

## Directory of Service Providers For Early Stage Entrepreneurs and Startup Companies Fall 2009

**SPARK provides this list as a community service. The information is provided directly from the service provider. SPARK does not endorse or claim responsibility for the accuracy of the information or the quality of the work performed.**

### **Categories of Service**

- [\*Business and Management Consulting\*](#)
- [\*Coaching and Organizational Consultation\*](#)
- [\*Engineering and Technology Consulting\*](#)
- [\*Financial and Accounting Services\*](#)
- [\*Human Resources and Health Insurance\*](#)
- [\*Legal Services\*](#)
- [\*Life Sciences and Biotech Support\*](#)
- [\*Marketing, Graphic Design and Advertising\*](#)
- [\*Web and IT Services\*](#)

## **Business and Management Consulting**

### **A2 Writing Company - *leveraging the power of the written word***

**Services:** Writing and Editing, Small Business Consulting, Research

**Contact:** Debra Myers

**Description:** Business writing creates an impression of you and your company—good, bad, or indifferent. From corporate reports ... to investor communications ... to marketing content ... at the A2 Writing Company we can qualitatively enhance publications to better articulate your corporate mission and advance your company's goals to both internal and external audiences.

**Phone:** 734-678-7289

**Email:** [debra@a2writingcompany.com](mailto:debra@a2writingcompany.com)

**Website:** [www.a2writingcompany.com](http://www.a2writingcompany.com)

### **Augment Capital, LLC**

**Services:** High Tech Business and Management Consulting

**Contact:** Sonali Vijayavargiya

**Description:** Venture advisory firm focused on Industrial, Clean and Sustainable technologies with services in commercialization strategy, fund raising, valuation and M&A. For the M&A practice, Augment supports due diligence and leverages an international network to develop global opportunities.

**Phone:** 734-730-6390

**Email:** [info@augmentcapital.com](mailto:info@augmentcapital.com)

**Website:** [www.augmentcapital.com](http://www.augmentcapital.com)

### **Barton Consulting Services, LLC**

**Services:** Business Planning - Management Consulting

**Contact:** Lee Gorman

**Description:** Specializes in strategic and business planning for both non-profit and for-profit businesses; entrepreneurs and early stage companies. Provides advice to senior management on long-range planning issues, facilitates development of business strategy and business plans, assesses the viability of proposed plans, and identifies and solves problems through root cause analysis.

**Phone:** 734-663-8219 or 734-717-0774 (mobile)

**Email:** [gorman@bartonconsultingservices.com](mailto:gorman@bartonconsultingservices.com)

**Website:** <http://www.bartonconsultingservices.com/>

### **Cornerstone Advisory Group, Inc.**

**Services:** Business and Management Consulting

**Contact:** Tom Gross

**Description:** Business plans, consulting services, entrepreneurial coaching, executive recruiting and angel/venture capital financing. Cornerstone Advisory Group also provides other high-impact professional services such as interim executive management, transaction advisory, strategic planning and asset financing.

**Phone:** 248-693-4223

**Email:** [tgross@cornerstoneadvisorygroup.com](mailto:tgross@cornerstoneadvisorygroup.com)

**Website:** [www.cornerstoneadvisorygroup.com](http://www.cornerstoneadvisorygroup.com)

### **Entrepreneur's Edge, LLC**

**Services:** Business solutions to early stage entrepreneurs and established businesses

**Contact:** Christie Clipper

**Description:** Providing entrepreneurs with strategic direction through an accomplished network of business professionals. Services include: early stage start-up, operations, business development, strategic planning, process improvement, restructuring, market and growth strategies, financial analysis, leadership and executive coaching.

**Phone:** 734-751-7618

**Email:** [contact@entrepreneursedge-llc.com](mailto:contact@entrepreneursedge-llc.com)

**Website:** [www.entrepreneursedge-llc.com](http://www.entrepreneursedge-llc.com)

#### **Factotem Inc**

**Services:** Entrepreneurial and Executive coaching; product development and marketing; finance and angel investment

**Contact:** David C. Bloom

**Description:** Global business accelerator and design-build firm that commercializes new products and ventures. Founded in 1995, the Factotem Constellation comprises 60 senior-level business and information professionals with engagements in Energy Technology, Homeland Security, IT and SaaS Development, Life Sciences Innovation and Regulatory, Online Content, and Commerce and Community.

**Phone:** 866-205-9780

**Website:** [www.factotem.com](http://www.factotem.com)

#### **Ferrario & Associates, LLC**

**Services:** Business Planning - High Tech

**Contact:** Joseph D. Ferrario

**Description:** Skilled in high technology business start-up or turn-around, operation and organization design, product development, technology transfer, sales force and representative network development, and customer service. Experience in diagnostic medical imaging, aerospace, defense, nuclear, automotive, high-technology welding and cutting, high-power laser, scientific instrumentation, and medical devices as well as EU, Middle East, and Asia markets.

**Phone:** 734-973-2979

**Email:** [jferrario@earthlink.net](mailto:jferrario@earthlink.net)

**Website:** <http://www.ferrarioandassociates.com/>

#### **JSQUARED Group, L.P.**

**Services:** Business Management – Start Ups, Turn Arounds

**Contact:** John Jenkins

**Description:** Evaluates growing businesses and then – depending upon the situation and the need - provides interim to short term management, executes business & sales strategies, facilitates capital, and maximizes assets. Our services are targeted to entrepreneurs, angel investors, and equity fund groups who want a solution in between consulting and full-time professional executives.

**Phone:** 248-838-8353

**Email:** [johnjenkins@jsquaredlp.com](mailto:johnjenkins@jsquaredlp.com)

**Website:** <http://www.jsquaredlp.com/Home.html>

#### **Noble Venture Development**

**Services:** High Tech Business and Management Consulting

**Contact:** Peter Scott

**Description:** Noble Ventures provides early stage entrepreneurs with Business Plan development and growth strategies by; identifying target markets, creating go to market strategies, building partnerships, analyzing financials and raising investment. Specific industry experience includes manufacturing, clean technologies and IT / software products and services.

