



**TCV Growth Partners**  
Management Resources for  
Post-Seed Stage Companies



# SCALEUP Maryland

## **TRANSFORM YOUR BUSINESS IN FOUR 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 the T. Rowe Price Foundation. This four-month program, taught by seasoned entrepreneurs and business development professionals, will help you 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.



*"The program was very helpful and offered a lot of great advice that I have not been able to get from other programs, books or advisors"*

*Aline Lin, CEO Astriata*

**APPLICATIONS ARE OPEN. TEN COMPANIES WILL BE CHOSEN TO PARTICIPATE.**

For more information contact:

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Key program dates:

Applications Due: August 20, 2021

Kick-off Session: August 27, 2021

Final Session: December 17, 2021

*Weekly Sessions will be held Fridays, 11:30am-1:00pm (in-person & Zoom)*



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## HOW DOES THE SCALEUP MARYLAND™ PROGRAM WORK?

bwtech@UMBC and TCV Growth Partners, have developed this four-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 a curriculum that goes into depth on these aspects, aligning the coursework with the real world experiences of the participating companies, and developing strategies for change and growth.

## KEY EXPERTS WILL TEACH DIFFERENT MODULES THROUGHOUT THE PROGRAM, INCLUDING:

**Sarah Woods**, CEO of Venture Potential

**Neil Davis**, General Partner, TCP Venture Capital

**Jack Schammel**, Assistant Director, RBII, TEDCO

**Jackie Luo**, Partner, TCV Growth Partners

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

**George Davis**, Executive VP, Strategic Advisory, Evergreen Advisors

### *Examples of Sessions:*

- *Leadership – Building Trust, Team Building, Communication, Mentoring*
- *Understanding and Managing Cash Flow – Cash, A/R, A/P, Inventory*
- *Sales & Marketing – Value Proposition, Positioning, Product/Market Fit*
- *Acquiring and Managing Resources – Purchasing and Supply Chain*

**Dedicated office hours from our teaching staff throughout the program!**

**Thank you to our SCALEUP Sponsors**



**T.Rowe Price**  
**Foundation**