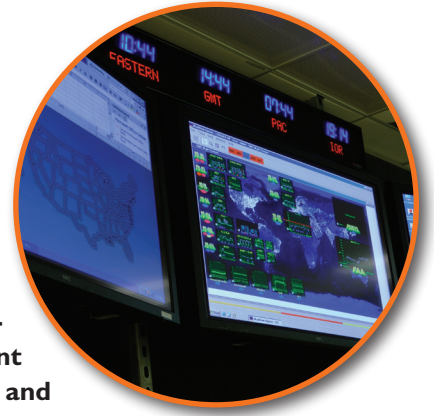


FAIRFAX COUNTY, VIRGINIA

Resources for Technology Ventures



Fairfax County, Virginia is an ideal place to start or expand a technology venture, offering easy access to a wide range of technology business resources, including venture capital funds and technology-oriented legal services; business development counseling and other assistance for entrepreneurs and early-stage companies; U.S. government agencies that fund, develop and buy a vast array of technologies; top research centers; and powerful technology business alliances and networking groups.

Business Services

Technology entrepreneurs in Fairfax County can connect with a wide range of local business service providers for help in bringing their innovative ideas and solutions to the market.

FINANCING

Seed/Venture Capital

Early-stage technology enterprises can access venture capital firms and equity investment groups in and around the Washington, D.C., region.

In addition, there are several area organizations that can facilitate deal flow and foster successful investment relationships, including:

- Fairfax County Economic Development Authority's Capital Attraction Program
- Center for Innovative Technology GAP Fund (www.citgapfunds.org)
- Mid-Atlantic Venture Association (www.mava.org)

A profile of venture capital in Fairfax County is available for download at www.fairfaxcountyeda.org/venture-capital.

Other Financing Sources

Other financing resources including bonds, loans, loan guarantee programs, and grants/awards are available. More detailed information is available in the finance chapter of the FCEDA's Doing Business in Fairfax County guidebook at www.fairfaxcountyeda.org/publications/doing-business-fairfax-county.

TECHNOLOGY LAW FIRMS

Several major law firms have set up technology practices in and around Fairfax County. For a list of venture-oriented law firms in Fairfax County, visit www.fairfaxcountyeda.org/venture-capital.

Both the Virginia Bar Association (www.vsb.org/vlrs.org) and Fairfax County Bar Association (www.fairfaxbar.org) offer lawyer referral services. Lawyers and law firms can also be looked up by practice specialty area on the Martindale Hubble Web site (www.martindale.com/Find-Lawyers-and-Law-Firms.aspx).

BUSINESS COUNSELING AND MANAGEMENT CONSULTING

Several programs supply free or low-cost advice on business planning, marketing, financing and legal issues. Mentoring, technology transfer and other assistance also are available.

- Fairfax County Economic Development Authority – SCORE counseling (www.fairfaxcountyeda.org/score-counseling)
- Community Business Partnership (www.cbponline.org)
- Mason Enterprise Center at George Mason University (www.masonenterprisecenter.org)
- The Entrepreneur Center @ NVTC (www.nvtc.org/tec/index.php)

BUSINESS INCUBATORS

Technology start-ups and expansions (including international firms) can obtain an array of targeted services by partnering with a local incubator.

The following incubators operate in Fairfax County:

- The Community Business Partnership/Business Incubation Center (www.cbponline.org)
- Greater Reston Chamber of Commerce INC.Spire Incubator Program (www.restonchamber.org)
- Teqcorner (www.teqcorner.com)
- The Korean Business Development Center (www.sbc-kbdc.com) and the InnoHungary Technology Center (www.interaccessusa.com/9.html) provide incubation and business assistance services to companies from Korea and Hungary. The InnoHungary Technology Center also assists U.S. companies interested in doing business in Hungary.

Additional information on incubators is available from the National Association of Business Incubators (www.nbia.org).

Federal Government Agencies

FEDERAL PROCUREMENT

Local entrepreneurs can access direct and subcontracting business opportunities with the federal government—the world's largest buyer of advanced technology products and services through a number of resources:

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- FedBizOpps (www.fbo.gov) provides information on contracting opportunities with the federal government.
- Central Contractor Database (www.ccr.gov) provides basic information on companies registered to do business with the federal government. All companies interested in doing business with the federal government must register on the Central Contractor Database.
- SUB-Net (www.sba.gov/content/sub-net) provides a listing of subcontracting solicitations and opportunities posted by large federal prime contractors and other non-federal agencies.
- CIT Federal Programs (www.cit.org/programs/cit-entrepreneur/federal-funding-assistance-program) help Virginia-based companies compete for federal Small Business Innovation Research and Small Business Technology Transfer funding and federal government contracts.

