranging from education and workforce development to immigration and taxation.

We are a founding member and continue to be actively engaged in the "Person First" alliance. This group is comprised of leaders from key community and healthcare organizations gathered to address the opportunities highlighted in the Brookings Institution report dated August 2016, *From Health Care Capital to Innovation Hub: Positioning Nashville as a Leader in Health IT*. Our community has made and is continuing to make great strides toward positioning Nashville as the leading HealthTech center. In particular, we believe Nashville is uniquely positioned to bring our creative technical expertise to solve the key issues surrounding data liquidity, cost, and quality in healthcare.

> ***"Talent is the new currency, the new metric by which success will be measured, and will become the focus of economic development in the years ahead."***

We are actively laying the groundwork for the 2018 debut of ApprenTech Tennessee, a technology-focused apprenticeship program. ApprenTech Tennessee combines paid on-the-job training, classroom education, and placement in a high paying, high-skill occupation.

Few issues are as important to the health and growth of our economy as ensuring the continued development of a trained and talented technology workforce. Talent is the new currency, the new metric by which success will be measured, and will become the focus of economic development in the years ahead. With 1.8 million tech jobs projected to go unfilled in the U.S. alone by 2024, it is critical that we actively seed the continued expansion of our tech workforce and inspire and equip current workers to lead into the next wave of technology evolution. ApprenTech Tennessee will be a tremendous addition to our ever-expanding efforts to assemble a tech workforce that will support our continued growth and economic prosperity.

This report highlights the work of our incredible NTC staff and legions of our dedicated members, all of whom have been extremely generous in their time, talent, and treasure; and the support of our Vision and Mission Partners to advance our technology community and create the kind of place where people can flourish.

I am grateful beyond words.

Creative technology is about seeing a void and filling it with a solution that makes our community a better place. I believe Middle Tennessee is the best place in the world for people to make that happen. 2017 has been a great year and I could not be more excited about what lies ahead.

BRIAN MOYER

President & CEO

TECH HILL COMMONS

TECH HILL COMMONS

[CREATING AN EPICENTER FOR NASHVILLE'S TECH COMMUNITY]

One of our most exciting achievements this year was the opening of Tech Hill Commons, and as we all anticipated, it has quickly become an epicenter of activity for Nashville's tech community. Thanks in large part to Comcast, a co-investor in the project and our first-ever Vision Partner, what we had dreamed of only a few short months ago became a reality this May.

"Comcast is committed to finding meaningful ways to facilitate the growth of the technology communities in the areas we serve. We see this as the start of an exciting partnership with the NTC that will continue to grow," said Andy Macke, VP of Government & Community Affairs at Comcast.

A number of other member companies also invested in the effort to create a place for the NTC to live out our mission.

The space was made possible by the generous support of Comcast and Nashville's technology community. Investors include: MedHost, Asurion, Kraft CPA, c3/consulting, CGI, Pinnacle, Qualifacts, Trinisys, HealthTrust, HCA, Change Healthcare, Parallon, MTSU, Cerner, Lipscomb University, Nissan North America, 3D TechnologyGroup, Vanderbilt University, Tracy Guarino, Cognizant, ENA, Clearwater Compliance, VendEngine, Tractor Supply Co., Nashville HealthCare Council, Teknion, Dell, Cisco, Sony, HiFi Buys, Diversified Technology, Ai Interiors, TechnologyAdvice, ProGraphics, Your Care Everywhere, and Silex Data.

CONNECT

Located in the Nolensville Corridor and near the rapidly developing Wedgewood-Houston neighborhood, Tech Hill Commons includes more than 9,500 square feet of space, with the 150-person Event Center, a coffee station presented by VendEngine, the Comcast Board Room, and the ENA Conference Room powered by Cisco. From product launches to developer meetups and networking events, the Commons is the living room, conference room, and auditorium for the Middle Tennessee tech industry.

DEVELOP

Tech Hill Commons has rapidly become a hub for education and training. Comcast's dedicated multi-gigabit broadband connection ensures the throughput we need for even the most demanding activities. This summer we hosted technology camps for kids and teens in the Dell Learning Center, and we are maintaining a steady stream of programs and events to keep our tech talent pipeline full. It is no accident that our upstairs neighbor is the Nashville Software School, and we are appreciating the synergies that contribute to our workforce development initiatives.

UNITE

Having a place where political, economic, and community leaders can intersect with the tech community is key to our advocacy efforts and critical to building a united environment where creative technology can thrive. Tech Hill Commons gives us a natural forum for this interaction.

PROMOTE

The presence of a facility like Tech Hill Commons makes a clear statement to the world that we are committed to cultivating a dynamic, collaborative, and cooperative tech community in Middle Tennessee that propels our community's growing reputation as the place where creative technology thrives.

AVAILABILITY

Whether you're looking to challenge your team in an offsite retreat in the Comcast Board Room, teleconference with a client in the ENA Conference Room, powered by Cisco, develop the next generation of tech leaders in the Dell Learning Center, or launch your new innovation in the Event Center, our Tech Hill Commons spaces are available to exceed your organization's needs.

COMCAST
NBCUNIVERSAL

TECH HILL
COMMONS

FOR MORE INFORMATION
PLEASE CONTACT:

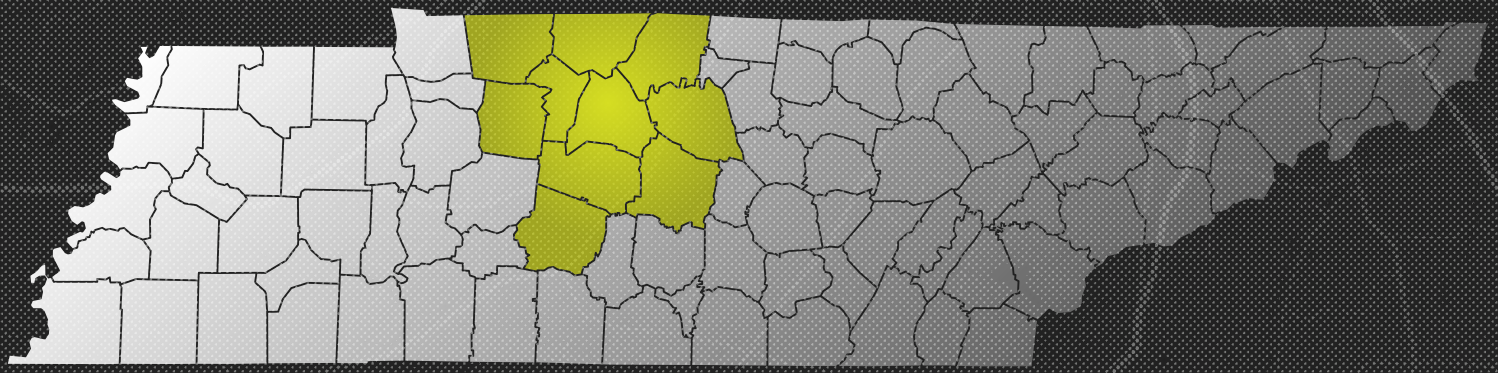
techhillcommons@technologycouncil.com

MIDDLE TENNESSEE'S CREATIVE TECH LANDSCAPE

A creative culture fosters an ideal environment for growth. The Nashville area is a welcoming, cooperative ecosystem that actively nurtures both new and existing tech companies. The community is a magnet for new tech talent from other markets, and is aggressively expanding its own tech talent pipeline.

[NASHVILLE TECH STATS]

- #2 nationwide in growth of highly skilled tech workers — *CBRE 2016*
- #4 in country for growth of technology jobs — *Forbes 8/16*
- 8th hottest city for tech jobs — *Money Magazine 6/17*



[CURRENT TECH TALENT]

Middle Tennessee is currently home to **2,346 tech companies**, up **16%** from last year. We grew our tech workforce by **1,200 workers** to a **total of 41,233**, earning **61% more than the average** non-tech worker in Nashville, for a total economic impact of **$5 Billion**.

20% Technician & Repair

12% Engineers

10% Analysts

10% Managers

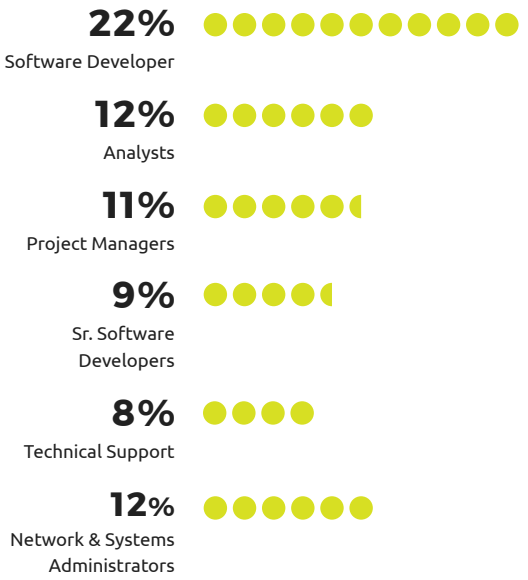
18% Software Developers

24% Network & System Administrators

[TALENT NEEDED]

Even with almost **125,000 college** and university students in Middle Tennessee, only **6,000 graduate and undergraduate students** are enrolled in tech-related majors. **600 students** in community colleges, boot camps and accelerators helped to address the need.

