

# CAMI Partners with SCALEUP Maryland

*Collaboration brings critical business resources to the Maryland cybersecurity industry.*

The Cybersecurity Association of Maryland, Inc. is partnering with SCALEUP Maryland™ to recruit cybersecurity companies for their next cohort, starting January 2022.

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. Companies with revenues up to \$10M across multiple industries will develop tools to reach targeted milestones.

bwtech@UMBC and TCV Growth Partners, have developed this FREE 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.

This program, taught by seasoned entrepreneurs and business development professionals, is designed to help executives create an executable Strategic Growth Plan.

Key experts will teach different modules throughout the program, including:

- Sarah Woods, CEO of Venture Potential
- Neil Davis, General Partner, TCP Venture Capital
- Gary McDaniel, CEO – Geothermal Technologies, TCV Growth Partner
- Jackie Luo, Partner, TCV Growth Partners
- Scott Weber, CEO of Med-IQ
- Doug Zeisel, Managing Partner, TCV Growth Partners

Examples of sessions include:

- 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

Apply: <https://docs.google.com/forms/d/e/1FAIpQLSfiwwWC87DwqBTafuvwiUqZzECBqUVhtZfbYT7n4qt1Mj0yDw/viewform?vc=0&c=0&w=1&flr=0>