**Phone:** 734.355.8084

**Email:** [pjscott@gmail.com](mailto:pjscott@gmail.com)

#### **Optive Solutions LLC**

**Services:** Business and Management Consulting

**Contact:** Mike Ziethlow

**Description:** We help business owners and managers develop and execute strategies for change by using a process-centered approach to provide perspective and facilitate understanding of opportunities for improvement. We offer access to a network of providers with expertise in all

aspects of business and will conduct a free 2 hour business diagnostic workshop to get you started.

**Phone:** 734-250-2312 (cell)

**Email:** [mziethlow@charter.net](mailto:mziethlow@charter.net)

**Website:** [www.optivellc.com](http://www.optivellc.com)

### **Pair of Docs Consulting**

**Services:** High Tech Business and Management Consulting

**Contact:** Gerald Roston

**Description:** Pair of Docs Consulting works with early stage, technology-focused startups, providing services ranging from interim executive management to writing proposals/business plans to preparing for equity investments. Consulting also encompasses international business development.

**Phone:** 734-516-6715

**Email:** [gerry@pairofdocs.net](mailto:gerry@pairofdocs.net)

**Website:** [www.PairOfDocs.net](http://www.PairOfDocs.net)

### **Seracon, Inc.**

**Services:** Coaching and Organizational Consulting, High Tech Business & Management Consulting, Marketing

**Contact:** Jan Gensheimer

**Description:** We work with entrepreneurs who want to drive their idea towards a sustainable and profitable company, whether you are just starting out or have a company that needs to revive its growth. We coach executives, write marketing and business plans, design launch plans and assist with strategy and operations and many other projects that help leaders to grow and prosper.

**Phone:** 734-944-1065

**Email:** [seracon@aol.com](mailto:seracon@aol.com)

**Website:** [www.seraconconsulting.com](http://www.seraconconsulting.com)

### **Shoffner & Associates, LLC**

**Services:** Growth Strategy Consulting

**Contact:** Barb Shoffner

**Description:** Strategic planning, market intelligence and merger & acquisition consulting for small to multi-national firms. Global experience applied across multiple industries.

**Phone:** 734-657-6974

**Email:** [bshoffner@comcast.net](mailto:bshoffner@comcast.net)

### **Voorhorst Consulting Group LLC**

**Services:** Business Development, Management Consulting, Site Selection

**Contact:** John Voorhorst

**Description:** Employs Toyota management principles in supporting the growth of a broad range of clients in private and public sectors, and provides access to an extensive network of executive level contacts in the automotive, alternative energy, government and academic sectors, and is expert in fostering private/public partnerships in advanced engineering and R&D. Current clients include the Center for Automotive Research, U-M Business Engagement Center, Oak Ridge National Laboratory, tech start-ups, automakers/suppliers and economic development agencies.

**Phone:** 734-369-4168 main; 734-660-9293 cell

**Email:** [john@voorhorstconsulting.com](mailto:john@voorhorstconsulting.com)

## **Coaching and Organizational Consultation**

### **David Chinsky & Associates**

**Services:** Executive Coaching, Leadership Development Experiences, Expert Facilitation

**Contact:** David Chinsky

**Description:** We enable business leaders to set clearer directions, prioritize opportunities competing for their attention, sell their ideas to colleagues and customers, create work environments in which high performers thrive, tame their self-sabotaging “inner voices” so they do not get in the way of taking action, develop a repertoire of positive habits that feed their confidence and choose foods, exercises and other healthy habits to maintain peak performance.

**Phone:** 866-960-LEAD

**Email:** [dchinsky@theleadershipfit.com](mailto:dchinsky@theleadershipfit.com)

**Website:** [www.theleadershipfit.com](http://www.theleadershipfit.com)

### **Excellerate Associates**

**Services:** Coaching and Organizational Consulting

**Contact:** Lisa Mininni, President & Best-Selling Author

**Description:** Nationally known Business Expert, Lisa Mininni, is creator of The Entrepreneurial Edge System™ that helps you grow your business, systematize and monetize, and attract clients with less effort. For information and your free business plan format, visit

<http://www.ExcellerateAssociates.com>.

**Phone:** 734-223-3938

**Email:** [info@excellerateassociates.com](mailto:info@excellerateassociates.com)

**Website:** [www.excellerateassociates.com](http://www.excellerateassociates.com)

### **Focus Leadership Development LLC**

**Services:** Individual, Team and Organizational development

**Contact:** Nancy P. Mathias, MS ACC

**Description:** Creates positive group dynamics through individual, team and organizational development programs comprising one-on-one business and executive coaching, targeted workshops, team and group interventions. FLD assists companies in developing, building and implementing their strategic business plans to become commercially successful companies or exceptional non-profit organizations.

**Phone:** 248-459-1427

**Email:** [nancy@focusld.com](mailto:nancy@focusld.com)

### **Focused Coaching, LLC**

**Services:** Executive Coaching and training for Individuals and Organizations

**Contact:** Lisa Pasbjerg, DCSW, CMC, ACC

**Description:** Coaching for individuals and teams in such areas as: career transitions; developing and fully utilizing a strong, highly engaged staff; successfully modeling leadership presence, managing the challenges of change, and maximizing performance and results at work. Our ICF affiliated and credentialed coaches have over 20 years of experience helping smart, talented, executives, physicians, business owners and other high-potential professionals achieve their personal peak performance and individualized goals.

**Phone:** 734-663-0420

**Email:** [lpasbjerg@focusedcoaching.net](mailto:lpasbjerg@focusedcoaching.net)

**Website:** [www.focusedcoaching.net](http://www.focusedcoaching.net)

### **HSG Consulting LLC**

**Services:** Coaching and Project Management

**Contact:** Helene Gidley

**Description:** Providing personalized solutions for your business growing pains, coaching companies on Agile technologies and project management techniques.

