

RESOURCES for Technology Ventures

*Fairfax
County*
VIRGINIA USA

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, buy and regulate a vast array of technologies;
- top research centers; and
- powerful technology business alliances and networking groups.

Business Services

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

Venture Capital and Financial Resources

Early-stage technology enterprises can access more than 120 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:

- Century Club Grubstake Breakfast program (www.businessalliance.org/grubstake.html)
- CIT Gap Fund (www.cit.org/CITGAPFund/abouts/overview.html)
- Mid-Atlantic Venture Association (MAVA) (www.mava.org)
- Springboard Enterprises (focusing on female entrepreneurs) (www.springboardenterprises.org)

A profile of venture capital in Fairfax County is available for download at www.FairfaxCountyEDA.org/publications/venture_capital.pdf.

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/publications/venture_capital.pdf.

Business Counseling and Management Consulting

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

- Fairfax County Economic Development Authority (www.FairfaxCountyEDA.org)
- M.I.T. Enterprise Forum (www.mitef.org)
- Mason Enterprise Center at George Mason University (www.masonenterprisecenter.org)
- Northern Virginia Technology Council (www.nvtc.org)
- University of Maryland Dingman Center for Entrepreneurship (www.rhsmith.umd.edu/dingman)
- Virginia's Center for Innovative Technology (www.cit.org)

Business Incubators

Technology startups 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)
- INC.Spire Incubator Program
Greater Reston Chamber of Commerce (www.restonchamber.org)
- Korean Business Development Center (KBDC) (www.sbc-kbdc.com)

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

Federal Government Agencies

Federal Procurement

Local entrepreneurs have numerous direct and subcontracting business opportunities with the federal government—the world's largest buyer of advanced technology products and services.

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FAIRFAX COUNTY
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- FedBizOpps (government-wide business portal) (www.fedbizopps.gov)
- Central Contractor Database (CCR) (www.ccr.gov)

For detailed guidance on doing business with the federal government and additional contact information, visit www.FairfaxCountyEDA.org/publications/federal_procurement.pdf and www.FairfaxCountyEDA.org/publications/minority_procurement.pdf.

Federal Regulatory and Standards Agencies

Fairfax County offers next-door access to federal regulators whose decisions can have a major impact on the profitability of biotechnology, telecommunications and other enterprises.

- Federal Communications Commission (FCC) (www.fcc.gov)
- Food and Drug Administration (FDA) (www.fda.gov)
- National Institutes of Standards and Technology (NIST) (www.nist.gov)
- Securities and Exchange Commission (SEC) (www.sec.gov)

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.

Major Federal Research Centers and Agencies

- Defense Advanced Research Projects Agency (DARPA) (www.darpa.mil)
- Department of Energy (DOE) (www.energy.gov)
- The MITRE Corporation (www.mitre.org)
- 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)

Major Universities

- Catholic University (<http://ott.cua.edu>)
- George Mason University (www.gmu.edu)
- George Washington University (www.gwu.edu)
- Georgetown University (<http://otl.georgetown.edu>)
- James Madison University (www.jmu.edu/ott)
- Johns Hopkins University (<http://jhuresearch.jhu.edu/technology.htm>)
- University of Maryland (www.otc.umd.edu)
- University of Virginia (www.uvaf.org)
- Virginia Tech (www.vtip.org)

Regional Business Alliances

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

- Biotech Industry Organization (BIO) (www.bio.org)
- BIO IT Coalition (www.bioitcoalition.com)
- Fairfax County Chamber of Commerce (www.fccc.org)
- Greater Washington Board of Trade (www.bot.org)
- Northern Virginia Technology Council (www.nvtc.org)
- Tech Council of Maryland (www.techcouncilmd.com/index.html)
- Women in Bio (www.womeninbio.org)
- Women in Technology (www.womenintechology.org)
- Wired for Business (www.wired4biz.org)

Technology Industry News

Washington-area business journals provide incisive information on technology trends and business opportunities.

- Federal Computer Week (www.fcw.com)
- Government Computer News (www.gcn.com)
- Potomac Tech Wire (www.potomactechwire.com)
- The Washington Post's TechNews.com (www.technews.com)
- Washington Business Journal (www.bizjournals.com/washington)
- Washington Technology (www.washingtontechnology.com)

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.FairfaxCountyEDA.org.

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