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Virginia Economic Bridge, Inc.

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Virginia Economic Bridge, Inc. held third successful 2007 Showcase

FAIRFAX, Va., May 3, 2007 – Virginia Economic Bridge, Inc. held its third Virginia's Linked Workforce Showcase of the year at George Mason University today.

“I think the companies today really began addressing the No. 1 issue faced by all companies – tapping into the human resources available in the Commonwealth,” said VEB President and CEO, Carl E. Mitchell. “This will go a long way to addressing the economic vitality of Virginia.”

“Virginia's Linked Workforce Showcase: Computer Programming & Software Development – Homeland Security Applications” was held May 3, at George Mason University, Mason Hall, D23 - first floor.

The Showcase brought together computer programming and software development companies from across the Commonwealth. The Showcase is a unique business-to-business event that is sector based and includes structured roundtable discussions that can result in teaming agreements and future business partnerships.

Diane Dempsey, director of small business relations for BAE Customer Solutions in Herndon, Va.: “I highly recommend this event for small businesses in the Southwestern region and my peers. Just today, I met three companies that I feel like I have excellent potential for a partnership. I met two woman/minority owned businesses that have excellent growth potential and offering superb skill sets.”

Jeff Lewis, manager of sales and marketing with DaProSystems in Roanoke, Va. said: “This is a win-win situation and time well spent for both large and small companies. This Showcase certainly opened some doors that weren't here prior to today.”

Dawn Li, President of DAS consulting, said the intimacy of the event really helped put a personal touch on the business-to-business communication. “We got more into the details, about what people actually do. In other situations you wouldn't really get into that detail until you contacted someone.”

Getting exposure to Southwest Virginia companies was an added bonus, Li said. Her company has been working with companies in India and China. “I think we kind of neglected the other part of Virginia. It’s great for Northern Virginians to be in touch with other parts of Virginia and people who have talent as well.”

All attendants agreed that although the event was intimate and allowed for personal face-to-face meetings, resulting teaming agreements would still require further contact and action on behalf of both the large companies and the small. “The level of contacts were on such a personal level that the contacts I made will know who I am when I call, what I do and they will receive me,” said Joe Ellis, president of TEDS in Marion, Va.

Speakers for the event include state Sen. Jeannemarie Devolites-Davis, R-34th Dist., and Linda Oliver, acting director, Department of Defense - Office of Small Business Programs. Devolites-Davis spoke about transportation issues and the possibility of pandemic forcing state and federal employees to work from home. As Northern Virginia struggles with those issues, Devolites-Davis said: “It is important that those who live down state that they can provide services and work with and for companies in Northern Virginia, and we need to work on providing the infrastructure for the telework to take place.”

The next Virginia’s Linked Workforce Showcase will be held Sept. 27, 2007, Architecture, Engineering and Environmental Services. Please go to www.LinkedWorkforceShowcase.org for more information.

Companies seeking strategic business alliances can expect to meet with exceptionally qualified companies that have, or are working toward, Small Business 8(a), HUBZone, Woman, Minority and Veteran-Owned certifications. Registration for qualifying companies is \$350. For additional event details and registration information, visit www.LinkedWorkforceShowcase.org.

Virginia’s Linked Workforce Showcase program, an initiative of Virginia Economic Bridge, Inc., brings together representatives from diverse companies for face-to-face meetings to foster strategic business alliances. Past 2007 events included the January Advanced Manufacturing and Electronics and the March Modeling & Simulation Showcase.

Virginia Economic Bridge, Inc. (www.VirginiaEconomicBridge.org) is a non-profit organization focused on creating an environment for economic growth in today's technologically advanced society. VEB, Inc.’s mission is to promote the economic vitality and external competitiveness of the Commonwealth through business, industry and educational partnerships between Southwestern Virginia, Northern Virginia and other areas of the Commonwealth.

All 2007 Showcases are supported by Virginia’s Linked Workforce Showcase Pinnacle Sponsor Lockheed Martin Corporation.

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