**Phone:** 734-358-1262

**Email:** [helene.gidley@hsgconsultingllc.com](mailto:helene.gidley@hsgconsultingllc.com)

**Website:** [www.hsgconsultingllc.com](http://www.hsgconsultingllc.com)

### **Human Resource Alliance Partners**

**Services:** Solutions to People System issues

**Contact:** Don Kelly

**Description:** An innovative, flexible resource bringing professional HR help to bear on your most critical organization needs so that you can do what you do best; running your business. With our knowledge and experience we are able to determine the root-causes of your HR issues and develop effective solutions to the wide spectrum of people problems that can limit your organization's success.

**Phone:** 313-506-5688

**Email:** [donalddkelly@gmail.com](mailto:donalddkelly@gmail.com)

#### **The Movera Method™ “Transforming Human Potential”**

**Services:** Improving Team Effectiveness, Creativity and Adaptability

**Contact:** Fred George Sauer, MS, MS-Eng

**Description:** We train you in a breakthrough system to transform performance and potential for teams and individuals. Results are commonly fast, profound and long lasting and include improved communication and coherence, responding creatively to rapid change, and lower stress levels.

**Phone:** 734-945-8275

**Email:** [fred@MoveraMethod.com](mailto:fred@MoveraMethod.com)

**Website:** [www.MoveraMethod.com](http://www.MoveraMethod.com); <http://socialharbor.com/profile/fred-sauer>

#### **The Performance Management Group**

**Services:** Specializing in Productivity Issue Problem-Solving. Communications fulfillment source and solutions.

**Contact:** Sandra S. Connellan

**Description:** We design, re-design and develop work and results and outcomes.

**Phone:** 734-665-9241

**Email:** [PMGA2@aol.com](mailto:PMGA2@aol.com)

**Website:** [www.PMGA2.com](http://www.PMGA2.com)

### **Engineering & Technology Consulting**

#### **Belcan Corporation**

**Services:** Engineering

**Contact:** Chris Bickley

**Description:** Belcan is a global provider of engineering services specializing in design engineering, engineering analysis, computer modeling and advanced manufacturing techniques. Industries served include: Aerospace & Defense, Energy & Utilities, Manufacturing and Transportation.

**Phone:** 248-465-1838

**Email:** [cbickley@tech.belcan.com](mailto:cbickley@tech.belcan.com)

**Website:** [www.belcan.com](http://www.belcan.com)

#### **Design Labs, LLC**

**Services:** Engineering

**Contact:** Ramya Koppa

**Description:** Dedicated to cost efficient-effective product design ,engineering and development to support client product innovation betterment & ideas.

**Phone:** 734-327-1002; 734-355-5218

**Email:** [ramya.koppa@designlabs.us](mailto:ramya.koppa@designlabs.us)

**Website:** <http://www.designlabs.us>

#### **Devnani Delaney LLC**

**Services:** Industrial Design, Engineering and CAD, prototyping, program and product management.

**Contact:** Dan Delaney, Deepak Devnani

**Description:** Our concept is to tie opportunities together with functional specialties to transform your ideas into a realized reality. Years of experience, a great desire for good product design, and a well connected network of professionals, provides us with a tremendous opportunity to transform all of your development needs from an idea to a marketable solution.

**Phone:** 734-954-9018, 734-846-4200

**Email:** [dan@devdeldesign.com](mailto:dan@devdeldesign.com); [deepak@devdeldesign.com](mailto:deepak@devdeldesign.com)

**Website:** [www.devdeldesign.com](http://www.devdeldesign.com)

#### **Electro-Mechanical Associates (EMA)**

**Services:** Engineering Design, Fabrication and Testing

**Contact:** George Schwartz

**Description:** With more than 20 years in Ann Arbor, our laboratories have provided innovative, early concept stage solutions for customers with challenging mechanical, electrical and computer design and equipment needs including system control, combustion, emission, friction, wear and lubrication issues. EMA provides design, fabrication, prototyping, instrumentation, measurement, testing and software as well as training programs.

**Phone:** 734-995-2455

**Email:** [gschwartz@electro-mechanical.net](mailto:gschwartz@electro-mechanical.net)

**Website:** [www.electro-mechanical.net](http://www.electro-mechanical.net)

#### **Elite Mold & Engineering, Inc.**

**Services:** Product Design and Engineering, Prototyping, Plastic Injection Molds & Molded Parts

**Contact:** Joe Mandeville

**Description:** Elite specializes in low-volume and prototype tooling and molding. In-house molding capabilities allow Elite to meet strict timing requirements while remaining highly flexible in prototyping. Elite serves the medical device, automotive, electronics, and consumer product industries.

**Phone:** (586) 314-4000

**Email:** [joe@teamliteonline.com](mailto:joe@teamliteonline.com)

**Website:** [www.teamliteonline.com](http://www.teamliteonline.com)

#### **Jelic Patent Services, LLC**

**Services:** Patent-related, including searches, writing, filing, prosecution, issue and maintenance fees

**Contact:** Stan Jelic

**Description:** Jelic Patent Services offer two distinct advantages over law firms which provide patent services. We have a lot of engineering expertise and our pricing is less than half of what any local law firm charges.

**Phone:** (734) 786-4064

**Email:** [sjelic@jelicpatent.com](mailto:sjelic@jelicpatent.com)

**Website:** [www.jelicpatent.com](http://www.jelicpatent.com)

#### **King Technical Services**

**Services:** Engineering and Prototyping

**Contact:** Andrew King

**Description:** Technical consulting in design and engineering as well as prototyping and fabrication services.

Specializing in mechanical design and fabrication of prototypes, one of a kind devices and scientific instruments from initial feasibility studies through design and engineering to prototyping and manufacturing set-up.

