



BUSINESS BEAT

Economic Development News



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Are you the leader of an existing technology business that is looking to scale?

Has COVID-19 forced you think about finding new markets for your products?

If the answer to either or both of these questions is **yes**, you now have the opportunity to take advantage of a free, virtual educational program taught by a group of our region's most recognized experts on technology business growth.

You'll get hands on instruction and direct mentorship from people who have built many of our region's most successful technology companies, in a professionally run program designed to help experienced technology business leaders learn from respected peers in a collegial environment.

Tandem Product Academy is recruiting 20 technology businesses in Northern Virginia to go through a free series of classes and one-on-one mentoring to help pivot their business models to address new opportunities. The program is spearheaded by Jonathan Aberman, head of

Amplifier Advisors and dean of Marymount University's School of Business and Technology, and is supported by Arlington Economic Development. The teaching team includes well known tech leaders such as Mark Walsh, Tien Wong, Gene Riechers, Ben Foster and Elizabeth Shea.

The Academy is looking for leaders of emerging technology businesses with the following attributes:

- * A strong desire to learn and develop their business and leadership skills.
- * A business that is centered on a technology product, not a service.
- * A business that has achieved at least one of the following over the prior 12 months:
 - o Revenue from product sales of at least \$500,000
 - o Receipt of at least \$500,000 in federal research and development funding
 - o Investment of at least \$500,000 from sources other than the business founder and family members.

For more information, or to apply, visit:
tandeminnovate.com/tandem-product-academy



The Department of Economic Development exists, in large degree, to support the businesses in our community. We take that charge very seriously and will continue to share information we feel will be timely, pertinent and helpful to you. This includes links to other agencies and resources that we will send out separately.

We also encourage your feedback. Please share ideas and information you have that would be helpful to our local businesses directly with us either on our FB page (ChooseManassas) or by email, at:
psmall@manassasva.gov or nsmith@manassasva.gov

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[Visit us online](#) or call 703-257-8881

