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**January 29, 2015**

EIGER*lab* is a centrally located, state-of-the-art mixed-use accelerator serving the region with leading edge business and engineering support services. Whether you're a new or existing entrepreneur, inventor, a start-up or an existing company interested in expansion, EIGER*lab* is our regions one-stop resource for business support and growth.

**Land Here ■ Launch Here ■ Learn Here ■ Grow Here**

[www.EIGERlab.org](http://www.EIGERlab.org)

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**NIU Student Design Team Collaborates with EIGERlab's  
Center for Product Development**

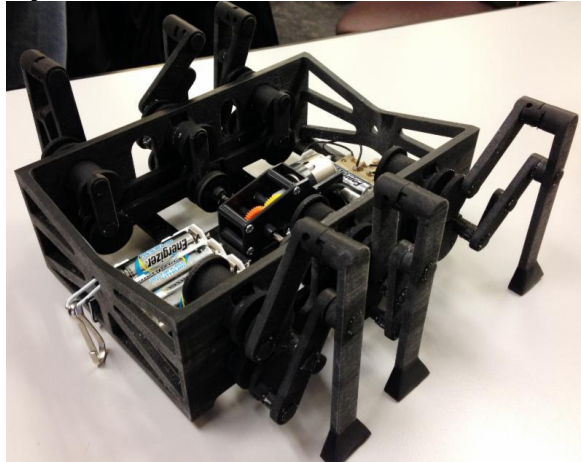


From left to right, NIU's student design team included: Nathan Marshall, Andrew Johnson, Haley Cummings, Veronica Finegan and John Seper

NIU's mechanism design and analysis student team was assigned a challenging project-create a six-legged walking robot complete with a Hoeckens Linkage to compete with fellow student teams. Post design, they enlisted EIGERlab to print their creation utilizing additive manufacturing or 3D printing. Haley Cummings, a junior mechanical engineering major on the team, said, ***"The students were given design constraints by the professor, which included adding a Hoeckens linkage. Translation, it had to have six legs, walk, and have three feet on the ground at all times. This mechanism makes the legs of the robot walk along a path guided by the front leg."***

EIGERlab's Center for Product Development assists both startups and existing companies with all facets of design, engineering and 3D printing; anything that's

necessary to bring a product to market. ***"The walking mechanism will be printed as an assembly so it'll be a fully functional model when we print it-no assembly necessary,"*** said Mike Cobert, EIGERlab's assistant director.



NIU's student design team, consisting of Haley Cummings, Veronica Finegan, Andrew Johnson, Nathan Marshall and John Seper, was given a motor, battery cases and an on and off switch. Plastic and access to laser-cutting machinery provided by the College of Engineering were also available, but Cummings said, ***"Creating the robot with plastic would have proven too bulky given the movements necessary for our design."***

The design was somewhat complex and, Jeff Metters, EIGERlab's prototyping technician said, ***"We print intricate designs on a regular basis, but it amazed me that such a complex design could be printed as one unit, and walk immediately after cleanup."***

Professor Fallahi shared with the team, ***"In the end it was less about the competition, but more about the challenge and completing the design process as well as gaining valuable experience."***

[Click here](#) to view the video of "Walker" walking.

[Click here](#) for NIU's *Northern Star* article.

## Small Business Development Center

***Growing Businesses. Creating Jobs.  
Energizing our Economy.***

**How to Start Your Own Business**  
***Turn your dream into a reality!***

***Learn what it really takes to be your own boss.***

- Helpful to companies who make a product or



provide a unique service

- Learn from experience you can't find in a textbook
  - Taught by a local entrepreneur
  - Certificate provided upon completion

**When:** April 9–May 14 | 6–8:15 p.m. **Location:** EIGERlab

No cost to qualified low and moderate income households through funding from the City of Rockford. Others will pay \$150 tuition fee. Sign up now! [Click here](#) and click on **training events** or call 815.921.2081

### **Storefront Business Planning Class** *Make your business profitable!*

The City of Rockford's Commercial District Economic Development Education and Entrepreneurship Network (EDEEN) and Rock Valley College's Small Business Development Center are offering a seven-week course to help you create a business plan for your restaurant boutique, gift shop, salon, art gallery or other concept. You will also receive up to five hours of individual assistance following the class to launch your business or strengthen your existing business.