**Phone:** 734-904-3943

**Email:** [kingtech@gmail.com](mailto:kingtech@gmail.com)

**Website:** <http://kingtech.googlepages.com/home>

#### **New Earth Enterprises**

**Services:** Engineering, Mechanical Design

**Contact:** Philip M. Wong

**Description:** With 15 years of testing and design experience in automotive and medical device industries, Phil Wong of New Earth Enterprises provides mechanical design services using Solidworks. New Earth Enterprises values professionalism, integrity and trust, and stands ready to serve your design goals.

**Phone:** 734-417-3723

**Email:** [phil@new-earth-enterprises.com](mailto:phil@new-earth-enterprises.com); [philipmwong@verizon.net](mailto:philipmwong@verizon.net)

#### **Pryor Knowledge Systems, Inc**

**Services:** Tech Consultants and Solution Providers (Patents)

**Contact:** Roger W. Pryor, PhD

**Description:** Roger W. Pryor, V.P. Research, is a COMSOL Multiphysics Modeling Certified Consultant and one of the developers of the PKS-MPD Materials Properties Database. Roger W. Pryor is the author of the newly written and now available book Multiphysics Modeling Using COMSOL published by Jones and Bartlett Publishers.

**Phone:** 248-626-3170

**Email:** [rwpryor@pksez1.com](mailto:rwpryor@pksez1.com)

**Website:** [www.pksez1.com](http://www.pksez1.com)

#### **Ramsun Services, LLC**

**Services:** On-site Pipette & Multidrop Calibrations

**Contact:** Shekhar Kakade

**Description:** With 17 years of experience in servicing and calibrating pipettes at (but not only with) Pfizer/Procter & Gamble/Eli Lilly/FDA, the main aim is on quality of calibration, service and keeping costs to the bare minimum while still conforming to GLP/GMP requirements. On-site service with a one year warranty and lowest cost without compromise in quality.

**Phone:** 888-Ramsun1 (888-726-7861); 734-604-4429; 734-732-1007

**Email:** [calibration@ramsunservices.com](mailto:calibration@ramsunservices.com)

**Website:** [www.ramsunservices.com](http://www.ramsunservices.com)

### **Financial and Accounting Services**

#### **Bank of Ann Arbor Technology and Life Science Banking Group**

**Services:** Financial

**Contact:** Mark Holtz, Assistant Vice President

**Description:** The Bank of Ann Arbor Technology and Life Science Banking Group is the region's leading bank for early stage growth companies. We provide a full range of business banking products and specialized financial advisory services that help entrepreneurs build great companies.

**Phone:** 734-327-0142

**Email:** [mholtz@boaa.com](mailto:mholtz@boaa.com)

**Website:** [www.boaa.com/tech](http://www.boaa.com/tech)

#### **Wright Griffin Davis**

**Services:** Accounting, Tax and Small Business Consulting

**Contacts:** Christine Sing, CPA MBA and Disa Webb, CPA

**Description:** A full service, Ann Arbor based, accounting firm providing assurance (audit, review and compilation) and tax services, including multi-state and international tax planning and compliance. Small Business Group provides monthly accounting and payroll services as well as QuickBooks set ups.

**Phone** 734-761-2005

**Email:** [csing@wgdandco.com](mailto:csing@wgdandco.com) or [dwebb@wgdandco.com](mailto:dwebb@wgdandco.com)

**FISCAL Fitness, LLC****Services:** Financial Management**Contact:** Claire T Foley, CPA MBA**Description:** Provider of time-share CFO services to a wide range of clients, including start-ups as well as long-established businesses. Areas of expertise include Accounting, Financial Management and Information Technology system design and support.**Phone:** 734-761-4387 or 734-730-9376**Email:** [Claire@fiscalfit.net](mailto:Claire@fiscalfit.net)**Website:** [www.fiscalfit.net](http://www.fiscalfit.net)**Hessenaur & Associates, CPA, PC****Services:** Financial – CPA**Contact:** Gary Hessenauer, CPA**Description:** The firm provides a full range of accounting, tax, consulting and part time CFO services. The firm focuses on small to mid-size businesses with a specialty in start ups and technology businesses.**Phone:** 734-663-9306**Email:** [gary@hessenaur.com](mailto:gary@hessenaur.com)**Website:** [www.hessenaur.com](http://www.hessenaur.com)**Wells Fargo Insurance Services****Services:** Risk Management and Commercial Insurance**Contact:** Derek Shinska, CLCS**Description:** Wells Fargo Insurance Services is the 3rd largest broker in the United States that has developed a specialized Biotechnology and Life Science Practice Group to handle the insurance and risk management needs of life science companies. With our world wide network and years of expertise in the industry, we are able to address any of the risk and or issues that your company faces including clinical trials anywhere in the world.**Phone:** 248-948-5653; cell 248.302.1972**Email:** [derek\\_shinska@wellsfargois.com](mailto:derek_shinska@wellsfargois.com)**Human Resources and Health Insurance****HealthMarkets®****Service:** Health Insurance**Contact:** Dan Burch**Description:** Committed to helping self-insured Americans get health protection with a group and PPO program that's truly personalized - you won't find "one-size-fits-all" coverage because that does not fit everyone. Instead, we offer flexible plans and products that can be personalized to fit your lifestyle and budget, so, you can always have the health protection benefits you need; without paying for ones you don't.**Phone:** 734.320.5111**Email:** [dburchins@comcast.net](mailto:dburchins@comcast.net)**Paychex, Inc.****Services:** Payroll and Human Resources**Contact:** Jessica Ping**Description:** Payroll and human resource products and services that help clients do what they do best - run their business. From calculating payroll and filing tax payments to administering retirement plans and workers' compensation - a comprehensive human resource outsourcing solution for any size business.**Phone:** 734.358-5757; 248-488-1100 ext. 59050 VM**Email:** [jpings@paychex.com](mailto:jpings@paychex.com)