The NTC is focused on increasing those numbers through technology programs with students as young as third grade to get kids interested in tech. In order to sustain and increase our current economic growth, more tech talent is needed.



22% Software Developer

12% Analysts

11% Project Managers

9% Sr. Software Developers

8% Technical Support

12% Network & Systems Administrators

MEMBERSHIP

Growth is a theme in Middle Tennessee, and it is reflected clearly in the tech community. The Nashville Technology Council added more than 90 new members this year. Nearly 400 companies, educational organizations, and nonprofits are actively engaged in advancing Middle Tennessee's technology development agenda. From business intelligence and biotech to software development and transportation, NTC members are consistently pushing the creative limits of technology with a drive and a spirit that always asks: "What can we do to make this world better?"

Companies and organizations invest in an NTC membership to give their employees tangible takeaways such as access to relevant content, best practices, and a stage to advance their mission. Most importantly, our members build a powerful network of industry connections that in turn helps to strengthen the roots of technology in Middle Tennessee.

NETWORKS, PROGRAMMING & TALENT

The NTC has many ways to grow your professional network — in-person and online — through its signature events, programs, meetings, and webinars. Members build relationships through Peer Networks and Leadership Exchanges, get support for talent acquisition and development through member access to industry-specific data on workforce market research, and receive talent acquisition resources and educational programming through the NTC Foundation's education collaborative and the We Build Tech platform.

VISIBILITY

The NTC communications, speaking engagements, exhibits, and event sponsorship give our members an opportunity to build their brand and maximize their exposure to the right audience. The NTC hosts a calendar of technology and industry related events and our annual NTC Awards celebrates technology companies and leaders.

PUBLIC AFFAIRS

The NTC is a voice of the technology industry for Middle Tennessee. With an engaged member-driven Advocacy Committee and partnership through Technology Councils of North America, members work together to advocate on technology issues.

INFORMATION

We highlight technology, businesses, leadership, economic trends, and public policy issues through programming and communications. Members access analytics on IT spend, tech trends, and other industry data.

VOLUNTEERISM

There are many ways for NTC members to volunteer through our workforce development programming. Volunteers share industry knowledge and engage with students during our We Build Tech Camps and Traveling Tech Days. Tech professionals also collaborate with teachers to implement technology learning in the classroom during Computer Science Week.

OTHER MEMBERSHIP BENEFITS

- Committee participation
- Field-specific peer groups
- Sponsorship opportunities
- New relationships
- Use of our communications team
- Member event pricing
- Meaningful volunteer options
- Access to the NTC member base
- Advocacy and workforce development
- Brand exposure

MEMBER SPOTLIGHT

Shining a light on all the remarkable work happening in our local tech community is a challenging task. There are so many stories being written across Middle Tennessee that have descriptions like inspiring, courageous, smart, surprising, successful, pioneering and of course, creative. Here are a few that will afford a great preview.

/01

/02

/03

/04

SPOTLIGHT /01

HASHED HEALTH

Growing up, John Bass thought he wanted to be a doctor. Instead, he took a detour that has landed him squarely in the middle of a dramatic digital transformation. His company, Hashed Health, is focused on accelerating the realization of meaningful blockchain and distributed ledger technologies in healthcare.

With blockchain, asset/data transfer is fully synchronized and requires no intermediary or third party authority. The result is more efficient, improved delivery of information which empowers providers and consumers to improve care, while removing costs of middlemen, inefficient processors, and third parties who no longer add value to the delivery of care.

> ***"Hashed Health leads a consortium of healthcare companies focused on accelerating meaningful innovation using blockchain and distributed ledger technologies."***

Hashed Health leads a consortium of healthcare companies to provide product management and development, regulatory guidance, and technology support services.

Bass's goal is to make Nashville the center of blockchain development in the United States. "We are working within the Nashville tech community to hold regular product meetups, build relationships with companies like Change Healthcare to implement blockchain with their customers, and support BTC Media in their efforts to educate audiences about the power of blockchain."

Hashed Health is Bass's third startup. Not long ago, the Nashville native and then recent college graduate found himself working as a manager in the Trauma Division at Vanderbilt University Medical Center, where the department chair drafted Bass to build the division's website and other tech infrastructure components. That led to EmpactHealth, a company dedicated to finding new ways to get providers and medical suppliers collaborating. "We were leveraging the Internet to have people work together in new ways. Sharing a common data exchange was a really revolutionary thing at the time."

After Empact, Bass built InVivoLink, a collaborative care and performance management platform for episodes of care, especially orthopedics. "InVivoLink was an evolution from the medical/surgical supply chain work I'd been doing at Empact, and where I first began looking at building a common shared operating system."

When InVivoLink was sold to HCA, Bass began looking for his next opportunity. He sees Hashed Health as a natural extension of what he has always done: drive collaboration and interoperability in healthcare, but in a truly transformational way. "We need to stop tinkering around the edges of healthcare and really start to move the needle in terms of cost. Blockchain does that. It's a new operating system that moves the trust component to the software and reduces our reliance on all the complex value chains we've created."

There's no better place for building out this transformational technology than Nashville, according to Bass. "Healthcare, education, and music are three areas of massive change and opportunity for blockchain. It takes institutional knowledge to be a catalyst for that change, and Nashville has it."

“We help companies bring the real world into a VR environment so you don’t have to bring the real world with you.”

SPOTLIGHT /02

BLACKBOX REALITIES

LEE KEBLER — FOUNDER & PRESIDENT

It takes guts to exhibit at a commercial kitchen trade show without a kitchen. But that is what commercial kitchen manufacturer Franke did, with virtual reality (VR) help from BlackBox Realities.

They designed a room scale VR environment to showcase Franke's new kitchen layouts and designs. Using CAD drafts from Franke's actual manufacturing models, BlackBox created as close to a real world application of the product as possible.

"We help companies bring the real world into a VR environment so you don't have to bring the real world with you," says BlackBox founder Lee Kebler. "It was certainly a pioneering idea for the kitchen industry, but it has clear implications for the trade show world as a whole."

> ***"There are other ways to be creative beyond your voice or an instrument. I came to Nashville with a guitar. I founded a VR company and I couldn't be happier."***

Kebler is not a stranger to pioneering efforts. As an aspiring musician with a side hustle in broadcast technologies, Kebler hacked the Xbox Connect Video game controller. In the dark attic of Nashville's Twelfth and Porter restaurant, he created an early gesture recognition technology for DJ applications. It caught the attention of musician Will.i.am of the Black Eyed Peas, who hired Kebler as the chief technology officer for the artist's music technology endeavors.

Today, Kebler and his team have transposed their VR expertise to create industry-leading VR, as well as augmented and interactive experiences for industrial design, manufacturing, and other business-to-business enterprises. They work closely with partner company PK Pictures to create live events for meetings and conventions.

As Kebler began to build his self-described creative tech solutions company, colleagues urged him to decamp from Nashville and strike out for San Francisco. But Kebler finds Nashville has everything he needs to succeed.

"Nashville is a creative city. New ideas don't get shot down that easily. They'll hear you out," says Kebler. "There's a lot of emotional support that comes from the Nashville tech scene. It's an incredibly collaborative culture."

He is also unequivocal when it comes to the area's tech talent pool. "Cash-strapped musicians make great developers," says Kebler. "They understand there are other ways to be creative beyond your voice or an instrument. I'm one of them. I came to Nashville with a guitar. I founded a VR company and I couldn't be happier."

SPOTLIGHT /03

TRACTOR SUPPLY CO.

TRACTOR SUPPLY CO.

Glenn Allison is in constant motion. As head of Tractor Supply's enterprise architecture and IT solution delivery, he steers a technology enterprise that includes over 1,600 retail stores throughout the US, with plans to add 100 new stores this year alone. A Chicago native, Allison moved here two years ago to join one of Nashville's largest publicly traded companies and was named a 2016 Nashville Business Journal 40 under 40 awardee. He has run multiple marathons and, despite his workload, is actively involved in a range of leadership roles to support Nashville's technology community.

The technology infrastructure Allison steers for Tractor Supply is just as nimble. At a time when most large retailers are struggling to survive, the 79-year-old rural lifestyle retailer is investing in new capabilities to drive business growth. "Customers have a choice, so we need to create a unique experience for them. Our IT infrastructure is a big part of delivering on the level of customization our customers have come to expect," says Allison.