**When:** February 19–April 2 | 5:30–7 p.m. | **Location:** Rockford Public Library, Meeting Room C  
No cost to qualified low and moderate income households through funding from the City of Rockford. Others will pay \$150 tuition fee. Sign up now! [Click here](#) and click on **training events** or call 815.921.2081

*Funded in part through a cooperative agreement with the U.S. Small Business Administration, Illinois Dept. of Commerce and Economic Opportunity and Rock Valley College*



### **Procurement Technical Assistance Center**

The Illinois Procurement Technical Assistance Center (PTAC) at Rock Valley College provides:

- no-cost counseling services and workshops on government related topics
- help to local businesses to determine suitability for selling to the Federal, State or local governments, as well as subcontracting with prime contractors.

The government marketplace poses unique challenges that can overwhelm a small business that does not have the proper resources or training. We are here to help!



**Illinois Department of Transportation**

**IDOT District Two training workshops**

As part of a key partnership with the Illinois Department of

Transportation (IDOT) the IL PTAC at Rock Valley College hosts all IDOT District two training workshops. This offers a great opportunity for our local businesses to learn a variety of business and management topics such as Marketing, Financial Projects, Business Plans, QuickBooks, Prime/Sub-Contractor networking. Workshops are held at the EIGERlab and are open to all businesses. **All PTAC workshops are free of charge.**

[Click here](#) to register. Then enter **IDOT** in the **Keyword Search** box. For more information, call (815) 921-2090.

**IDOT Business Training** | Feb 4, 10:30 a.m. - 1:30 p.m.

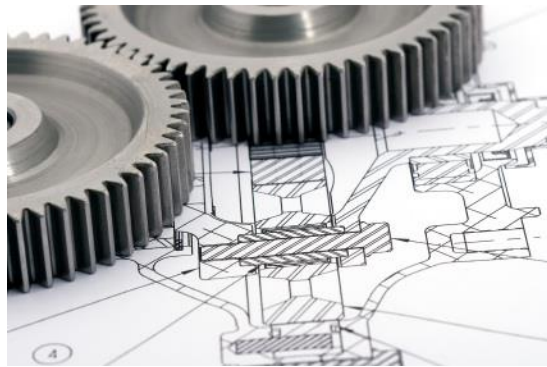
**How to Develop Financial Projections** | Feb 18, 10:30 a.m. - 2:30 p.m.

**Marketing Essentials & How your Website can Seal the Deal** | March 26, 9:00 a.m. - 3:00 p.m.

**Prime Contractor and Subcontractor Networking Event** | April 15, 10:30 a.m. - 1:30 p.m.

**QuickBooks** | May 14 | All day

**Attention local manufacturers: Learn how to put together a successful bid/proposal package & get tips to manage your contracts and get an overview of Quality Systems (based on ISO 9000) workshops being offered.**



### **Proposal Preparation & Contract Management Workshop**

Please join us on March 4th for this special workshop developed just for our local manufacturers! Many of our businesses sell to the government directly, or through subcontracts with prime contractors. The training will teach you the important steps to put together a successful proposal package, whether it is for the Federal government or a prime contractor.

#### **Who should attend?**

Manufacturers & Engineering Development Firms  
Professionals at every level who want to boost the power and effectiveness of their bid activities and proposals. This workshop is for company owners, business development managers, sales and marketing managers, company managers, and any others who want to improve their success with bidding competitions.

#### **What You Will Learn**

##### ***Bid & Proposal Development***

- Overview of the various bid and contract types
- Preparing to win long before the bid/proposal is released
- Learn how to really READ a solicitation or Statement of Work for important details
- The step by step process to develop a successful and compliant bid proposal
- Interpreting requirements, first article testing and legal requirements



- Overview of the evaluation process

### ***Contract Management***

- If not awarded, what should you do to help for next time?
- You won the contract, now what?
- Checklists, Tools and Techniques
- Managing subcontractors and flow-down requirements
- Processes to manage the contract
- Project management steps and guides

