

# SCALEUP Maryland™

## Transform your business in six months.

Maryland companies poised for growth and expansion are encouraged to apply for the **SCALEUP Maryland™** Program, sponsored by the Maryland Department of Commerce and T. Rowe Price Foundation.

This six month program, taught by seasoned entrepreneurs and business development professionals, will develop in-depth and targeted strategies for growth. Companies with \$500K to \$2 million in revenue across multiple industries will develop tools to reach their targeted milestones.



**For more information contact**  
**Megan Wahler at**  
**[mwahler@umbc.edu](mailto:mwahler@umbc.edu)**

## Apply to the SCALEUP Maryland™ Program

**Applications are open. Select companies will be notified for an interview and ten companies will be chosen to participate.**

### **Key Program Dates:**

Applications Open:	Dec. 1, 2020
Kick-off Meeting:	Jan. 22, 2021
Final Program:	June 18, 2021

*Regular meetings weekly, Fridays from 11:30-1:00pm.*

# How does the SCALEUP Maryland™ program work?

bwtech, the business incubator of UMBC and Technology Commercialization Ventures, LLC., have developed this six month program, based on the five key elements of scaling a company: sales and marketing, finance, operations, human capital, and leadership. The team has developed curriculum modules to go into depth on these aspects, align the coursework with the real world experiences of participating companies, and develop strategies for change and growth.

Participation will include the C-Suite executives from the select companies across the state of Maryland. The Module sessions will be held weekly and executives are required to participate. The program is free to participating companies thanks to our sponsors, Maryland Department of Commerce and T. Rowe Price Foundation.

## Key experts will teach different modules throughout the program, including:

**Sarah Woods**, CEO of Venture Potential

**Doug Zeisel**, Managing Partner, TCV

**Scott Weber**, CEO of Med-IQ

**George Davis**, Executive Vice President, Strategic Advisory at Evergreen Advisors

**Jackie Luo**, Partner, TCV

**Gary McDaniel**, Managing Partner, TCV

## Examples of Sessions:

- *Cash Flow Management - Cash, A/R, A/P, Inventory*
- *Elements of Effective Marketing*
- *Building Trust Through Leadership*
- *Purchasing and Supply Chain - Acquiring and Managing Resources*

## Thank you to SCALEUP Sponsors



T.RowePrice® | **Foundation**