To make sure they have the digital capabilities to support customers now and in the future, Tractor Supply diligently invests in new technology. Driving Innovation with Technology is an innovative data center strategy the Company launched to improve systems reliability and performance, as well as improve the Company's agility with delivery. The strategy incorporates the use of webscale technology similar to technology Facebook and Google use to deliver services.

The Company is recognized for its customer-centric approach to supply chain management and was an early adopter of services such as in-store pickup of items ordered online. "Whether our customers are shopping online, on the phone, or in-store, we want them to have a fully integrated, seamless experience, and that means giving them plenty of options on how we fulfill their orders," says Allison.

Other technology-driven innovations to enhance the store experience include in-store kiosks, called The Stockyard. If a desired item is not in stock, The Stockyard navigates the customer to a solution that is same-day or within a few days. Team members on the sales floor are also equipped with mobile technology to help customers check out, navigate the store, and find product information.

Allison's take on the future of Nashville's technology industry is upbeat. "We are attracting top talent to the area, and people are choosing Nashville over Seattle or other tech hubs. It's a close-knit community that lends itself to collaboration," says Allison.

"Tractor Supply has collaborative relationships with its suppliers to look for ways to drive innovation. The Company also helps Nashville build out its tech talent pipeline with partnerships they have forged with Middle Tennessee State University and other area higher edu-

"**WHETHER OUR CUSTOMERS ARE SHOPPING ONLINE, ON THE PHONE, OR IN-STORE, WE WANT THEM TO HAVE A FULLY INTEGRATED, SEAMLESS EXPERIENCE**"

cational institutions, as well as Williamson County public schools and Women in Technology Tennessee. Tractor Supply is also a big supporter of NTC's Technology Camps."

"We're a growth business, and so is Nashville."

CENTER FOR MEDICAL INTEROPERABILITY

Consider this: most of the time, a doctor seeing a person for the first time knows less about them than Google and Amazon can figure out from analyzing their purchasing and email history. It is an inconvenient reality for most of us, but that inconvenience can quickly morph into a life-threatening lack of knowledge when a person has a medical emergency anywhere outside the oversight of their primary care physician.

Unlike many other industries, the devices and systems that make up our current healthcare data infrastructure struggle to achieve secure and fluid exchange of information. It's inefficient, costly and worst of all, it harms patients. The Center for Medical Interoperability (CMI), which opened in Nashville earlier this year, is working hard to change that.

CMI is a nonprofit cooperative research and development facility that is serious about making comprehensive, plug-and-play interoperability a reality. The Center provides a centralized, vendor-neutral context to perform the work healthcare needs to get medical devices, IT systems and interfaces to accelerate the seamless exchange of information to improve healthcare for all.

PATIENT-CENTERED, PERSONALIZED MEDICINE

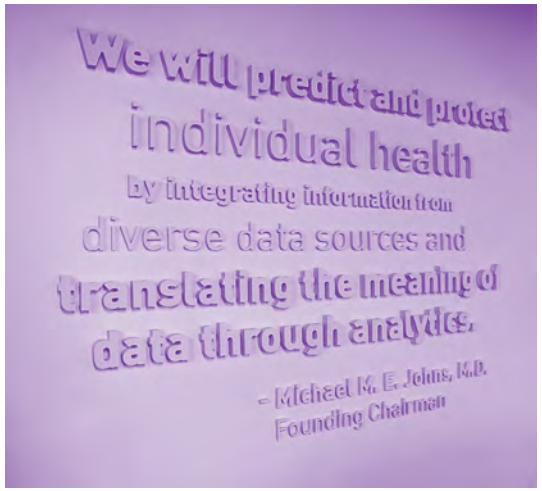
Interoperability becomes more important as the healthcare system focuses on delivering a continuum of care that is high-quality, connected, efficient, and patient-centered.

"We can't innovate with targeted therapies without knowing the individual," says Dr. Kelly Aldrich, chief clinical transformation officer at CMI. Under current conditions, there's no certainty that the clinician has access to the patient's medical, social, or genetic history, which makes the initial visit less productive than it could be.

CMI's blueprint for how the pieces connect allows clinicians to specify data and resources they need to best care for patients while empowering health systems to demand interoperability from the vendor community. With a consistent blueprint, healthcare will be able focus innovation on delivering timely, accurate, and actionable clinical and cost information to patients and providers. Such "data liquidity" and flexibility would mean not only better care decisions but more efficient healthcare operations and lower associated costs.

CENTER *for* MEDICAL INTEROPERABILITY

> **"WE WANTED TO BE IN THE CENTER OF OPERATIONAL EXCELLENCE FOR HEALTHCARE, AND NASHVILLE IS CERTAINLY THAT."**



CENTRALIZED TESTING LAB IN NASHVILLE

With the goal of achieving a healthcare environment where the person is a "known" entity, the Center has created an engineering lab where all members of the healthcare ecosystem can work together to develop universal architectures, interfaces and specifications that liberate all health IT data across time and space. The lab certifies devices and software that meet the Center's technical specifications, and it also offers clinicians the ability to explore the impact of technologies to ensure solutions are safe, useful and satisfying for patients and their care teams. With so many Music City-based healthcare systems and partner organizations interested in the endless applications of interoperability and data liquidity, pilot projects and demonstrations are easier to launch than anywhere else.

When CMI began exploring where to set up shop, President and CEO Ed Cantwell said, "It came down to the culture. We wanted to be in the center of operational excellence for healthcare, and Nashville is certainly that. The culture of collaboration, the leadership in healthcare innovation, and the commitment to our mission make Nashville an ideal home for the Center. We wanted to be in a place where we can transform not just the price of healthcare but the number of lives improved."

LOOKING AHEAD

CMI will focus on cybersecurity, connecting all devices and IT systems, and creation of the next generation medical interoperability platform architecture. "We want to be recognized as an organization that is not just talking about the problem but as one that is doing the real work of collaborating, testing, and building," says Cantwell. "We are guided by our vision of accelerating the seamless exchange of information to improve healthcare for all and will remain vigilant in keeping the individual at the forefront of care."

ENGAGEMENT OPPORTUNITIES

Nashville and Middle Tennessee is celebrated for its welcoming, collaborative business community. At the NTC, we are committed to building on that reputation with our own high degree of connectivity. There are many options for those interested in sourcing high-quality, relevant content around a specific topic area or audience, which create opportunities for industry networking and peer-to-peer learning.

PEER GROUPS

Peer groups provide a way to engage with other members based on interests or career path. These groups hold regular meetings and host events on their subject matter.

BUSINESS INTELLIGENCE & ANALYTICS

[MISSION]

To connect Middle Tennessee industry professionals to better serve the local business analytics community.

[ACCOMPLISHMENTS]

Hosted three breakout events throughout the year, as well as the 2016 Nashville Analytics Summit, reaching a total of 466 event participants.

MARKETING & TECHNOLOGY STRATEGY

[MISSION]

To connect marketing and technology teams at all levels to better align these traditionally disparate groups and create better products and customer experiences.

[ACCOMPLISHMENTS]

Hosted three events on topics ranging from innovative marketing strategies, product development for investment, and leveraging diversity in marketing. Reached 108 total event participants.

SALES & BUSINESS DEVELOPMENT

[MISSION]

To provide access, training, and development to the Nashville tech sales and business development community.

[ACCOMPLISHMENTS]

Hosted two successful events, reaching 88 participants, on topics such as implementing customer success frameworks and how to sell to CIOs.

LEADERSHIP EXCHANGES

Leadership Exchanges are exclusive, invitation-only programs offering opportunities for elite peer-to-peer learning and access to relevant, targeted content and presentations.

EMERGING LEADERS IN IT (ELITE)

[MISSION]

To offer a forum to develop emerging tech leaders and equip them with the knowledge and connections to be successful. The six-month selective program brings together both experienced and aspiring IT leaders to collectively share knowledge and work together to strengthen Nashville's leadership pool across the tech industry.

[ACCOMPLISHMENTS]

Successfully built and launched the first ELITE program cohort, consisting of 22 Emerging Leader participants and 25 Executive Mentors. The inaugural program received more than 65 applications for admission.

CIO LEADERSHIP EXCHANGE

[MISSION]

To provide a forum for Chief Information Officers and adjacent executives to discuss common challenges, share innovative solutions, and access premier speakers in a sales-free environment.

[ACCOMPLISHMENTS]

Hosted four events featuring speakers like Liam Maxwell, National Technology Adviser for the United Kingdom, and Jeremy King, CTO of Walmart.

STANDING COMMITTEES

Our mission is implemented through our standing committees. Their work aligns with one or more of our four key pillars: Connect, Unite, Develop, and Promote.

Committees are composed of NTC Board Members and interested members who have specific expertise to help the NTC propel the technology community forward. Each committee Chair also serves as members of the Board's Executive Committee.