### **Registration**

**When:** Wednesday, March 4th, 8:00 a.m. – Noon | **Where:** EIGERlab located at 605 Fulton Ave, Rockford

**How to register:** Online registration. Space is limited to 25 attendees.

**Cost:** Workshop is no-charge, advanced registration is required.

**Questions?** Call 815.921.2091 | [ptac@rockvalleycollege.edu](mailto:ptac@rockvalleycollege.edu)

### **Quality Systems Overview (based on ISO 9000 Standard) Workshop**

- What is ISO 9000
- What does a company need to do to Register
- Benefits of Registration
- Process Model Clauses
- ISO 9000 Requirements

### **Registration**

**When:** Wednesday, April 22, 8:00 a.m. – Noon | **Where:** EIGERlab, 605 Fulton Ave, Rockford

**How to register:** [Online registration](#). Space is limited to 25 attendees.

**Cost:** Workshop is no-charge, advanced registration is required.

**Questions?** Call 815.921.2091 or [ptac@rockvalleycollege.edu](mailto:ptac@rockvalleycollege.edu)

## **Entrepreneurial Events**

### **Wisconsin Governor's Business Plan Contest Application**

**Deadline is Sat, Jan 31st**

The deadline to apply for the 2015 Governor's Business Plan Contest is 5:00 pm on Saturday, January 31st. [Click here](#) for more information and to register.

### **Quick Response Manufacturing | Tues., Feb. 3, 2:30 - 6:30 PM**

Quick Response Manufacturing is a transformative manufacturing strategy. Companies have reduced their lead times by 80-90% while also reducing their costs by 15-20%. For reservations contact: Caitlin Ludwig, Blackhawk Bank | [cludwig@blackhawkbank.com](mailto:cludwig@blackhawkbank.com) | 815.986.7196

### **Civic Hack Night | *using open data to improve our community***

**Who:** software developers | technologists | designers | organizers | non-techies | entrepreneurs | citizens using open data to improve communities

**What:** Work on civic projects | start a new project or find one to join | bounce ideas and get help



from tech and gov experts | learn about open data, smart cities & open government

**Where:** Prairie Street Brewhouse | 200 Prairie St. | Rockford, IL

**When:** Every third Wednesday, 5:30-7:30 p.m. [www.MeetUp.com/Code-for-America](http://www.MeetUp.com/Code-for-America)  
[www.CodeForRockford.com](http://www.CodeForRockford.com)

### **IMEC Manufacturing Industry News**

IMEC offers training on Lean 101: Continuous Improvement for Food Manufacturers and OSHA 30-Hour General Industry Training. [Learn more.](#)

### **Clean Energy Challenge | \$1,000,000 in investment awards! | Final live pitch event, April 14**

Clean Energy Trust strives to accelerate businesses and technologies that improve the ways we create, conserve and consume energy. Over the past five years, our marquee program has been the Clean Energy Challenge. The Clean Energy Challenge has become a nationally acclaimed accelerator program that has jumpstarted more than 60 cleantech startups in the Midwest. [Learn more.](#)

### **Save-the-Date: 12th Annual Women's Business Conference, April 30 | Eau Claire**

The 12th Annual Women's Business Conference will be held at The Plaza Hotel and Suites in Eau Claire, Wisconsin on Thursday, April 30, 2015 from 7:30 am - 4:30 pm. The conference targets female entrepreneurs who are starting, expanding, or working to improve their businesses. Registration will open in January. [Learn more.](#)

### **2015 FastPitch Competition | \$5,000 first prize | Please save the date | Wednesday, June 17**

Have you heard of ABC's *Shark Tank* T.V. show? Well our event, the 9th annual **FastPitch Competition** is similar, only our judges are friendlier! Do you have a great idea for a new product, service or app? Would \$5,000 and partnering with product and business development entities at the EIGERlab assist in moving your idea to the next phase? For more information, visit our [website page](#) or phone 815.316.6357.

