



Project Updates

Eta Nahapetian
Economic Initiatives Coordinator
Office of the County Executive



Tandem Product Academy

- Over the course of four months, selected entrepreneurs learned how to grow their technology product business from the region's top leaders in the academic and business communities.
- 40+ Participants
- County provided \$50,000 in seed money from ESSP Programing funds
- The Academy is free to all selected companies



<https://www.tandeminnovate.com/tandem-product-academy/>

Tandem Product Academy

Testimonials

- “Saturday’s class was very illuminating on the state of the venture industry. My key take-aways were ‘Investors are like martinis. One is good, two is better, three is a disaster’ and ‘terms are more important than valuation’.” – **Diana Hege, CEO RFID Solutions**
- “A unique hands-on program with brilliant presenters and industry veterans is exactly what DC tech community has been missing for a long time.” – **Ludmilla Huntsman, CEO Equilibrium Software**
- “As an emerging early stage tech business, the Tandem experience was great to learn from the experts who have made the growth transitions we are currently working on and be able to apply them to our day to day execution. An impressive network of other DMV entrepreneurs going through similar growth challenges who now feel like family and that we can reach out to for ongoing advice and inspiration” – **Mike Borek, CEO Coorworks**
- “When you're a start-up, managing cash flow and ensuring that you're not leaving money behind on the table is imperative. The session presented by Jeffrey Kudisch on negotiation was eye opening. He provided tips, strategies and best practices to help make negotiations moving forward a win-win for both parties.” – **Niamh Bennet, Director of Marketing, Osentido**

Housing Hackathon, January 24 & 25, 2019

- The Hackathon connected county leaders with innovators in industry, university, and non-profit sectors
- Our goal is to generate creative solutions around housing, grow the innovation ecosystem, advance the ESSP goals



Housing Hackathon, January 24 & 25, 2019

- Hackathon focused on three housing challenges:
 - Helping to **match property owners and people with disabilities to accessible housing units.**
 - Finding a better way for people with disabilities to **search for accessible units.**
 - **Connecting older adults who want to rent a room to younger people,** including those who are willing to help around the house in exchange for lower rents.



Connected and Autonomous Vehicle Shuttle Project

County is partnering with Dominion and VTRC to introduce a CAV Shuttle.

- Project will explore the use of CAVs as a first-mile, last-mile mobility solution to connect major transit hubs such as the metro stations along the Orange, Silver and Blue/Yellow Lines with emerging activity centers.
- Proposed Route: Dunn Loring Metro Station with service to the larger Merrifield/Mosaic area.
- The CAV pilot is intended, in part, to be an important component of VDOT's broader vision and policies regarding the development and deployment of CAV technology and related demonstration projects throughout the Commonwealth.



Source: City of Arlington, Texas

- Complement planned and existing public transportation services in this area and demonstrate the viability of a CAV shuttle to improve first- and last-mile connections to transit hubs and activity centers
- Department of Public Rail and Transportation Fiscal Year 2020 Grant Cycle
 - Demonstration Project Assistance

Tysons Partnership Smart City Workshop – February 26, 2019

- The Tysons Smart City Hub is envisioned as a **community** leveraging **best of breed technologies** to achieve social solutions fostering a high-quality standard of living, sustainable economic growth and resource efficiency in a dynamic urban environment.
- Explore Tysons as a Living Lab for smart and green technologies.
- Brainstorm community issues related to infrastructure that may be resolved with smart community technologies.
- Hosted by Tysons Partnership, Northern Virginia Chamber of Commerce, Smart City Works Actuator.