DIVERSITY COMMITTEE

[MISSION]

To ensure inclusion of the underrepresented in the plans and activities of the NTC. This includes:

- **Develop** programming and policies to help achieve the diversity goals of the NTC and its member companies
- **Heighten** awareness of the state of diversity and inclusion needs across the Nashville area
- **Support** initiatives that will create a more diverse workforce in the community and within member companies

[MEMBERS]

KERRY SCHRADER
Chair
GLENN ALLISON
RACHELLE BING
VICTOR BROWN
MORRIS GOGGINS
DR. PAUL MCNEIL
TOMIKO PEIRANO
RITA REDIKER
JIMMIE B. STRONG
RAYNARD WILLIAMS
SANDI HOFF
NTC staff liaison

DEVELOPMENT COMMITTEE

[MISSION]

To ensure and grow the financial resources of the NTC to execute its mission.

The primary measure of success for the Development Committee is to make the NTC fiscally sound and provide additional resources to enable growth in its initiatives and community impact.

[MEMBERS]

TIM ESTES
2016-2017 Chair
SILAS DEANE
2017-2018 Chair
DAVID HANNA
DAVID SMITH
JOHN KEPLEY
STEVE YAZELL
CORY EDWARDS
CHRIS BAYHAM
BILL ANDERSON
EMILY ZNAMIEROWSKI
NTC staff liaison

HEALTHTECH COMMITTEE

[MISSION]

To work with the NTC Foundation, the technology community, the business community, professional organizations representing the technology community, and relevant governmental units to grow the HealthTech industry in Middle Tennessee.

[MEMBERS]

PETER ROUSOS
Chair
BILL ANDERSON
ED CANTWELL
TOMMY LEWIS
COURTNEY ROSS
BRIAN MOYER
NTC staff liason

MEMBERSHIP COMMITTEE

[MISSION]

To advance membership growth, retention, and benefits by promoting NTC membership through marketing efforts and best practices to increase participation in NTC through networking, volunteerism, and recognition.

The primary measure of success for the Membership Committee is growing the membership base in conjunction with retaining current members.

[MEMBERS]

DAVE SMITH
Chair
CHRIS BAYHAM
GAINES KERGOSIEN
JOHN BYBEE
CHAD TAYLOR
DAVID CHALK
KENDRICK WATTS
NTC staff liaison

PROGRAMMING COMMITTEE

[MISSION]

To strategically guide the development and execution of the NTC's comprehensive programming and events calendar. The Programming Committee seeks to ensure the NTC's programs are relevant, of the highest quality, effective in their purpose, and strategically positioned to advance the organization's mission and goals.

The primary measure of success for the Programming Committee is the level of engagement of the NTC membership and effectiveness of the NTC programming to meet participation performance benchmarks and financial objectives.

[MEMBERS]

CHRIS MARTINEZ
2017-2018 Chair
AMY HENDERSON
BRIAN ANDERSON
CHRIS PECK
DAVID PORTWOOD
EMILY MARTINEZ
GLENN ALLISON
JOE MARTINEZ
JOHN WARK
JONATHAN ETHERIDGE
LYDIA NOBLES
MARK DUCKWORTH
SANDRO ABBATE
SUSAN LEWIS
CHARLIE APIGIAN
KAYLEN CONLEY
SANDI HOFF
NTC staff liaison

COMMUNICATIONS COMMITTEE

[MISSION]

To advance the NTC mission through helping the NTC staff:

- **Ensure** the clear and well-targeted communication of NTC initiatives
- **Develop** and maintain a consistent and powerful point of view, voice, and visual identity
- **Explore** and initiate ways to communicate and magnify the activity of the Nashville technology community to greater Nashville and the rest of the world

The primary measure of success for the Communications Committee is unity, clarity, and efficacy in the NTC's external communications.

[MEMBERS]

JOHN FARKAS
2017-2018 Chair
BETTIE COLOMBO
MARK DAVIDSON
CHRIS PECK
NIK VIERKANT
ERIN WHITAKER
NTC staff liaison

ADVOCACY COMMITTEE

[MISSION]

To educate and engage NTC members in civic advocacy on issues relevant and impactful to the Middle Tennessee tech business community. This includes:

- **Build** relationships among the NTC, elected officials and policy makers, and NTC members
- **Promote** the values and mission of the NTC to a broader audience
- **Engage** lawmakers in advocacy initiatives that support the goals of the NTC, its members, and the broader technology community

[MEMBERS]

TRACY GUARINO
2016-2017 Chair
JEFF HAITHCOAT
2016-2017 Co-Chair
& 2017-2018 Chair
BARRY VANDEVIER
PAUL FASSBENDER
JOSH SEGALL
BAYLOR SWINDELL
AVERY FISHER
CALEB GRAVES
CHARLES APIGIAN
DRAKE JARMAN
GLENN ALLISON
ALEX CURTIS
NTC staff liaison

COMMUNITY EVENTS

The NTC's Community Events are opportunities to bring varied segments of the Nashville tech community together to network, build relationships, and share ideas. The mission is to get to know each other, have fun, and learn a thing or two in the process.

We hosted 87 events throughout the year, with 5,379 total event registrations.

The NTC additionally served as a strategic and promotional partner on another 10 Nashville area events, bringing our total event reach to more than 8,000 attendees.

TECH TALKS

The NTC Tech Talk series offers monthly 'lunch and learn' style events where members of the Nashville tech community come together to hear from those people and companies who are driving change and leading innovation in their fields.

Throughout the year the NTC hosted 12 tech talks on topics ranging from AI chatbots to cybersecurity to Agile, and reached 471 total event attendees.

NASHCOCKTAIL

In April 2017 the Nashville Technology Council took ownership of NashCocktail, Nashville's premier monthly networking event for the tech community. On the second Tuesday of every month, more than 100 people from a wide range of companies, industries, and backgrounds gather to connect, socialize, and build relationships.

More than 500 people attended the first three NashCocktail events hosted by the NTC, which gave us a chance to introduce a new and expanded audience to the tech council's work and the Tech Hill Commons venue.

THE NTC HOLIDAY & SUMMER PARTIES

Our two annual community events connect our members and collectively celebrate the growth and influence of Nashville's technology community. A crowd of 325 came together in December at Tennessee Brew Works for a sold-out night of networking and fun, while another 174 people gathered at Smith & Lentz Brewing in June to celebrate the close of the NTC's fiscal year.

BUILDING THE CREATIVE ECOSYSTEM

[WORKFORCE DEVELOPMENT & TECHNOLOGY EDUCATION]

Even with almost 125,000 college and university students in Middle Tennessee, only 6,000 undergraduate and graduate students are enrolled in tech-related majors in our local colleges and universities. That is why we are focused on increasing those numbers each year through directed outreach and technology programs with students as young as third grade. The work needs to start early to get kids interested in tech and future tech careers if they are going to be interested in filling those college program seats. It is critical for the NTC and our partners to provide students with the context for the technology careers available in Middle Tennessee.

SUMMER TECH CAMPS

We Build Tech Camps allow students to learn the basics of coding and robotics in one-week summer programs. The inspiring curriculum immerses students in an engaging, real-world environment in which they are challenged to create with code. By giving students the resources needed for success, we lay the groundwork that empowers them to become workforce leaders.

[IMPACT]

During the summers of 2016 & 2017, the NTC hosted 30 technology camps, enrolling a total of 500 students in grades 3-12. To date, the camps have reached over 750 students.

TRAVELING TECH DAYS

Traveling Tech Days brings groups of students and teachers to local businesses and college campuses to learn more about careers and education in the field of technology.

[IMPACT]

Thirty-seven different companies and colleges participated in 16 Traveling Tech Days throughout the year, bringing more than 200 students and teachers to tech workplaces and campuses in Middle Tennessee. To date, nearly 800 students have experienced an NTC Traveling Tech Day.

HOUR OF CODE

As part of the global Hour of Code movement, the Nashville Technology Council partnered schools with local technology professionals during Computer Science Week. Hour of Code events demystify computer coding and show that anybody can learn the basics. Hour of Code also helps to broaden interest and participation in the field of computer science.

[IMPACT]

December 5-11, 2016, over 2200 students across Davidson and Williamson counties participated in Hour of Code events, creating new interest in technology and coding. Students and teachers also learned about the variety and availability of technology careers in Middle Tennessee. A special thank you to the almost 80 industry professionals who volunteered their time to make Hour of Code possible for the NTC.

TECHNOLOGY LENDING LIBRARY

The NTC's Technology Lending Library is an opportunity for schools to borrow a class set of robots and devices for use their classrooms. Launched as a component of Hour of Code 2016, teachers, media specialists, and industry partners came together to use Sphero, Dash, and Dot robots to teach kids how to code.

