

WHERE ENTREPRENEURS LAND TO EXPAND

We connect global innovators to local expertise to secure a seamless transition into the US marketplace.

Located in Frederick, Maryland, our program offers the unparalleled blend of strategic location, cutting-edge resources, a collaborative environment conducive to innovation and business growth, and access to FITCI's proven entrepreneurial programming.

The Soft Landing Program is ideal for international companies in the technology, life sciences, manufacturing, and professional services sectors. Whether you are a startup seeking a foothold in the U.S. market or an established company looking to expand your operations, our program provides the resources and support you need to succeed.





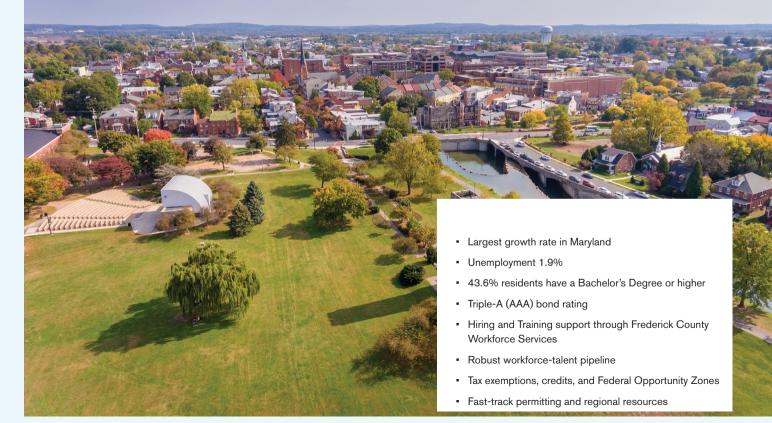
FREDERICK, MARYLAND

STATEWIDE MOMENTUM

- Rated 1st in Tech Workforce Growth
- 15,660 IT businesses
- #1 Federal Obligations for R&D
- #1 STEM Concentration
- #3 Technology & Science Workforce

A STRATEGIC LOCATION

- Access to 1/3 of US population within a day's drive
- 1 hour drive to 3 international airports
- Top research universities
- Federal agencies and research labs
 - including Fort Detrick, Frederick National Lab for Cancer Research/Leidos Biomed
- Northern anchor of the DC i270 Technology Corridor
- Over 100 biotech companies, including AztraZeneca Biopharma



A UNIQUE SUPPORT NETWORK

In addition to the coaching and mentorship we offer our members, Soft Landing participants are introduced to AMBASSADORS who help navigate Frederick's landscape and connect you to key stakeholders in our region: Potential partners, customers, investors, and services to help you thrive.

To assist in the transition, we meet each entrepreneur where they are in their business.

Our resources can assist with:

Raising funds, accounting, banking, legal services/IP, marketing, financial services, information technology, equipment needs, hiring and HR, software development, insurance needs...

And more specific areas including: leadership, sales training, growth strategies, investor strategy and assessment/training, marketing strategy, storytelling and PR, operational excellence, legal strategies, and doing business in the US (culture, practices, etc), and more.

Maryland's EDGE programming is focused on the 4 C's:

COACHING CAPITAL

CONNECTIONS CUSTOMERS

Strategic Growth and Advisory
Boards
Startup U - a 3 class sequence
focusing on: Business
Model Canvas, Value
Proposition Design, and
Perfecting the Pitch
The Edge Accelerator
Launch Committee

C-suite Program

@the Top
CSO Roundtables
Funded 'n Brews
IDEA Lab
Reality Check (Pitch Event)
Networking Events and Happy
Hours
Office Hours
Tuesday Talks, Tours, and 'Tails



LARGEST INCUBATOR IN

MARYLAND FOR 3 CONSECUTIVE YEARS



\$277.8 MILLION

IN FUNDING RAISED BY OUR STARTUPS IN THE LAST 2 YEARS



OVER 500

COMMUNITY LEADERS WITHIN OUR BUSINESS **RESOURCES**



\$398 MILLION

ADDED TO OUR LOCAL **ECONOMY VIA FICTI'S ECOSYSTEM**



93%

OF OUR STARTUPS BECOME SUCCESSFUL BUSINESSES



97%

FITCI'S CURRENT MEMBER RETENTION RATE



500% GROWTH

IN CLIENT BASE SINCE 2016, 80% FROM REFERRALS



SGAB

THE ONLY INCUBATOR WITH A BUILT-IN **ADVISORY BOARD**



JOIN OUR ECOSYSTEM AND HELP US EXPAND **OUR GLOBAL FOOTPRINT!**











...AND MORE COMING SOON!