**Tobin Zawlocki LLC****Services:** Human Resources**Contact:** Jean Zawlocki**Description:** Experienced Human Resource professional can help your company develop infrastructure, ongoing business, and company closure. Tobin Zawlocki LLC are recognized as a highly successful HR change agent who can bring immediate results to your business!**Phone:** (734) 340-5078, (734) 502-5324**Email:** [jmzawlocki@yahoo.com](mailto:jmzawlocki@yahoo.com)**Trossen HR Group****Services:** Human Resources**Contact:** Scott Trossen**Description:** For small businesses, we will be your HR department by providing only the expert services you need from benefits/pay administration to recruiting support to compliance control to leader development. For larger organizations, we offer project consulting and program implementation.**Phone:** 734-330-2588**Email:** [scott@trossenHR.com](mailto:scott@trossenHR.com)**Website:** [www.trossenhr.com](http://www.trossenhr.com)

## Legal Services

**Bodman LLP – Ann Arbor****Contact:** Timothy R Damschroder or Carrie Leahy (Corporate Law), Alan N. Harris (IT, IP)**Description:** One of Michigan's largest business law firms with 146 attorneys in five offices, including an Ann Arbor office where our high tech startups team has worked with scores of leading entrepreneurs, investors, funds and financial institutions needing legal advice in the areas of corporate, finance, securities, tax, and intellectual property. We specialize in dealing with high-tech companies from start-up stage, to transactions involving intellectual property, to angel and venture capital financing, to eventual sale or IPO.**Phone:** 734-930-0230**Email:** [tdamschroder@bodmanllp.com](mailto:tdamschroder@bodmanllp.com) or [cleahy@bodmanllp.com](mailto:cleahy@bodmanllp.com) or [aharris@bodmanllp.com](mailto:aharris@bodmanllp.com)**Website:** <http://www.bodmanllp.com>**Butzel Long Attorneys & Counselors – Ann Arbor****Contact:** Michael Huget (Corporate Law), Bea Swedlow (IT, IP)**Phone:** Huget 734-995-1777, Swedlow 734-213-3266**Email:** [swedlow@butzel.com](mailto:swedlow@butzel.com)**Dickinson Wright PLLC****Contact:** Michael Raymond (Corporate Law), Jon Shackelford (Patents), John Nishi (Trademarks & Copyrights)**Description:** By taking the time to develop an in-depth understanding of your business, we provide useful, relevant legal services customized to your business needs. As appropriate, we will make introductions within our extensive network of funding sources, service providers, and other business resources.**Phone:** Raymond 734-623-1663 or Shackelford 734-623-1734**Email:** [MRaymond@dickinson-wright.com](mailto:MRaymond@dickinson-wright.com) or [JShackelford@dickinson-wright.com](mailto:JShackelford@dickinson-wright.com)**Website:** [www.dickinson-wright.com](http://www.dickinson-wright.com)**Dykema – Ann Arbor****Contact:** Theresa G. Carroll (Corporate Law)**Description:** Dykema is a national law firm that delivers a full range of legal services to Fortune 1000, middle-market and emerging companies, including corporate finance and securities, intellectual property and technology, employment and immigration, tax and litigation. Ms. Carroll

is a member of Dykema's Corporate Finance practice group and the leader of its Venture Capital and Private Equity practice subgroup.

**Phone:** 734-214-7698

**Email:** [tjcarroll@dykema.com](mailto:tjcarroll@dykema.com)

**Website:** [www.dykema.com](http://www.dykema.com)

#### **Factotem Legal - Ann Arbor**

**Contact:** Steven Rich (IP, IT and Business Law)

**Description:** Steve Rich, who has worked with technology as both legal counsel and product manager, assists startups and mature businesses with contracts, partnerships, funding, compliance, policies and precautions as well as strategic advice on Intellectual Property and Information Technology matters. He participates in Factotem Legal and its parent community, the Factotem Constellation, and is Of Counsel to the firm of Dawid and Gatti, PLLC.

**Phone:** 734-904-5732

**Email:** [srich@factotem.com](mailto:srich@factotem.com)

**Website:** [www.steverichlaw.com](http://www.steverichlaw.com)

#### **Honigman Miller Schwartz & Cohn LLP – Ann Arbor**

**Contact:** David Parsigian (Business Law)

**Description:** Honigman is a business law firm of nearly 240 attorneys with more than 40 practice areas, including representation of high-technology companies in information technology, biotechnology and life sciences, medical devices and advanced manufacturing industries, as well as institutional venture firm and individuals in their high-technology investment activities. The firm also specializes in counseling clients on patent preparation and prosecution, freedom-to-operate opinions, intellectual property due diligence, licensing, collaboration agreements and patent strategies, particularly in relation to biotechnology.

**Phone:** 734-418-4258

**Email:** [dparsigian@honigman.com](mailto:dparsigian@honigman.com)

#### **Law Office of Soo Park, PLC – Ann Arbor**

**Contact:** Soo Park (Immigration Law)

**Description:** Soo Park has been practicing Immigration and Naturalization Law, serving the Metro-Detroit area since 2000. She is a member of the Michigan Bar Association and AILA (American Immigration Law Association), and is well-qualified to assist you with all of your immigration needs including preparation of non-immigrant and permanent residence visa applications, advice regarding consular processing, and immigration compliance - Fluent in Korean.

**Phone:** (734) 996-7777

**Email:** [soo@immigrationpark.com](mailto:soo@immigrationpark.com)

**Website:** <http://immigrationpark.com/>

#### **Peter A. Long**

**Contact:** Pete Long (Corporate, IP and IT Law)

**Description:** An Ann Arbor practice for over thirty five years, I have worked with many start-up and emerging companies, both technology-based and otherwise. Services include those related to entity formation, contract and license negotiation, transactions, private securities offerings, mergers and acquisitions, revenue bond financing, real estate, tax and general corporate matters.

