



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 revenues up to \$10M 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:

Will Anderson: will@oursharedimpact.com

Doug Zeisel: doug@techcomventures.com

Key program dates:

Kick-off Session: September 17, 2021

Final Session: January 21, 2022

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

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

Tammira Lucas, Venture Growth Advisor, TEDCO

Jackie Luo, Partner, TCV Growth Partners

Scott Weber, CEO of Med-IQ

Doug Zeisel, Managing Partner, TCV Growth Partners

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!

[Apply Here](#)

Thank you to our SCALEUP Sponsors



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