[IMPACT]

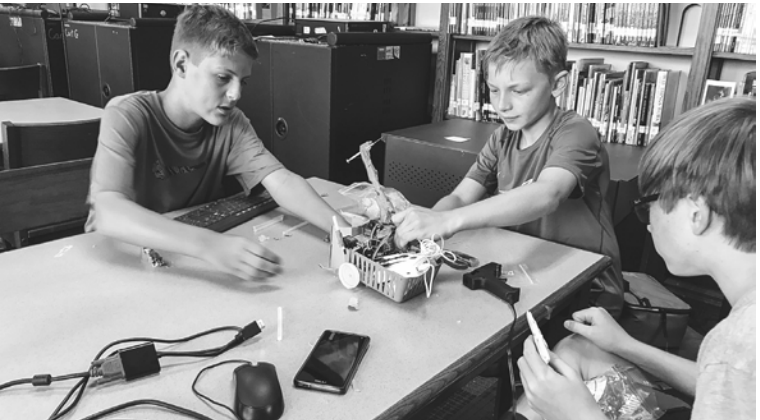
Since December 2016, over 1200 elementary and middle school students have learned to program using our robots.

SUMMER YOUTH TECHNOLOGY CAMP

The NTC partners with the Metro Action Commission to provide the Summer Youth Technology Camp. The camp targets youth ages 15–17 who are older siblings of Head Start children. Nashville Technology Council provided instructors and curriculum for the eight-week camp, which was held at Rocketown near downtown Nashville. The students began the summer learning how computers and the internet work, then moved into basic web development, cybersecurity, networking, cabling, drones, robotics, and Raspberry Pi.

[IMPACT]

The eight-week camp was attended by 18 high school students who traveled to 16 workplaces for on-site field trips that exposed them to technology workplace environments and cultures, as well as technology professionals.



ENGAGE IT INTERNSHIPS

The Engage IT summer program provides an educator/employer-driven collaborative approach to address the challenge of the job candidate "skills gap." The program mentors students pursuing IT certifications and promotes an awareness of the IT careers available if they are successful.

In partnership with Mayor Megan Barry's Opportunity Now program, this earn-and-learn program provides students with a broad base of technology skills and experience, including software, hardware, and routing aspects. Soft skills training throughout the camp includes the four Cs of 21st century leadership: communication, critical thinking, creativity, and collaboration.

The NTC leverages industry partners to provide guest speakers throughout the camp and draws upon our board and other members to provide on-site field trips to expose campers to technology workplace environments and cultures, as well as technology professionals.

[IMPACT]

Eighteen students visited 12 tech workplaces over 6 weeks.

WORKFORCE DEVELOPMENT

ApprenTech Tennessee Launches in 2018!

Tech is expanding more rapidly than any other industry. One in 20 job openings is technology-related, and that does not take into account the digital skills needed for almost every job. The NTC is creating ApprenTech Tennessee, the first technology-focused apprenticeship program In Tennessee and will debut a pilot project in Nashville in 2018. The proposed model builds upon Governor Bill Haslam's "Drive to 55" initiative with tuition-free industry certification training and subsequent mentoring support for new employees throughout their first year of employment.

Unlike internships or traditional job-training options, ApprenTech Tennessee combines paid on-the-job training and education with placement in highly skilled, salary-competitive occupations. The program works with the tech industry to identify mid-tier jobs ready to be filled by highly-competent people - regardless of educational background. ApprenTech Tennessee will actively recruit women, minorities, and veterans to aid in diversifying the tech industry, but everyone is eligible and encouraged to apply.

THE NASHVILLE TECHNOLOGY COUNCIL FOUNDATION

The Nashville Technology Council Foundation (NTCF) is our 501(c)(3) that invests to build the pathways for future technology professionals by developing problem solvers and creative thinkers. The NTCF raises funds to support the NTC's talent development initiatives to enhance the technology programs available to students in Middle Tennessee.

HISTORY

In 2008, the NTC created the Turning the Tide of Technology (T3) initiative to help the local tech industry find qualified job applicants by connecting with area universities to guide curricula to meet local business needs. In 2014, the NTC's talent development initiatives received the IT Pathways Collaborative grant by the State of Tennessee. In 2015, the NTC was named the lead organization for President Obama's TechHire program, and received grant awards from JP Morgan Chase Foundation and the Metropolitan Government of Nashville & Davidson County to raise student awareness of tech career opportunities.

LEADERSHIP

The NTC Foundation is led by Sandi Hoff, Executive Director. The NTC Foundation is guided by its Board of Directors and Brian Moyer, President and CEO of the NTC, serves as its Chair.

NTCF IN ACTION

Through the NTCF Mission and Vision partners, we are able to fund programs that address the shortage of skilled technology workers by building connections between students, technology professionals, and educators.

- Students can visit tech industry professionals for the day.
- Underserved student populations can attend camps to build sought-after technology skills and increase their future employability.
- Teachers can borrow a class set of robots to teach coding in their classrooms.
- Tech professionals can spend an "Hour of Code" with a classroom of eager learners.

SANDI HOFF
Executive Director
NTC Foundation

BRIAN MOYER — Chair
President/CEO
Nashville Technology Council

CHARLIE APIGIAN, PH.D.
Professor and Chair, Computer Information Systems, Jones College of Business
Middle Tennessee State University

MARK DAVISON
VP/CIO
Delek US

KENT FOURMAN
CIO
The General

AMY HENDERSON
VP, Customer Success
LeanKit

VANESSA HICKMAN
VP & Chief Information Officer
Metropolitan Nashville Airport Authority

SUSAN LEWIS
Senior Manager
Deloitte

KATHERINE MCELROY
Executive VP & Partner
c3/consulting

WILLIAM ORANGE
Director of Information Technology and Solutions
Nissan North America

DENNIS VAUGHAN
Account Executive
HPE

TIM WALSH
CIO
Bridgestone Americas

TIFFANY WOOSLEY
CEO
Homeland

PUBLIC POLICY & ADVOCACY

The NTC works to unite the Middle Tennessee business community in an effort to create and sustain a political and economic atmosphere that empowers technological innovation to thrive in our region. We advocate for policies that nurture tech industry expansion and attract strong talent.

ADVOCACY PRIORITIES

Our advocacy efforts flow through the NTC's Advocacy Committee, guided by these principles:

- Promote the growth of technology-related jobs in Middle Tennessee
- Spur innovation and creativity in a competitive environment that has access to services and capital
- Ensure a marketplace of equal opportunities for an educated workforce
- Educate our membership about the importance of balanced technology policy and strong relationships with policy makers

2016-2017 ADVOCACY ACCOMPLISHMENTS

Under the leadership of the Advocacy Committee, NTC members were surveyed to prioritize the issues core to our mission. Those priorities include:

- Expand the region's workforce through education and hiring quality external applicants
- Improve access to the ingredients of business growth: capital and infrastructure
- Decrease the burden of sales tax and software sales tax
- Ensure a diverse workplace

The Committee actively tracked pertinent legislation during the 2017 session of the General Assembly and sent out tech policy updates to inform NTC members on state and federal policy and upcoming policy discussions and barriers in our region with a panel of experts and policymakers with the intent to educate, identify stakeholders, and build relationships.

The Advocacy Committee developed the AdvoTECH event series to discuss the economic opportunities and barriers in our region with a panel of experts and policymakers with the intent to educate, identify stakeholders, and build relationships. This year's AdvoTECH agenda brought together more than 250 NTC members and policy makers and conversations about the broadband competition, software as a service sales tax, and workforce development.

MARKETING & COMMUNICATIONS

[2016-2017 HEADLINES]

The NTC is catching the attention of local and national news media. We contributed to or were mentioned in 132 separate news stories throughout the year highlighting Nashville, Middle Tennessee, and the state's tech industry. This included the launch of Nashville Post's first "Techie" annual magazine, which highlighted leaders in the Middle Tennessee tech industry.

OTHER NEWS THAT FOCUSED ON OR MENTIONED THE NTC INCLUDED:

- Announcement of New President & CEO
- Announcements, ground breaking, launch of Tech Hill Commons
- NTC Award Winners
- NTC CEO Brian Moyer in Washington D.C. for the Consumer Technology Association's New American Job Summit
- Report on building bonds between the tech industry and education, highlighted by WPC Healthcare and Middle Tennessee State University's relationship.

SIGNATURE EVENTS

From hands-on-training for teachers and building relationships with senators to implementing the latest data tools and celebrating Middle Tennessee's tech leaders, our Signature Events are designed to connect unite, develop, and promote Middle Tennessee's tech industry.

WE BUILD TECH SUMMIT

[JULY 21, 2016] **/01**

The first ever We Build Tech Summit focused on connecting and engaging Middle Tennessee's tech professionals and tech educators to increase alignment, understanding, and partnership between those communities. With over 1,500 jobs open in technology in Middle TN today, and over 500,000 nationally, strong connections between education and employment are critical to our economic future. The one-day inaugural summit included educator professional development sessions, breakout sessions targeting key conversations between tech educators and professionals, cross-industry networking, and a reception.