**Phone:** 734-668-4095

**Email:** [palong@berrymoorman.com](mailto:palong@berrymoorman.com)

**Website:** [www.berrymoorman.com](http://www.berrymoorman.com)

#### **PMD Legal**

**Contact:** Priya Marwah Doornbos

**Description:** PMD Legal is a woman and minority owned law firm serving as a virtual general counsel to start-ups and entrepreneurs dedicated to helping businesses grow. Please visit [www.pmdlegal.com](http://www.pmdlegal.com) for more information.

**Phone:** 734-667-5702; cell 313-610-2633

**Email:** [priya@PMDlegal.com](mailto:priya@PMDlegal.com)

**Skype:** priya.marwah.doornbos

#### **Richard W. Pierce, P.C. – Ann Arbor**

**Contact:** Richard W. Pierce or Suzanne Sukkar

**Description:** Practicing Immigration and Nationality Law since 1983, Dick and Suzanne are active members of the American Immigration Lawyers Association (AILA). The firm handles a wide variety of immigration cases including non-immigrant visas such as (H, L, E, O, P, J, TN NAFTA), immigrant cases (lawful permanent residence commonly known as green cards), and naturalization - Competent in both Arabic and Spanish languages.

**Phone:** 734-769-9191

**Email:** [rwp@piercehahn.com](mailto:rwp@piercehahn.com); [sukkar@piercehahn.com](mailto:sukkar@piercehahn.com)

**Website:** [www.piercelawoffice.com](http://www.piercelawoffice.com)

#### **Schox Patent Group – Ann Arbor**

**Contact:** Jeffrey Schox (Patent Law)

**Description:** Jeffrey Schox is the founding member of Schox Patent Group, a boutique patent firm devoted to building patent portfolios for cleantech, medtech, and high-tech startups in Ann Arbor and the Bay Area. Drawing on his experience of over ten years in patent law and over five years in angel investing, he has written patent applications for startups that attracted investments from high profile venture capital firms, such as DFJ, Greylock, and Kleiner Perkins.

**Phone:** 734-355-0675

**Email:** [info@SchoxPLC.com](mailto:info@SchoxPLC.com)

**Website:** [www.SchoxPLC.com](http://www.SchoxPLC.com)

### **Life Sciences and Biotech Support**

#### **Agile BioVentures**

**Services:** Coaching and Organizational Consulting

**Contact:** David Olson

**Description:** Agile BioVentures is a team of entrepreneurs that specializes in commercializing early-stage life science technologies and partners with innovators to catalyze the economic value of their technology assets. Our goal is to help entrepreneurs maximize the return on their ideas and reach a point of exit through strategic planning, experienced management and investment capital.

**Phone:** 734-678-7689

**Email:** [dolson@AgileBV.com](mailto:dolson@AgileBV.com)

**Website:** [www.AgileBV.com](http://www.AgileBV.com)

#### **Biotechnology Business Consultants, LLC**

**Services:** Life Sciences and Biotech Support

**Contact:** Lisa Kurek

**Description:** BBC provides intensive business development and SBIR/STTR assistance, training and consulting to support early stage life science and technology companies. BBC manages a statewide SBIR/STTR training and assistance program for Michigan companies seeking federal R&D funding.

Please let me know if you need anything else.

**Phone:** 734-930-9741

**Email:** [lisa@bioconsultants.com](mailto:lisa@bioconsultants.com)

**Website:** [www.bioconsultants.com](http://www.bioconsultants.com)

#### **GLP Quality Consulting, LLC**

**Services:** FDA/EPA Good Laboratory Practices Regulatory Compliance Consulting

**Contact:** Scott C. Rumsey

**Description:** GLP Quality Consulting, LLC provides FDA/EPA Good Laboratory Practices quality assurance services for the life sciences industry. Services include GLP implementation, vendor/CRO qualification audits, internal facility data and report audits, and training.

**Phone:** 734-222-6285

**Email:** [scottrumsey@glpqualityconsulting.com](mailto:scottrumsey@glpqualityconsulting.com)

**Website:** [www.glpqualityconsulting.com](http://www.glpqualityconsulting.com)

#### **Global Clinical Connections**

**Services:** Life Sciences and Biotech Support

**Contact:** Loretta Dubray

**Description:** Consulting/project management firm specializing in total Supply Chain Management from drug manufacture through global distribution of clinical supplies to Phase I – IV sites. We can help navigate the complex regulatory environment, coordinate all or part of your process, monitor progress & provide updates toward milestones for your contracted activities at vendors, all with cost effective solutions.

**Phone:** 269-488-3277

**Email:** [lacdubray@globalclinicalconnections.com](mailto:lacdubray@globalclinicalconnections.com)

**Website:** [www.globalclinicalconnections.com/](http://www.globalclinicalconnections.com/)

#### **PharmaMed Resources, LLC**

**Services:** Life Sciences and Biotech Support

**Contact:** Shirley Smith

**Description:** Quality Assurance and Regulatory consulting group that offers GMP services to the Pharma and Medical Device Industries and companies that support those industries. Member of the Michigan CMC Alliance.

Otherwise, the remaining info should remain the same.

**Phone:** 269-303-0798

**Email:** [shirley@pharmamedresources.com](mailto:shirley@pharmamedresources.com)

**Website:** [www.pharmamedresources.com/](http://www.pharmamedresources.com/)

#### **ProReg Resources, LLC**

**Services:** Life Sciences and Biotech Support

**Contact:** Suzanne Hoerle

**Description:** Specializes in regulatory affairs project management and strategic planning for global chemistry, manufacturing and controls (CMC) documentation for all phases of drug development. We offer many years of experience in the pharmaceutical and biotech industries, which we can share with your emerging company to assist you with meeting all of your regulatory CMC needs.