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## **Entrepreneurial Information**



### **Kauffman Founders School Offers Advice for Building a Powerful Board**

The newest installment of the Kauffman Founders School video series offers entrepreneurs advice on how to build and configure boards that help their companies thrive. The "Startup Boards" series features insights from Brad Feld, a serial entrepreneur and early-stage investor since 1987. [Learn more.](#)

### **Interesting Facts about small businesses & entrepreneurs**

- 1) The SBA 7(a) Loan Program reached a lending record in FY 2014 (Sept. 30) with 52,044 approved loans at \$19.19 billion, a 12 percent increase in the number of loans and 7.4 percent increase in the dollar amount over FY 2013.
- 2) Large banks approved 20 percent of small business loan requests in June 2014, up 9 percent vs. three years ago.
- 3) Credit unions expanded business lending during the economic downturn. About 2300 or 35 percent of the 6600 credit unions nationwide offer Member Business Loans/MBLs.

4) U.S. veterans own 2.4 million small businesses, employ almost six million Americans, and generate more than \$1.2 trillion in receipts

5) Small business owners wish they were more literate | 40 percent of small business owners identify themselves as financially illiterate and 66 percent wish they knew more about finances.

#### **New Compendium of U.S. Copyright Office Practices**

The new Compendium of U.S. Copyright Office Practices was released on December 22, 2014. The Compendium "is the administrative manual of the Register of Copyrights concerning the mandate and statutory duties of the Copyright Office under title 17 of the United States Code. [Learn more.](#)

#### **Books Every Entrepreneur Should Read in 2015**

For [8 Books Every Entrepreneur Should Read in 2015](#), [12 Organizations Entrepreneurs Need to Join](#), and advice on [How to Become an Inspirational Leader](#), read [entrepreneur.com](#).

#### **#Facebook, #Twitter, #LinkedIn, #Pinterest, #YouTube - Social Media Business Checklist**

Social media comes with a pretty steep learning curve. If you're a brand using these tools for the first time, the wealth of information informing you how to best leverage platforms such as Facebook, Twitter, LinkedIn, Google+, Pinterest, YouTube and SlideShare is daunting. There's so much to read and so much to understand, that it can quickly become overwhelming. Where on earth do you even begin? [Learn more.](#)

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## **EIGER/lab in the news**

**In case you missed any of our recent media coverage.**

19 Dec | [Rock Valley College to take over manufacturing program](#) | RR Star

19 Dec | [Rock Valley College to manage TechWorks program](#) | Rock River Times

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## **Open Positions | EIGER/lab's tenants, clients & partners**



EIGER/lab's tenants, clients and partners are expanding and would like to fill key positions. Please peruse the following information and consider forwarding to interested parties. This is a portal service, for tenants and clients; please do not contact EIGER/lab directly.

#### **CLEO Communications**

Front End Developer

IT Intern

QA Engineer

Senior Account Executive - Mid Market

Senior Software Engineer

Senior Support Engineer



**Leading Edge Hydraulics**

Quality Inspector  
Brazing/Soldering  
Maintenance Technician  
Maintenance Supervisor  
Lead Tube Prep  
High Speed Shearing Machine Operator  
Machine Shop/Wash Tank  
End Finish  
Saws  
Packing  
Hose Assembler

**Lyons Consulting Group**

\*An ideal candidate in the Rockford area could potentially work in Rockford yet report to individuals in Chicago or Ann Arbor.

Systems Administrator Rockford, IL  
Senior Project Manager- Remote Opportunity Santa Monica, CA  
Senior Web Application Developer-Technical Lead Ann Arbor, MI  
Web Application Developer-Back End Ann Arbor, MI  
Senior Project Manager Chicago, IL  
Chief Hybris Technical Architect Chicago, IL  
Demandware Technical Architect Chicago, IL  
Front End Development Manager Chicago, IL  
Magento Application Engineer Chicago, IL  
Magento Technical Architect Chicago, IL  
Senior Web Application Developer-Technical Lead Chicago, IL  
Web Application Developer-Back End Chicago, IL  
Web Application Developer-Front End Chicago, IL  
Web Application Developer-Front End Ann Arbor, MI  
Experience Architect Chicago, IL  
Senior Visual Designer Chicago, IL  
Marketing Content Specialist Chicago, IL  
Quality Assurance Analyst Ann Arbor, MI

**Rockford Linear**

Manual lathe machinist

**TAC Rockford**

Customer Service Representative



Dan Cataldi, Executive Director | EIGER/ab | 605 Fulton Avenue | Rockford, Illinois 61103 | 815.316.6357