NUMBER OF PARTICIPANTS: 137

NASHVILLE ANALYTICS SUMMIT

[AUGUST 11 - 12, 2016] **/02**

The Nashville Analytics Summit was created by our members and is one of Nashville's largest locally-grown analytics events in the region. It focuses on a fundamental issue today's organizations face: how to leverage big data and analytics effectively. The two-day Summit alternates hands-on workshops with speaker presentations presented by experts from various industries and backgrounds. More than 400 tech professionals gathered at the 2016 Summit — double the previous year's numbers — to share knowledge and network around topics relating to big data and analytics.

NUMBER OF PARTICIPANTS: 466

NTC ANNUAL MEETING

[AUGUST 24, 2016] **/03**

The NTC Annual Meeting brings together the leaders of Middle Tennessee's tech community to promote our region's progress, celebrate those making an impact, forecast trends, and discuss how to transform predictions into future opportunities for growth in our area. At the 2016 Annual Meeting, we welcomed Tennessee Governor Bill Haslam to give remarks, as well as Randy Boyd, Commissioner of the Tennessee Department of Economic and Community Development, as the keynote speaker. Additionally, Nashville leader Linda Rebrovick was inducted into the NTC Hall of Fame, outgoing CEO Bryan Huddleston delivered an inspiring 'state of the NTC' address, and guests from The Brookings Institution presented their newly released report: *From Health Care Capital to Innovation Hub: Positioning Nashville as a Leader in Health IT.*

NUMBER OF PARTICIPANTS: 361

THE NTC AWARDS

[JANUARY 26, 2017] **/04**

The NTC celebrated the region's tech leaders at the 8th Annual NTC Awards, held in January at a packed Wildhorse Saloon. We hosted a sold-out crowd for a night of fun and celebration, honoring Middle Tennessee's rich community of developers, tech entrepreneurs, enthusiasts, and institutions. Winners in 14 categories were presented with the event's signature Gibson Guitar award, with Confirmation.com being crowned Technology Company of the Year. The 8th Annual Awards received the most award nominees in NTC history, and successfully raised a record number of sponsorships to support the our programs and initiatives.

[WINNERS]

WILLIAM ORANGE
CIO of the Year

JOEY JOHNSON
CISO of the Year

MATT RUSSELL
CTO of the Year

CONFIRMATION.COM
Technology Company of the Year

UTILIZE HEALTH
Early Stage Company of the Year

BRIAN FOX
Innovator of the Year

ANDRIA JENSEN
Software Developer/ Architect/IT Engineer of the Year

LAUREN GARDINER
Technology Student of the Year

JOHN LIU
Data Scientist of the Year

ASURION
Team of the Year

JOUMANA RAHIME
Community Leader of the Year

EDUCATION NETWORKS OF AMERICA
Infrastructure Award

BRYAN MAYES
Emerging Leader Award

BUILT
Growth Stage Company of the Year

NUMBER OF PARTICIPANTS: 589

TECH DAY ON THE HILL

[MARCH 29, 2017] **/05**

In March the NTC hosted its inaugural Tech Day on the Hill, connecting our members directly with their elected officials from the Tennessee State Legislature. The full-day event included a How to Talk with Policy Makers 101 training, impactful meetings with elected representatives, and a reception with state legislators. Through policy efforts such as this event, we work to connect and unite the technology industry of Middle Tennessee and sustain an economic atmosphere that empowers tech and nurtures innovation to thrive. The NTC advocates for the expansion and attraction of both tech businesses and a talented workforce.

NUMBER OF PARTICIPANTS: 94

NASHVILLE IT SYMPOSIUM

[MAY 13, 2017] **/06**

We were thrilled to again host the annual Nashville IT Symposium, an elite event designed for peer networking and knowledge sharing among IT Executives and their management teams. The 2017 Symposium featured keynotes from author VJ Smith, John Weir, Global Head of Technology Services Group for BNY Mellon, and Nashville City Manager for Google, Martha Ivester. Additionally, the one day event included 17 different interactive peer driven breakouts, exceptional networking opportunities, and content driven presentations on leading topics ranging from cybersecurity, H-1B reform, Blockchain, digital culture, hiring and talent retention, and diversity in tech.

NUMBER OF PARTICIPANTS: 233

GOVERNANCE

The NTC's Board of Directors embody a cross section of the Middle Tennessee tech community. They are representative of companies that generate more than $150 Billion of Nashville controlled revenue with more than 600,000 worldwide employees. We have been well served by strong leadership at the NTC, which has the responsibility of shepherding our governance processes. These functioning committees are the backbone of our organization and keep us moving in the right direction.

EXECUTIVE COMMITTEE

The Executive Committee is comprised of the CEO, Board Chair, Past Chair, Chair-elect, and the Chairs of all standing committees.

[MISSION]

- To ensure effective communication and coordination among the committees, NTC staff, and the board in general
- To act on behalf of the board of directors to ensure the NTC staff goals and activities are aligned with the NTC mission and objectives

[MEMBERS ON NEXT PAGE »]

FINANCE COMMITTEE

[MISSION]

- To ensure the financial health of the NTC by recommending financial policies and budgets to help achieve the goals of the NTC
- To oversee the state of the NTC finances and monitor major categories of spend
- To recommend actions required maintain the NTC's fiscal health to the Executive Committee, board, and NTC staff

[MEMBERS]

GLENN PERDUE
2016-2017 Chair

CURTIS WATKINS
2017-2018 Chair

LISA FOX

KYLE DUKE

SAL NOVIN

GOVERNANCE COMMITTEE

[MISSION]

To enable the NTC board to be consistently effective in promoting the NTC mission. This includes:

- Nominate NTC board members and committee chairs
- Manage the committee charters
- Maintain and update any required changes in the NTC legal structure

The primary measure for success for the Governance Committee is a highly functioning board of diverse leaders and industry experts representative of the local tech community and is passionate about making Nashville a leading tech city.

[MEMBERS]

PETER ROUSOS
2016-2017 Chair

TRAVIS GREGG
2017-2018 Chair

COREY EDWARDS

RYAN BOONE

MANISH SHAH

SID CHAMBLESS

NTC STAFF

BRIAN MOYER
President & CEO

SANDI HOFF
Chief of Staff

ALEX CURTIS
Director of Communications & Public Affairs

KENDRICK WATTS
Director of Member Services

ERIN WHITAKER
Programs & Events Manager

JACQUI LOGAN
Programs & Events Manager

EMILY ZNAMIEROWSKI
Member Services Manager

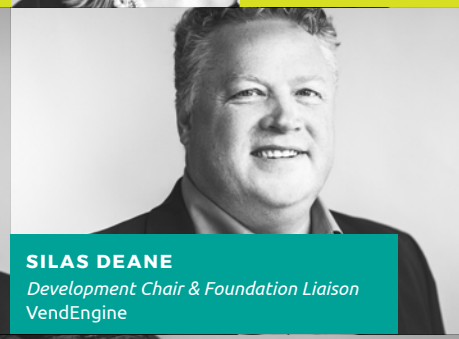
ERIN MILLER
Office Administrator

EXECUTIVE COMMITTEE

BARRY VANDEVIER
Chair
Asurion

CHRIS MARTINEZ
Programming Chair
3-D Technology Group

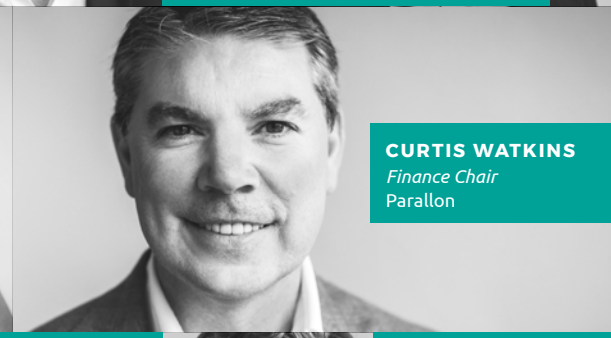
TRAVIS GREGG
Governance Chair
Trinisys



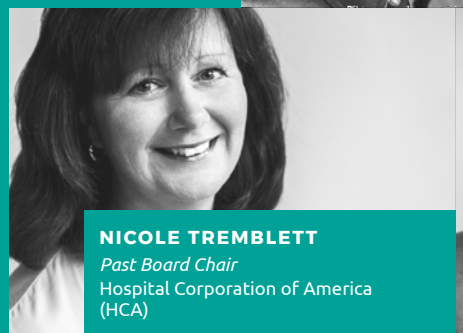
SILAS DEANE
Development Chair & Foundation Liaison
VendEngine

JOHN FARKAS
Communications Chair
Golden Spiral

KERRY SCHRADER
Diversity Chair
Mixtroz



CURTIS WATKINS
Finance Chair
Parallon



NICOLE TREMBLETT
Past Board Chair
Hospital Corporation of America (HCA)

DAVID SMITH
Membership Chair
VeriStor Systems Inc.