**Phone:** 269-744-5174 or 269-372-2911

**Email:** [shoerle@proregresources.com](mailto:shoerle@proregresources.com)

**Website:** [www.proregresources.com](http://www.proregresources.com)

#### **USA Scientific**

**Services:** Life Sciences and Biotech Support

**Contact:** Wendy Robertson

**Description:** Providing quality laboratory plastics, equipment, serum and accessories since 1982. Three warehouse locations and US based manufacturing facilities assure rapid, on-time delivery of your order as well as exceptional customer service.

**Phone:** 800-872-3847 x 530

**Email:** [wrobertson@usascientific.com](mailto:wrobertson@usascientific.com)

**Website:** [www.usascientific.com](http://www.usascientific.com)

#### **Velesco Pharmaceutical Services**

**Services:** Life Sciences and Biotech Support

**Contact:** Gerry Cox

**Description:** Contract research organization supporting early stage product development work of pharmaceutical companies. Velesco provides drug formulation (clinical and non-clinical), analytical method development, cGMP non-sterile clinical supplies and CMC consulting services.

**Phone:** 734-545-0696

**Email:** [gerry.cox@velescopharma.com](mailto:gerry.cox@velescopharma.com)

**Website:** <http://www.velescopharma.com/templates/index.html>

## **Marketing, Graphic Design & Advertising**

### **Allegra Print & Imaging**

**Services:** Printing and Imaging Services

**Contact:** Kelly Parkinson or Mark Boone

**Description:** Allegra Print & Imaging has a unique combination of equipment to cover a wide range of projects including booklets, brochures, business cards, direct mail, envelopes, folders, flyers, handbooks, letterhead, manuals, newsletters, notepads, pocket folders, postcards, programs and more. Pens, cups, shirts and over 700,000 products can be personalized with a company logo or message for trade shows, key customer events or marketing for your company.

**Phone:** 734-944-1404

**Email:** [kparkinson@allegra.net](mailto:kparkinson@allegra.net) or [mboone@allegra.net](mailto:mboone@allegra.net)

**Website:** [www.allegra.net](http://www.allegra.net)

### **Cranmer Communication, LLC**

**Services:** Performance and process improvement solutions, including training and new employee development

**Contact:** Gail Mitchell

**Description:** We provide multi-faceted performance improvement solutions including learning development and delivery, needs and gaps analyses, branding and brand management, communication solutions, coaching and counseling, process and performance improvement analysis and solutions, and management and employee orientation and training.

**Phone:** 734-657-7966

**Email:** [crancom@prodigy.net](mailto:crancom@prodigy.net) or [gail@cranmercommunication.com](mailto:gail@cranmercommunication.com)

**Website:** [www.cranmercommunication.com](http://www.cranmercommunication.com)

### **DeLancey Design**

**Services:** Marketing - Web Services

**Contact:** Jane DeLancey

**Description:** DeLancey Design provides design and marketing services to both develop web sites and print materials and publications. We work with you from initial ideas to final completion - whether it's a new web site launch or trade show display.

**Phone:** 734-975-2440 or cell 734-645-7997

**Email:** [jdelance@umich.edu](mailto:jdelance@umich.edu)

**Website:** [www.delanceydesign.com](http://www.delanceydesign.com)

### **Doug Wood**

**Services:** Marketing – Ad Agency

**Contact:** Doug Wood

**Description:** Full service, one-man ad agency for startups. I build ad campaigns, design websites, develop gorilla marketing efforts, draw storyboards, shoot TV commercials and write targeted brand advertising - over 24 years of experience.

**Phone:** 734-660-2289

**Email:** [gdwoodman@gmail.com](mailto:gdwoodman@gmail.com)

### **Durable Graphix**

**Services:** Graphic Design and Advertising

**Contact:** Tina Watson

**Description:** Visual communication firm providing a full scope of design services including logo, web site and collateral material design as well as patent drawing development, trade show graphics, product demonstration videos and wide format digital printing services. Durable Graphix is committed to assisting technology based organizations in building brand and product awareness through cost effective design innovation.

**Phone:** 734-585-7131

**Email:** [tina@durablegraphix.com](mailto:tina@ durablegraphix.com)

**Website:** [www.durablegraphix.com](http://www.durablegraphix.com)

#### **LeDuc Creative Co.**

**Services:** Marketing/Media Integrated Planning/Advertising/Design

**Contact:** John LeDuc or Pam Anderson

**Description:** LeDuc Creative Co.'s full range of services include branding to production to ads, brochures, press releases, websites and broadcast to implementing marketing budgets and full blown advertising plans for clients in a wide range of industries. What brings us together is that we will listen to your needs carefully, competently and develop goals, an approach and expect results that set you apart.

**Phone:** 734-769-0266

**Email:** [john@leduccreative.com](mailto:john@leduccreative.com) or [pam@leduccreative.com](mailto:pam@leduccreative.com)

**Website:** [www.leduccreative.com](http://www.leduccreative.com)

#### **Science Strategies**

**Contact:** MaryAnn Labant

**Description:** For over 20 years, Science Strategies has defined, focused and built upon clients' market strengths to help them achieve their business goals. Science Strategies strength is "to do it"— creating plans and managing programs that produce results, through strategic leadership and hands-on implementation.

**Phone:** 734-429-5625

**Email:** [malabant@comcast.net](mailto:malabant@comcast.net)

#### **Wagner Design Associates LLC**

**Services:** Graphic Design and Advertising

**Contact:** Kathy Roeser

**Description:** Wagner Design is a graphic design firm that provides design and communication services including corporate identities, print collateral, advertising, email marketing campaigns, SEO and websites. They provide marketing expertise to companies in the high tech, life science, health care, financial, retail and academic sectors.

