



Providing Professional Guidance for Business Growth

November 30, 2015

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Spotlight on Success – Thermatome

Chris Valadez has six years of experience with clinical trials and device development focused in breast cancer. He has taken products from theory to lab while working closely with Dr. Dowlatshahi, sharing a vision of bringing innovative and safe treatments to breast cancer patients. In 2013, the pair founded Thermatome, a firm based on a patented balloon-catheter technology that utilizes heat to ablate tissue surrounding a surgical cavity, destroying residual cancer cells.

Thermatome is a resident company in HTI, a high tech incubator managed by Enterprise Works Chicago in the Illinois Medical District in Chicago. Mr. Valadez first met with **Denise Ching at the Illinois Small Business Development Center (SBDC) at the University of Illinois at Chicago (UIC)** in 2014 for help with running the new business. He said, "We were thrilled with the help we received through the SBDC at UIC. We have a great website that was developed by a UIC student team and we are poised to make an impact in treating breast cancer."

In 2014, Thermatome won recognition at the Insight Product Development HealTECH Conference. That success was followed in October 2014 when Thermatome's work was rewarded at the AdvaMed Conference. AdvaMed is the leading medical technology in North America. "Thermatome's business proposition presents the kind of medical technology that has great potential for success in today's competitive industry environment," said Ashley Wittorf, executive director, AdvaMed Accel. Competing companies presented to AdvaMed attendees and a panel of judges who selected Thermatome during the conference's Entrepreneurship Boot Camp.

For more information about Thermatome please visit their website at home.thermatome.com

SBDC's In The News – Benton Women Wins First Round of InnovateHER

The Illinois SBDC at SIU-Carbondale is one of several Illinois SBDCs throughout the state that are hosting the first round of InnovateHER, a national competition, created by the US Small Business Administration.

InnovateHER looks for products “designed to impact and empower women and families.” Martha Lamont from Benton won the first round of the competition at hosted at the Illinois SBDC at SIU-C. Please click on [InnovateHER](#) to go to the full story that recently appeared in the Southern Illinoisan.

Maximizing Neoserra – Identifying Clients that Lack an email address

Open the link below to learn how to use a client filter to find those lacking an email address.

<https://support.outreachsystems.com/resources/help/neoserra/faq.jsp?id=n9>

Valued Resources – Appy Pie

From *businessnewsdaily.com*. Before you hire a developer to build a costly mobile app for your company, check out a more affordable option. **Appy Pie** is a mobile app maker that allows individuals with no technical expertise to create custom apps for their businesses. And with monthly plans ranging from \$12 to \$40, this cloud-based service is affordable for any size business. For \$25 a month — the cost of the “Gold” plan — **Appy Pie** will help you design and publish a custom app that your customers can download from iTunes and Google Play. You’ll be able to send daily push notifications to customers and view your app stats with Google Analytics. Appy Pie will also soon allow you to sell products via your business’s app, a boon in the age of mobile shopping.

See more at: <http://www.appypie.com/>

Network News and Moves – Illinois Crowdfunding

Attached you will find a copy of a power point presentation that will serve as a primer to provide you with information on the new Illinois Crowdfunding Exemption which takes effect January 1, 2016. Please review at your earliest convenience to help you answer client questions about the new law in Illinois. We will be providing the Illinois SBDC Network with additional information and materials on Illinois Crowdfunding as they become available. We will also place the information on CenterConnect for your reference.

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The **WEEKLY CONNECTION** is distributed by the Illinois SBDC and Illinois Department of Commerce Office of Entrepreneurship, Innovation & Technology each Monday to members of the Illinois SBDC Network to provide our service delivery partners with current updates on small business issues, opportunities and resources. Please send information to share with the Illinois SBDC Network to Tom.Becker@illinois.gov. Please feel free to forward this update to any other interested resource providers and key stakeholders.

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Bruce Rauner, Governor