PETER ROUSOS
HealthTech Chair & Board Secretary
Vanderbilt University

JEFF HAITHCOAT
Advocacy Chair
Vaco

BOARD OF DIRECTORS

GLENN ALLISON
Vice President, Enterprise Architecture & IT Solution Delivery
Tractor Supply
TERM: 2017-18

LAURA ALYWARD
VP, Consumer Experience
Healthways
TERM: 2016-17

BILL ANDERSON
Chairman and CEO
MedHost
TERM: 2016-18

CHARLIE APIGIAN, PH.D.
Professor and Chair, Computer Information Systems, Jones College of Business
Middle Tennessee State University
TERM: 2016-18

CHRIS BAYHAM
SVP, CIO Corporate Infrastructure and Cloud Operations
Change Healthcare
TERM: 2016-18

RYAN BOONE
CIO
Dollar General
TERM: 2016-17

ED CANTWELL
CEO
Center for Medical Interoperability
TERM: 2016-18

SID CHAMBLESS
Director/Managing Partner
Nashville Capital Network
TERM: 2016-17

MARK DAVISON
VP/CIO
Delek US
TERM: 2016-18

SILAS DEANE
CEO
VendEngine
TERM: 2017-18

KYLE DUKE
COO
PatientFocus
TERM: 2016-17

KEITH DURBIN
CIO/Director of Information Technology
Metropolitan Government of Nashville & Davidson County
TERM: 2017-18

CORY EDWARDS
Director of Advanced Services
Comcast Business Communications, LLC.
TERM: 2016-17

TIM ESTES
President & Founder
Digital Reasoning
TERM: 2016-18

JOHN FARKAS
CEO
Golden Spiral
TERM: 2017-18

CY FENTON
Tennessee Leadership Board Chair
TechBridge
TERM: 2017-18

LISA FOX
VP IT Finance and Operations Strategy
Jackson National Life Insurance Company
TERM: 2016-18

TRAVIS GREGG
Principal
Trinisys, LLC
TERM: 2016-18

TRACY GUARINO
Entrepreneur
Tracy Guarino I Business Accelerator
TERM: 2016-18

JEFF HAITHCOAT
Partner
Vaco
TERM: 2017-18

DAVID C. HANNA
Enterprise Sales Director - Tennessee
Microsoft Corporation
TERM: 2017-18

AMY HENDERSON
VP, Customer Success
LeanKit
TERM: 2016-18

VANESSA HICKMAN
VP & Chief Information Officer
Metropolitan Nashville Airport Authority
TERM: 2016-18

BETH HOEG
President
WITT
TERM: 2016-17

DAN HOGAN
CEO
Medalogix
TERM: 2016-17

GAINES KERGOSIEN
Associate Director
UBS / Young Leaders Council
TERM: 2017-18

DAVID KLEMENTS
CEO
Qualifacts Systems Inc.
TERM: 2016-17

ED LANQUIST
Patent Attorney
Patterson
TERM: 2016-17

MATT LARGEN
President & CEO
Williamson County Chamber of Commerce
TERM: 2016-17

SUSAN LEWIS
Senior Manager
Deloitte
TERM: 2016-18

TOMMY LEWIS
President
HIMSS - Tennessee Chapter
TERM: 2016-18

SAM LINGO
President & COO
Nashville Entrepreneur Center
TERM: 2016-17

ANDY MACKE
VP, External Affairs
Comcast
TERM: 2017-18

CHRIS MARTINEZ
CEO
3D Technology Group
TERM: 2017-18

HEATHER MCBEE
VP Operations
Entrepreneur Center
TERM: 2017-18

KATHERINE MCELROY
Executive VP & Partner
c3/consulting
TERM: 2016-17

AARON MONTLARY
Enterprise Architect
HCA IT&S / Young Leaders Council
TERM: 2017-18

BRIAN MOYER
President/CEO
Nashville Technology Council
TERM: 2016-18

SAL NOVIN
CEO, Business Unit Head
HPA - A Cognizant Company
TERM: 2016-18

WILLIAM ORANGE
Director of Information Technology and Solutions
Nissan North America
TERM: 2016-18

CHRIS PECK
Vice President, Nashville Metro
CGI
TERM: 2017-18

GINA PRUITT
Partner-in-Charge, Risk Assurance & Advisory Services
Kraft CPA
TERM: 2017-18

RITA REDIKER
President
WiTT
TERM: 2017-18

COURTNEY ROSS
Chief Economic Development Officer
Nashville Area Chamber of Commerce
TERM: 2016-18

PETER ROUSOS
Director, Economic and New Venture Development
Vanderbilt University
TERM: 2016-18

KERRY SCHRADER
Founder & CEO
Mixtroz
TERM: 2017-18

MANISH SHAH
SVP/CIO
CHS
TERM: 2016-18

DAVID SMITH
Area Sales Manager
VeriStor Systems Inc.
TERM: 2016-17

NICOLE TREMBLETT
Vice President IT&S - Strategy & Planning
Hospital Corporation of America (HCA)
TERM: 2016-18

TIM WALSH
CIO
Bridgestone Americas
TERM: 2016-18

CURTIS WATKINS
President & CEO
Parallon Technology Solutions
TERM: 2016-18

DENNIS VAUGHAN
Account Executive
HPE
TERM: 2016-17

GLENN PERDUE
Managing Member
Kraft CPA
TERM: 2016-17

BARRY VANDEVIER
President, Operations
Asurion
TERM: 2016-18

JOHN WARK
Co-Founder/President
Nashville Software School
TERM: 2017-18

STEVE WOOD
Technology Practice Co-chair and CISO
Baker Donelson
TERM: 2017-18

TIFFANY WOOSLEY
CEO
Homeland
TERM: 2016-17

STEVE YAZELL
Regional Sales Director
FiberLight, LLC
TERM: 2016-17

MEMBER LIST

#
3-D Technology Group LLC
365 Data Centers
8th Day Software

A
A.O. Smith WaterProducts
Acadia Healthcare
Accenture/DayNine
Accordant Technology, Inc.
Acklen Avenue Software
Adaptive Insights
Advanced Network Solutions
AHEAD
ALFA Vision Insurance Corp
Altus
Amazon Web Services
Amplion Clinical Communications, Inc. (Formerly Dalcon)
AmSurg
Anquiro, Inc
Appian Corporation
Ascend Federal Credit Union
Asurion
AT&T
athenahealth
Austin Peay State University
axialHealthcare

B
Baker, Donelson, Bearman, Caldwell & Berkowitz PC
Bedroc
Belmont University
BlackBox Realities
Blue Taurus Partnership LLC
BlueCore Technologies
BNL Consulting, LLC
BNY Mellon
Books-A-Million
Boson Software, LLC
Bottom Line Consortium, LLC
Box Inc.
Brandon Technology Consulting, Inc.
Bridgestone Americas
Broadcast Music Inc.
Brooksource

C
BTCMedia
C3 Consulting
Callaway Alexander
Camp Attendee
Cardinal Solutions Group
Carr, Riggs & Ingram, LLC
Caterpillar Financial
CBIZ, Inc.
CDW
CEadvisory, Inc.
Center for Medical Interoperability
Centresource
Cerner
CGI
Change Healthcare
Ciber Inc.
Cicayda
Cisco Systems, Inc.
City of Franklin, TN - Information Technology Department
CKE Restaurants Holdings, Inc.
ClearTrack Information Network
Clearwater Compliance LLC
Comcast Business
Comdata
Communications Components, LLC
Community Health Systems (CHS)
Compass EAST
ComplexCare Solutions, Inc.
Concept Technology Inc.
Concert Genetics
ConvergeOne
Cook Systems International
Corizon Health
Correct Care Solutions
Creative Information Technology, Inc (C.I.T.I.)
Crosslin Technologies
CSI Tech, Inc.
CSpire
Cybera Inc.

D
Data Intelligence Group
Decision Source, Inc.
Delek US
Dell Computer Corporation
Deloitte
Dialpad
Digital Reasoning
Domo
Dr. Axe.com - Food is Medicine
DSicovery
Duthie Learning

E
EarthLink
Edgenet Inc.
Education Networks of America (ENA)
Elevation Search Solutions, LLC
Elite Source Solutions
EMC Corporation
Emma, Inc.
EndPoint IoT LLC
Entrada
EvidenceCare
Excelon Development
ExtraHop

F
FDM Group
Formos Consulting
FortyAU
Frazier & Deeter, LLC

G
Gartner
Genesco Inc
GEODIS
GISbiz, Inc.
GitHub
Glow Motion Technologies
Golden Spiral
Goodwill Industries of Middle Tennessee
Google
Granges Americas Inc
Greene & Associates
GROM Associates, Inc.
Growthwright
Guice Smith & Associates

H
Hammock, Inc.
Hashed Health
Healthcare Bluebook
HealthStream, Inc.
HealthTrust/HCA
Hewlett Packard Enterprise
Homeland
Hospital Corporation of America (HCA)
HPA - A Cognizant Company
Hytch

I
IASIS Healthcare
ICG Link
icitizen
IDS615
Information Builders
InfoSec Alliance
InfoSystems
InfoWorks, Inc.
Ingram Content Group
Insperity
Integritec
Intel
Interactive Solutions, Inc.
Intermedix
Interoptex
Invest Northern Ireland
iostudio
Isobar
ITAC Solutions

J
Jack Neinken
Jackson National Life Insurance Company
JDC Group
Juice Inc.

