

THE SOUTH BAY ENTREPRENEURIAL CENTER Where Innovation, Technology, Business and Investment Come Together.

The South Bay Entrepreneurial Center (SBEC) is a non-profit business incubator and educational center started by a group of local business and civic leaders who recognized that the majority of new jobs are created by start-ups and emerging growth companies. Its purpose is to provide a place where entrepreneurs can meet, exchange ideas, and access mentors and business resources to help local business grow, create jobs, and foster economic development in the South Bay.

Working closely with major corporations, educational institutions, and governmental entities, the SBEC offers resources such as office space, facilities, technology, administrative services, and ongoing advice, and assists member entrepreneurs with a host of services: R&D Collaboration, Strategic and Financial Planning, Funding, Visibility, and Support.

75% of incubated businesses are still in business after 5 years versus less than 20% without incubation...The system works!

Mentors at the SBEC are seasoned professionals in a variety of fields who volunteer their knowledge, expertise, and time to help member entrepreneurs. Mentors are experts in developing business plans, building management teams, and solving start-up problems.

A short list of diverse entrepreneurs on the SBEC website www.thesbec.org is telling of the multifarious skill-sets among its members.

Scott Herring (ZenCX), shares his story on what led him to the SBEC, “I’m in several startup and technology groups on Meetup.com, almost all of which are based in Santa Monica or Culver City. I received an email announcing an open house at SBEC, and having lived in the South Bay for 18 years, it sounded like a timely and worthwhile idea. When I visited the open house, I met several mentors and could tell SBEC was going to be the real deal.”

ZenCX creates software that helps banks reduce customer churn and increase their profitability using data analytics to create better customer engagement. The broader the relationship that banks can create with their customers, the



The SBEC is a place where entrepreneurs can meet, exchange ideas, and access mentors and business resources.

longer the customers stay. Stronger customer engagements result in better retention, lower acquisition costs, and higher profitability for accounts.

Speed-to-Contact is a service company that provides a cloud based phone platform to help businesses connect with consumers faster & more efficiently. The company specializes in integrations with (CRM) Customer Relationship Management Systems in many major Lead Generation industries such as consumer finance.

StarQuick Solutions produces TheraQuick®, a state-of-the-art electronic medical record application for mental health professionals. After the engineering phase, TheraQuick® went live in 2010 and has a target market of over 400,000 professionals in need of this solution; there is an enormous market opportunity.

Performance Branding Services caters to businesses in the Health and Beauty sector that want to extend their brands through creating their own personal care product line. They help clients turn great ideas into profits through strategic planning, product formulation, manufacturing and establishing operational infrastructure. They operate a warehouse with assembly, fulfillment and shipping services for emerging brands in any business sector, and own a product line - DoshCare Customized Ayurvedic SkinCare – that demonstrates their expertise through Performance Branding Services.

Continued on page 20

Continued from page 18
PLCMMCT

he applauded his care giving team.

Providence Little Company of Mary Torrance is dedicated to top quality care with a heavy dose of compassion, treating each patient as they would a family member.

Faby Ryan calls Emma's care team family. By Thanksgiving this little miracle was up to 9 pounds, 10 ounces, her mother recording each milestone on video.

"I can't stop smiling when I talk about her now," Ryan said. "I used to cry when I talked about her. We are so fortunate to have had such incredible care."

For more information visit us at <https://california.providence.org/torrance/> ■

Continued from page 19
THE SBEC

Digitsy provides Cloud Augmentation solutions allowing businesses of all sizes to extend existing systems with advanced functionality, while reducing risks and preserving existing business processes. ElasticWCM - A radically new type of Web Content Management - offers a unique feature: Catalog Augmentation; providing the ability to extend existing catalogs with additional content relevant to groups of products.

MX Digital is a leading US-based developer and distributor of branded-online-gambling games. MX Digital designs, produces and distributes game content to the largest international game platforms in the US, Europe, Latin America and the Caribbean.

Since opening their offices in Torrance, growth and acceptance have been

remarkable. SBEC provides a variety of services, support and networking for its members and meets the needs of an always growing business community in the South Bay area.

The South Bay Entrepreneurial Center
We empower innovation.
1108 Sartori Avenue, Suite 120
Torrance, CA 90501 (424) 271-7140
Conveniently located in
Old Town Torrance
www.thesbec.org ■



**Animal Plaza USA
Puppy Kindergarten**

-Dog lovers who are thinking about a new puppy.

-Dog owners who want your puppy to be perfectly potty trained.

Check this out!



**A free manual on
how to perfectly potty
train your puppy!**

**Call us now!
310-329-2914**

For training inquiries,
please call Tue-Sat 9am-6pm

For manual inquiries,
please call anytime after 6pm

(Please leave your name, phone number, and
a message regarding the potty
training manual!)



Puppy Kindergarten

www.animalplaza-usa.com



Torrance Welcomes Animal Plaza USA

ANIMAL PLAZA has been the leading dog training company in Japan, and has been in business at various locations throughout Tokyo and Osaka for over 10 years. Animal Plaza USA is the first US location that is located in South Bay's Torrance, CA, and is involved in all aspects of dog training, including the education and certification of dog trainers. Animal Plaza USA Puppy Kindergarten's certified trainers use only positive reinforcement training techniques to foster a strong and trusting bond between the owners and dogs.

Modeled after the children's kindergarten concept, our Puppy Kindergarten service offers a structured supervised setting to teach your puppy or dog basic obedience commands while socializing them to confidently interact with other dogs, people, and the environment. We offer free consultations with anyone that has concerns with their puppy or dog, or just want to get training for them! Give us a call at 310-329-2914. ■