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***2007 Modeling & Simulation Showcase  
nets multi-million dollar contract potential***

**RICHMOND, Va., May 21, 2007** – Secretary of Commerce and Trade Patrick O. Gottschalk announced today that the 2007 *Virginia's Linked Workforce Showcase* co-hosted by the Virginia Economic Development Partnership and the Virginia Economic Bridge, Inc. earlier this year has already produced significant opportunities. The Portsmouth March 2007 "Virginia's Linked Workforce Showcase: Modeling & Simulation" brought together Virginia businesses that have a unique focus on the emerging modeling and simulation business industry sector in Virginia.

"In just two months following the gathering earlier this year of software, design and video-capable companies, the business discussions started at that meeting have produced fantastic results," Gottschalk said. "We know there is great potential for real economic growth in the modeling and simulation sector and the Modeling & Simulation Showcase brought together Virginia companies at the leading edge of this market sector to forge new alliances to grow this business sector – and the effort is paying off."

Gordon G. Miller III, President and CEO of G3 Systems, Inc., headquartered in Blacksburg, Va., with offices also in Richmond, announced at the May 18 Virginia Economic Bridge Spring Board of Directors meeting that as a direct result of the Modeling and Simulation Showcase, he is now in significant strategic conversations with seven companies – the MAST Center, Hypercosm, LLC, Lockheed Martin Corporation, MS 2 Undersea Systems, Northrop Grumman Corporation, U.S. Joint Forces Command (USJFCOM), VCU Medical Center, and the Virginia Modeling Analysis and Simulation Center (VMASC). If successfully concluded, Miller's partnerships could net multi-million dollar contracts.

"I am convinced that because G3 participated in our first Virginia's Linked Workforce Showcase back in 2005 that we carry more momentum heading into 2010 than we would have had otherwise." Miller said. "This higher visibility to teaming opportunities and sub-contract opportunities are vital to the long-term success of any company."

Miller's story demonstrates compelling value to Virginia Economic Bridge's Showcases, said Carl Mitchell, Virginia Economic Bridge, Inc. President & CEO. "Gordon Miller recognizes that the Showcases are a great first step to building significant successful strategic business alliances.

G3 has been represented at a number of Showcase events and Miller's consistent follow-up is yielding real business opportunities initially made available at the Showcases."

*Virginia's Linked Workforce Showcase*, which is underwritten by significant support from Lockheed Martin, is one of the key initiatives of Virginia Economic Bridge, Inc. The business-to-business event provides a unique business networking function by bringing company representatives, who would likely not otherwise meet, together for one-on-one structured discussions aimed at forging successful partnerships. Small businesses present their capabilities and products while learning about opportunities to assist large companies with contracting opportunities that might otherwise be unavailable to the smaller company.

With Miller's attendance at five of the seven Showcases held since 2005, he has made 28 contacts with large prime companies. Of those 28 contacts, he remains in conversation about partnering with 16 of the 28. "We have formal teaming agreements on 11 opportunities with nine partners that we met or kept in touch with via the Showcases," Miller said. "These efforts have resulted in five successful contract awards where G3 was on the winning team."

These relationships are producing results. Miller said one connection has resulted in the issuance of an actual sub-contract agreement with an initial ceiling of \$1 million. While the partnerships have not yet produced any revenue, "the total value of all current active efforts well exceeds \$2 million between now and 2010," he said.

The key to netting successful partnerships, Miller said, is that after a business attends a Showcase, "it can take one to two years to establish the right teaming relationships and two to three years before the revenue opportunities catch up to the investment they have made in the Virginia Economic Bridge and the Showcase."

The primary focus of *Virginia's Linked Workforce Showcase* ([www.LinkedExceptionShowcase.org](http://www.LinkedExceptionShowcase.org)) is to match smaller Southwest Virginia companies to larger Northern Virginia prime companies. "The great thing about Virginia Economic Bridge, Inc. is that the investment G3 has made since 2005 will be paying dividends in future opportunities well beyond 2010," Miller said. "This will result in more opportunity coming to Southwest Virginia companies like G3 and allowing us to hire more people in rural Virginia in support of efforts with our large business partners in Northern Virginia and on the Peninsula."

Virginia Economic Bridge, Inc. ([www.VirginiaEconomicBridge.org](http://www.VirginiaEconomicBridge.org)), which is a non-profit organization focused on creating an environment for economic growth in today's technologically advanced society, promotes the economic vitality and external competitiveness of the Commonwealth by fostering business, industry and educational relationships between Southwest Virginia, Northern Virginia, as well as other areas of the Commonwealth.

The Virginia Economic Development Partnership co-sponsored the 2007 Modeling and Simulation Showcase.

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