K
Kaminario
Keystone Business Solutions, LLC
KiZAN Technologies
Kraft CPAs and Affiliates
Kraft Enterprise Systems
Kraft Technology Group, LLC

L
L3 ForceX
Layer 3 Communications
LBMC
Leading EDJE
LeanKit
Level 3 Communications
Lexon Surety Group
LIBERA, INC
Lifeline Data Centers, Inc
Lifeway Christian Resources
Lipscomb University
LogicForce Consulting

M
Magazines.com, LLC
MapR Technologies, Inc.
McDermott & Bull Executive Search

McNeely Pigott & Fox Public Relations
MDCDF Education
Medalogix, LLC
MedForward, Inc.
MedHost
Metro Government IT Services Department
Metropolitan Nashville Airport Authority
MICA Health, Inc.
Microsoft Corporation
Microsoft MSSA Ft. Campbell Project
Middle Tennessee State University
Mike Collins & Associates
MINDSEYE
Mixtroz
MPK Interactive
Murray State University - Center for T S M
Music City Center
Music Row Search
MyHealthDirect

N
NASBA
Nashville Career Advancement Center
Nashville Electric Service
Nashville Health Care Council
Nashville State Community College
National Federation of Independent Business
Neil Graver
NetApp
Network Solutions Group, LLC
NHC Information Technology
NIC, Inc.
Nissan North America, Inc.
North Highland Company
Nossi College of Art
NovaCopy, Inc.
Noxigen LLC

O
Onlife Health
Onora Group
Open Systems Technologies
opentext
Optum
Ovation, Inc.

P
Parallon Business Performance Group
Pathway WBC
Patterson Intellectual Property Law, PC
Peace Communications
Peak 10
Perception Health
Personal Computer Systems (PCS)
Pilgrim Consulting, Inc
Pinnacle Financial Partners
Pluralsight
Pomeroy
Premise Health
Professional Credential Services
Projective Software
Prolifics
Proof Branding
Provisions Group
Pure Storage
PwC

Q
Qualifacts
Quantum Metric
Quest Software

R
Ramsey Solutions
RCG
RE/MAX Masters
RED HAT
Relatient
Rezult
Richards & Richards
RoundTower Technologies
RSM
Rubrik
Rustici Software
Rutherford County Government

S
Sarah Cannon Research
SAS
Satchel Health
ServiceNow
Servpro Industries, Inc.
SESAC
Silex Data Solutions
Sitemason Inc.
SMS Holdings Corp.
Snapshot Interactive
SoftwareONE
Solidus
SouthComm Communications
Southeastern Technology Consultants
Space Inch
SpecialtyCare
Splunk
SRG
SSB
Staffing Technologies
STR
Stratasan
Strategic Staffing Solutions
Stringfellow Technology Group, Inc.
SunTrust
Sword & Shield Enterprise Security, Inc.
Synechron
Systems Solutions Technologies, LLC (2st.net)

T
Takl, Inc.
Talestry
TeamLogic IT of Franklin, TN
Tech Mahindra Americas
Technologent
Technology Group International
TechnologyAdvice
TekLinks Inc
teknetex, inc.
Telecom Brokers, Inc.
Tennessee Performing Arts Center
Tennessee State University (TSU)
The Concinnity Company
The Crichton Group
The General
The Human Capital Group, Inc.
The Ingram Group
The Iron Yard
The Nexus Group
ThinAir
Think Data Insights
Thorndale Partners
Tier4 Advisors
TierPoint
Topspin Security
Tractor Supply Company
Tracy Guarino I Business Accelerator
Transformations Inc.
Trevecca Nazarene University
TriNet
Trinisys, LLC

U
Uber
United Data Technologies

V
Universal Health Services, Inc
Vaco LLC
Vanderbilt University
Vanderbilt University Medical Center
Vanick Digital
VendEngine, Inc.
VeriStor Systems Inc
Vertek Solutions Inc.
Video Gaming Technologies, Inc.
Virsys12, LLC
Visier
VMware
Volunteer State Community College
vXchnge

W
W Squared
W. Capra
Walick-Kemp & Associates
Watershed
WeWork
WGU Tennessee
Whipcard
Winthrop Resources
Woods Falls
World Wide Technology
WPC Healthcare
WrightCore Inc

X
XMI Acquisition LLC
XMi Human Resource Solutions
XSOLIS

Y
Ymax Communications
YMCA of Middle Tennessee

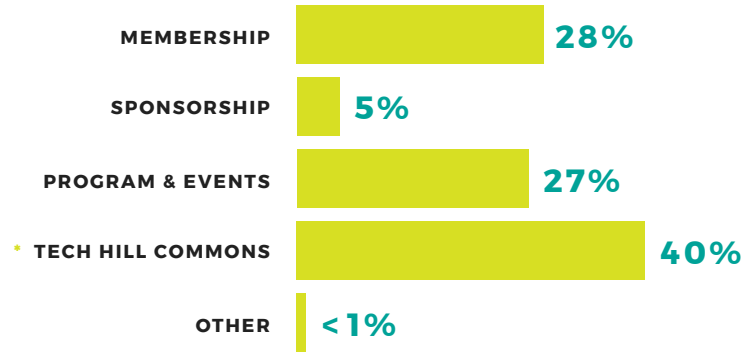
Z
Zayo Group (ZColo)
Zendesk
Zerto
Zycron, Inc.

FINANCES

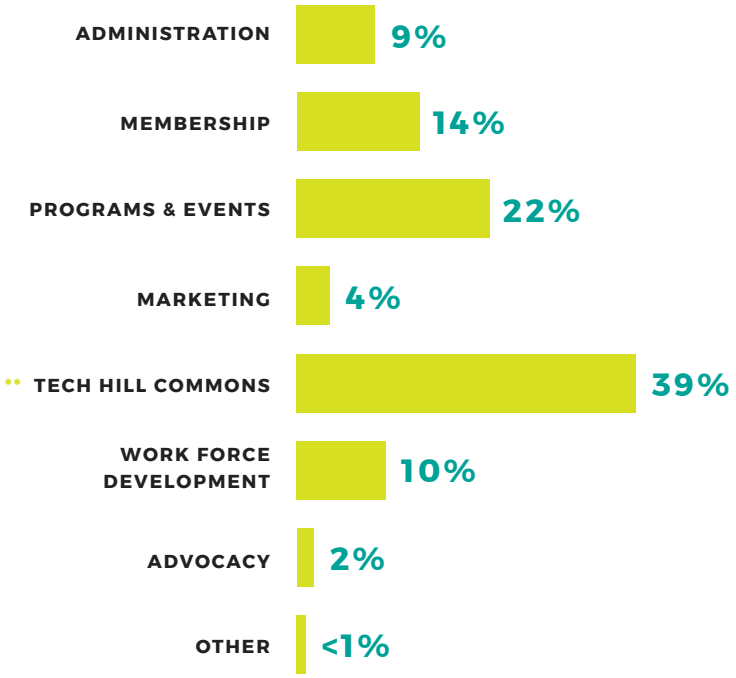
The Nashville Technology Council enjoyed another strong financial year. The two major items impacting our finances were closing out of the Leap Grant funds and the Tech Hill Commons buildout. We appreciate the investment Comcast made as our very first Vision Partner in support of Tech Hill Commons.

We rely on the support of our membership and the tech community. When you make an investment in the NTC or the NTC Foundation, you are investing in the success and future of the technology community in Middle Tennessee. Your investment and support fosters economic growth and business prosperity through our region and is the best way to make an impact on the technology community of Middle Tennessee.

INCOME



EXPENSE



The presence of a facility like Tech Hill Commons makes a clear statement to the world that we are committed to cultivating a dynamic, collaborative, and cooperative tech community in Middle Tennessee that propels our community's growing reputation as the a place where creative technology thrives.

* MANY THANKS TO COMCAST FOR THEIR GENEROUS SUPPORT IN MAKING THIS HAPPEN

** TECH HILL COMMONS INCLUDES ONE-TIME CHARGES FOR THE BUILDOUT OF OUR NEW SPACE

ANNUAL REPORT UNDERWRITERS

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