

Wednesday, February 23, 2005
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Forging Partnerships Between Government Tech Firms in Southwest Virginia and Northern Virginia

"Virginia's Linked Workforce Showcase" set for March 31, 2005 in Tysons Corner

Tysons Corner and Radford, VA – Virginia Economic Bridge, Inc., is hosting a unique forum that will bring well-qualified technology firms from Southwest Virginia to Tysons Corner to meet with executives from Northern Virginia companies in the government market.

Created to build strategic business relationships that benefit the companies involved and the regions they represent, *Virginia's Linked Workforce Showcase* will also help 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.

This event will take place on **Thursday, March 31, 2005 at the Holiday Inn, Tysons Corner from 7:30 am to 12:00 pm**. Ten Southwest Virginia companies, that possess the technical capabilities necessary to fulfill requirements of government contracts and subcontracts, will meet with 20 prime contractors in the Software Development and Computer Programming industry sectors. Many of the SWVA companies have or are working towards Small Business 8 (a), HUBZone, Woman, Minority and Veteran-owned certifications.

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."

While the Southwest companies will gain the opportunity to create or enlarge their presence in the federal marketplace, the Northern Virginia firms will increase their network of highly qualified potential subcontractors with the certifications to fulfill the requirements of many federal contracts.

Anne Donohue, a Vice President for SRA International, participated in two earlier VEB *Showcase* events and had this to say about her experiences: "The *Showcases* are a win for SRA. Based on the quality of the companies we met in July 2004, we had confidence that working with the Virginia Economic Bridge would help us fulfill our government contract requirements. We decided that traveling to Southwest Virginia in October 2004 for a more personalized event would be well worth the investment. At both events, Virginia Economic Bridge showed it could efficiently deliver companies who could be viable business partners and help SRA support its government clients."

Find out more about how you can participate in the **March 31 Showcase** and future *Virginia's Linked Workforce Showcases* by contacting Virginia Economic Bridge, Inc., at 540.831.6391/6398 or by email at veb@radford.edu.

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