

Wednesday, April 5, 2005
Carl Mitchell
(540) 831-6398cmitchel@radford.edu
Theresa Knox
(540) 831-6391 twknox@radford.edu

**Forging Partnerships Between Government Tech Firms in
Southwest Virginia and Northern Virginia**

***Intra-Regional Business Success at "Virginia's Linked Workforce Showcase"
March 31, 2005 in Tysons Corner***

Tysons Corner and Radford, VA – Virginia Economic Bridge, Inc., hosted a unique forum that brought well-qualified technology firms from Southwest Virginia to Tysons Corner to meet with executives from Northern Virginia companies

Created to build strategic business relationships that benefit the companies involved and the regions they represent, *Virginia's Linked Workforce Showcase* also helps keep a larger portion of lucrative federal contracts in the Commonwealth. Virginia Economic Bridge, Inc., has historically worked to bridge Virginia's regions to build business alliances.

The breakfast workshop took place on **Thursday, March 31, 2005 at the Holiday Inn, Tysons Corner**. Nine Southwest Virginia companies: Automation Creations, Inc., Blacksburg; Business Knowledge Architects, Roanoke; CornerPost Software, LLC, Duffield; G3 Systems, Inc., Roanoke; Highland Data Services Company, Blue Grass; Integrated Imaging, Roanoke; Interactive Design, Inc., Roanoke; Interactive Design & Development, Inc., Blacksburg; and Vision Point Systems, Inc., Blacksburg meet with 16 prime contractors in the Software Development and Computer Programming industry sectors: Advance Technology Systems; AT&T Government Solutions; Base Technologies, Inc.; CGI-AMS; CSC; GTSI; ifour, LLC; INDUS; Lockheed Martin; Mitretek Systems, Inc; CALIBRE; Integrated Systems, Inc.; SAIC; SRA International; UNISYS; and Stanley Associates.

Automation Creations, Inc., President, Henry Bass had this to say about the Showcase: "We made excellent contacts at the Virginia's Linked Workforce Showcase that we are looking forward to pursuing. My peers attending this event agree that this was the best event of its type. I will follow up with additional opportunities that I would otherwise not have been able to obtain on my own. Virginia Economic Bridge is therefore providing an invaluable service for our small, technology-based business. We employ 42 high-tech people in the Montgomery County, Radford, Giles and Floyd area. We are already the largest custom software development business in the Blue Ridge and have the potential to grow much more with opportunities such as the ones presented on March 31st."

Diane Dempsey, North American Procurement Operations Manager - Supplier Diversity Office for CSC wrote " Computer Sciences Corporation participates frequently in these match maker events and I found the "Showcase" provided insight into the offerings of these small and woman-owned and HUBZone companies. The IT Industry is constantly being challenged to bring innovative ideas to the market place. Using matchmakers such as the "Showcase" allows major corporations to meet these entrepreneurs from other regions of Virginia and engage in the initial dialog that frequently results in contracting opportunities and meeting the demands of the market place. This is an efficient for accomplishing our mutual goals within the framework of the Virginia Economic Bridge. I join many of CSC's competitors and frequent team mates in endorsing the Virginia Economic Bridge as a conduit and source for strategic partnerships for small businesses in Virginia.

Gordon Miller, III of G3 Systems in Roanoke and Richmond commented: "we attended over a dozen workshops in the last year since we opened our regional office in Richmond, VA to better facilitate client contact in NOVA, and I have to say that of the dozen or so workshops, the VEB event this week was the hands down winner... after having attended one session, we will be at all of them. It was a wonderful experience for me personally and professionally. I have no doubt that if you check back 12-18 months from now that we will have 2-3 contracts worth over \$500,000-\$1,000,000 that resulted from just the few modest introductions that were made this week. It was a great match up for us and we would do another event again in a minute."

Carl Mitchell, President & CEO of Virginia Economic Bridge, Inc., is invested in the growth and development of economic, workforce and business success in SWVA and the Commonwealth. He has identified a unique opportunity to forge lucrative partnerships between the regions that also help break down the misconception that SWVA lags behind other parts of the state in technological capabilities. "The Showcases have proven to be outstanding successes in bringing people from different regions together to create strategic partnerships that connect the state technologically, economically and culturally. This is positive outsourcing for Virginia; companies don't have to leave the state to find outstanding talent and value for their contracts."

Find out more about how you can participate in future *Virginia's Linked Workforce Showcases* by contacting Virginia Economic Bridge, Inc., at 540.831.6391/6398 or by email at yeb@radford.edu, or by visiting the website at www.virginiaeconomicbridge.org

###