**Phone:** 734-662-9500

**Email:** [kathy@wagdesign.com](mailto:kathy@wagdesign.com)

**Website:** [www.wagdesign.com](http://www.wagdesign.com)

### **Web and IT Services**

#### **Artonic Web**

**Services:** Web Design and IT Consulting

**Contact:** Matt Harper

**Description:** Artonic Web specializes in the creation of attractive and affordable websites for small and medium businesses. Services include website design & development, search engine optimization & marketing, website maintenance, and more which can be found at [www.artonicweb.com](http://www.artonicweb.com).

**Phone:** 517-902-7851

**Email:** [matt@artonicweb.com](mailto:matt@artonicweb.com)

**Website:** [www.artonicweb.com](http://www.artonicweb.com)

#### **Great Lakes Telecom, Inc**

**Services:** Full Telecom / IT Provider

**Contact:** Margaret Lutz

**Description:** We're a solutions provider on telecommunication services including PBX and VoIP phone systems, data needs pro-audio, video products, along with video conferencing, security products and cabling.

**Phone:** 734-213-7200 (direct) or 734-995-5555 (main)

**Email:** [margaretl@glit.com](mailto:margaretl@glit.com)

**Website:** [www.glt.com](http://www.glt.com)

#### **Logic Solutions, Inc.**

**Services:** Web and IT Services

**Contact:** Bruce Richardson, COO

**Description:** Founded in 1995, this privately held minority-owned Ann Arbor based company assists early stage start-up companies to build revenue generating web based technology and infrastructure. We specialize in web based applications, mobile applications, custom web sites, social networks, eLearning solutions, and IT Systems Management.

**Phone:** 734-930-0009 x240; cell 734-274-0502

**Email:** [brichardson@logicsolutions.com](mailto:brichardson@logicsolutions.com)

**Website:** [www.logicsolutions.com](http://www.logicsolutions.com)

#### **Menlo Innovations**

**Services:** Web and IT Services

**Contact:** Richard Sheridan

**Description:** At Menlo Innovations we design and build software that is widely adopted by target users, produces better business results, and is a competitive advantage for our clients. Services include custom software design, custom software development, and training in project management, writing agile requirements, and our most popular course "Agile Explained."

**Phone:** 734-665-1847

**Email:** [rsheridan@menloinnovations.com](mailto:rsheridan@menloinnovations.com)

**Website:** [www.menloinnovations.com](http://www.menloinnovations.com)

#### **OfficeFlex**

**Services:** Web and IT Services

**Contact:** Mark Jones

**Description:** Provides a no capital requirement, all inclusive Fortune 100/500 cloud computing solution for the startup and established SMB market for typically half the cost or more of traditional buy, build and support IT models. One, scalable, per user (not device) fee and you are in business!

**Phone:** 248-891-4546

**Email:** [mjones@officeflex.biz](mailto:mjones@officeflex.biz)

**Website:** [www.officeflex.biz](http://www.officeflex.biz)

#### **SRT Solutions**

**Services:** Web and IT Services

**Contact:** Dianne Marsh

**Description:** SRT Solutions helps companies succeed by developing software that drives business success. SRT Solutions has deep experience in C#.Net software development, and has the highest percentage of employees who have been recognized by Microsoft as "Most Valuable Professionals".

**Phone:** 734-929-3211

**Email:** [bizspark@srtsolutions.com](mailto:bizspark@srtsolutions.com)

**Website:** [www.srtsolutions.com](http://www.srtsolutions.com)

#### **Stone Interactive Group**

**Services:** Web Design, Web Development, Online Marketing

**Contact:** Mark Lipowski

**Description:** Stone is an established full service web marketing agency. Key service groups include: strategy, web design, online marketing, and interactive solutions.

**Phone:** 734.222.9789

**Email:** [mark.lipowski@stoneiq.com](mailto:mark.lipowski@stoneiq.com)

### **Switchback, LLC**

**Services:** Web Design & Development

**Contacts:** Stephen Colson and Cathy Colson

**Description:** We develop easy-to-use web products, and tailor them to meet your business needs—from Trailhead, our entry-level content management package, to Caravan, our full-featured membership management system. We also provide custom web design and development, all built on popular, open-source platforms.

**Phone:** 734-418-1667

**Email:** [cathy.colson@switchbackcms.com](mailto:cathy.colson@switchbackcms.com)

**Website:** <http://switchbackcms.com>

### **VC Web Design**

**Services:** Web Design, Web Hosting, Web Maintenance, Online Marketing, Audio/Video Production

**Contact:** Vince Chmielewski

**Description:** Full service web company that believes in designing sites that are attractive, clean, functional, accessible (508 compliant), and standards compliant (W3C). VC Web Design focuses on outstanding customer service and technical excellence and we understand the importance of content and usability.

**Phone:** 734-217-4530

**Email:** [info@vcwebdesign.com](mailto:info@vcwebdesign.com)

**Website:** [www.vcwebdesign.com](http://www.vcwebdesign.com)

### **Website-Promotion-and-Marketing.com**

**Services:** Search Engine Optimization Services

**Contact:** Kristine E. Squiers

**Description:** Small business website search engine optimization services including pay-per-click campaigns, copywriting, webmaster services, design, account management and more.

**Phone:** 734-325-6776; cell 269-358-2288

**Email:** [kristinesquiers936@msn.com](mailto:kristinesquiers936@msn.com)

### **WorkNet Systems**

**Services:** Web and IT Services

**Contact:** Dean Jeffery

**Description:** Worknet Systems provides Information Technology management, maintenance, and support for companies anticipating high growth. Entrepreneurial companies rely on Worknet to manage their IT, so that they can focus their internal resources on the key drivers for their business growth and success.

**Phone:** 734-622-8484

**Email:** [djeffery@worknetsystems.com](mailto:djeffery@worknetsystems.com)

**Website:** [www.worknetsystems.com](http://www.worknetsystems.com)