



### Expanding in MA

**Granite Telecom**, the **Quincy** provider of telecom and related services, has expanded by purchasing a **125,000 SF** building in Quincy. In April the company saw monthly revenue increase by \$1.1M. Granite is preparing to take on another 125 employees to fill positions in sales, finance, and IT. For full article click [here](#).

**Netherlands** cloud-based mobile device management company **VeliQ** is opening its first US office in **Boston**. Since its founding, the company has secured \$7.5 million in funding and has expanded to the UK, Denmark, and Germany. For full article click [here](#).

**Intuit Inc.**, California-based maker of software products used for taxes, payroll and other services, has outgrown its **Waltham** office and will be moving its employees to Cambridge. The new space is double the original size with room to accommodate an additional 100 employees. For full article click [here](#).

**Materion Barr Precision Optics & Thin Film Coatings** is set to build a **3,000 SF** Wafer Coating Cell clean room in **Westford**. This multi-million dollar investment is designed to be self-contained and ultimately facilitate major growth throughout the commercial infrared camera industry. Construction is expected to finish in the third quarter of 2013. For full article click [here](#).

**Glasgow**-based biological research company **BioOutsource** is opening its first US office in **Cambridge**. BioOutsource opened this office in response to increasing demand from across the North American market for its market-leading BioAnalytical services. For full article click [here](#).

**National Grid** is opening their Sustainability Hub in **Worcester**. Students from Clark, Holy Cross and **WPI** will staff the Hub, which will feature ways that customers can test in-home energy displays and other products. For full article click [here](#).

**Canadian** medical supply company **Baylis Medical** opened their first US location in **Burlington** with plans

### Ambassador A-List, New Products & Funding

Cloud automation firm **VMTurbo** added **\$7.5M** from series C funding led by Globespan to expand sales and development of its software. The company has 350 customers including British Telecom, CSC, Coca-Cola, Sears, Colgate, and Citrix. For full article click [here](#).

Clinical-stage biopharmaceutical company **Karyopharm Therapeutics** has secured **\$20.5M** in funding. This Natick based company develops cancer and inflammation-targeting drugs. This is the second round of funding after receiving \$20M in 2010. For full article click [here](#).

Cambridge company **Ironwood Pharmaceuticals** received **\$136M** in funding to support the launch of a new IBS treatment drug, Linzess. The intestinal aid is the company's first product on the market. For full article click [here](#).

**Overture Networks**, a developer and manufacturer of high-speed carrier Ethernet and other products, has secured **\$8M** in new funding. The funding will enable the company to expand R&D centers and advance development of its open source automation software. Overture also plans on opening two new research centers in **Westford, MA** and Bangalore, India. For full article click [here](#).

**iRobot** won **\$7.2M** in contracts from the Brazilian government for unmanned ground vehicles. These vehicles are iRobot 510 PackBot robots used for reconnaissance, route clearance, hazardous materials detection, and bomb disposal. For full article click [here](#).

**Extreme Reach**, a **Needham**-based software company, has secured **\$50M** in funding that will be used for at least two acquisitions. With 3,000 customers in total, the company's software - which transmits video ads to TV, online and mobile destinations - is used by brands including Coca-Cola, Ford, and Sears. For full article click [here](#).

to expand in the Greater Boston area in the future, adding more space and employees. This office is part of the firm's ongoing global expansion project. The privately-held company supplies cardiology, endovascular, and oncology products. For full article click [here](#).

**Maynard**-based networking technology firm **Acacia Communications** raised **\$20M** in funding. The funding will be used to launch new products and expand its market presence. The company is expected to make a decision on pursuing an IPO within the next few quarters. For full article click [here](#).

## June Spotlight on Manufacturing

The **First Annual Advanced Manufacturing Summit**, featuring Governor Deval Patrick, provides a full day of hands-on workshops for manufacturers. Held at Foxboro's Gillette Stadium on June 20, please register [here](#).

Join MassEcon for a discussion on what's new and what's next in manufacturing at its **20th Annual Conference: Manufacturing Transformed** on June 21 at the Newton Marriott. Engage with execs from **Kiva Systems**, **Genzyme**, **MIT's Industrial Performance Center**, and **Micron Products**. **Northeastern's** Barry Bluestone will serve as the panel's moderator. Seats are limited, so [register](#) now.

## Ambassadors @ Work

The **World Class Cities Partnership** recently hosted a delegation of Portuguese business executives to learn about the assets the state has to offer companies seeking a Massachusetts location. The delegation, which included the US Ambassador to Portugal, packed in four days of visits to Boston, Cambridge, and New Bedford to meet with private and public sector leaders. Connections were forged in life sciences, energy, technology, and other industries. For pictures click [here](#).

Know companies making an impact in Massachusetts? [Nominate](#) them for the **10th Annual Team Massachusetts Economic Impact Awards**. The awards luncheon will be held November 26th at the Seaport Hotel in Boston. To view coverage from last year's event or visit our [website](#). **The Nominations closes on June 10th.**

**MassEcon** hosted a Massachusetts Hospitality Reception for a gathering of corporate location advisors at the Royalton Hotel in New York City. The reception's goal was to introduce these advisors to the best Massachusetts has to offer growing companies - talent, a diverse economy, and available real estate. On hand from MA were the **Mayor of Marlborough** and executives from **Heat Trace Products**, **VHB**, **Dacon Corporation**, **The Kraft Group**, and **MassDevelopment**.

## New England Economic Outlook - NEEP 2013

The *New England Economic Outlook, Spring 2013* by the New England Economic Partnership (NEEP) shows Massachusetts will continue to have the fastest growth in employment of any New England state as the country comes out of the recession. Manufacturing is on the rise in the region with 7,000 new manufacturing jobs expected by 2016. For full report click [here](#).

MassEcon  
101 Walnut Street  
Watertown, MA 02472  
Phone: (617) 924-4600  
[www.massecon.com](http://www.massecon.com)  
[twitter.com/MassEcon](https://twitter.com/MassEcon)

If you have information for this newsletter, contact Trina Aitken at 617.924.4600 x 15 or email [taik@massecon.com](mailto:taik@massecon.com)

Interested in MassEcon membership? Click [here](#)

The Massachusetts Alliance for Economic Development is a private, non-profit partnership of business and government dedicated to the economic growth of the Commonwealth.