The U.S. Small Business Administration maintains a Web site with detailed information on how to do business with the federal government (www.sba.gov/category/navigation-structure/contracting). The FCEDA also produces two publications on doing business with the federal government as well as other resources that are available for companies interested in entering this market: www.fairfaxcountyleda.org/sites/default/pdf/federal_procurement.pdf and www.fairfaxcountyleda.org/sites/default/pdf/minority_procurement.pdf.

PATENTS, TRADEMARKS AND COPYRIGHTS

- U.S. Copyright Office (www.copyright.gov)
- U.S. Patent and Trademark Office (www.uspto.gov)

R&D and Technology Transfer

Fairfax County is just minutes away from renowned government and academic research centers with many opportunities for collaborative R&D, research funding and technology transfer.

FEDERAL AGENCIES

- Defense Advanced Research Projects Agency (DARPA) (www.darpa.mil)
- Department of Energy (DOE) (www.energy.gov)
- National Aeronautics and Space Administration (NASA) (www.nasa.gov)
- National Institutes of Health (NIH) (www.nih.gov)
- National Institutes of Standards and Technology (NIST) (www.nist.gov)
- National Science Foundation (NSF) (www.nsf.gov)

FEDERALLY FUNDED RESEARCH AND DEVELOPMENT CENTERS

- The Aerospace Corporation (www.aero.org)
- The CNA Corporation – Center for Naval Analyses (www.cna.org)
- The Homeland Security Institute (www.homelandsecurity.org)
- Institute for Defense Analyses (www.ida.org)
- The MITRE Corporation (www.mitre.org)

UNIVERSITY TECHNOLOGY TRANSFER

- Catholic University (<http://ott.cua.edu>)
- George Mason University (<http://techtransfer.gmu.edu/>)
- The George Washington University (www.gwu.edu)
- Georgetown University (<http://otl.georgetown.edu>)
- Howard University (<http://ip.howard.edu>)
- James Madison University (www.jmu.edu/ott)
- Johns Hopkins University (www.techtransfer.jhu.edu)
- University of Maryland (www.otc.umd.edu)
- University of Virginia (www.uvafp.org)
- Virginia Tech (www.vtip.org)

Networking and Regional Business Alliances

The local technology business community is well-served by a variety of business advocacy and networking organizations, including:

- Biotech Industry Organization (BIO) (www.bio.org)
- Bisnow (www.bisnow.com/events.php)
- The Business Alliance for Innovation and Entrepreneurship (www.businessalliance.org)
- Fairfax County Chamber of Commerce (www.fccc.org)
- Greater Washington Board of Trade (www.bot.org)
- Harvard Club of Washington, D.C. (www.harvard-dc.org)
- M.I.T. Enterprise Forum (www.mitef.org)
- Northern Virginia Technology Council (www.nvtc.org)
- Tech Council of Maryland (www.techcouncilmd.com/index.html)
- Wharton Club of D.C. (www.whartondc.com)
- Women in Bio (www.womeninbio.org)
- Women in Technology (www.womenintechology.org)
- Other county chambers of commerce in Fairfax County (www.fairfaxcountyleda.org/sites/default/files/pdf/chambers.pdf)

Regional Technology Industry News

A number of Washington-area business publications provide incisive information on technology trends and business opportunities.

- dcTechSource (www.dctechsource.com)
- Government Computer News (www.gcn.com)
- Potomac Tech Wire (www.potomactechwire.com)
- Washington Business Journal (www.bizjournals.com/washington)
- The Washington Post (www.washingtonpost.com)
- Washington Technology (www.washingtontechnology.com)

The FCEDA produces an E-newsletter, the E-Bird, three times a week, that highlights current Fairfax County business activity. To sign up to receive the E-Bird, visit www.fairfaxcountyleda.org/e-bird-subscribe.

For customized guidance on these and other resources for your technology venture, contact the Fairfax County Economic Development Authority at 703-790-0600 or on the Web at www.fairfaxcountyleda.org.

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