



# Providing Business Development Resources & Services to Entrepreneurs, Start-Ups and Small Companies

The opportunities for entrepreneur business start-ups and their economic contributions have never been as evident as in recent years. Entrepreneur business development has been the largest contributor to new job growth for the New Economy. However, entrepreneurs face major obstacles that inhibit entrepreneur development and growth:

- Entrepreneurs need access to a wide variety of resources to successfully get their innovations to market.

Georgia Tech's Enterprise Innovation Institute (EII) is answering this resource problem. Georgia Tech is assisting the Georgia Rural Economic Development Center (GREDC) to support manufacturing-related, technology-based entrepreneurial development and growth in rural Georgia. Georgia Tech EII provides an Entrepreneur Outreach Specialist to the GREDC to supply these needed resources to entrepreneurs in Region 9.

**The objective of the Georgia Tech EII and GREDC Entrepreneur Services Program is to insure that entrepreneurial efforts are successful, thus leading to the creation and retention of high-value jobs in rural Georgia.**

## Focus of our Entrepreneur Services

- Confidential management and technical assistance to entrepreneurs and existing small start-up companies.
- Development of entrepreneurs into suppliers for large Georgia companies.

## Assistance to Entrepreneurs

Georgia Tech EII has years of successful experience in providing entrepreneurs and existing small start-up companies with management and technical support. The following assistance is available through Georgia Tech EII and GREDC Entrepreneur Services to insure that entrepreneur efforts are successful:

- Technology Implementation
- Manufacturing plant layout
- Plant site and building selection
- Lean Manufacturing implementation
- Industrial engineering projects
- Design engineering
- Environmental compliance
- OSHA inspection/workman's compensation
- OSHA 9000, 9001....
- Total quality system implementation
- New Innovations (patents, copyrights, trademarks...)
- Trade Shows
- Procurement (suppliers, services...)
- Strategic long range business planning
- Strategic financial planning
- Strategic marketing and outsourcing
- Commercialization strategies
- Product / process development
- Personnel / compensation / corporate governance
- Key employee training / recruiting
- Franchise development
- Obtaining money (loans, grants, investors)

- Connecting to GT, UGA, ...university resources
- Connecting to OneGeorgia / other state organizations
- Connecting to Centers of Innovation
- And other services

## Testimonials

*"As a small start-up company, we have received very valuable assistance from GREDC and Georgia Tech EII in many areas beyond our expertise and resources. These include: assistance in testing of our patent pending antennas, strategic planning, strategic marketing, and in many other areas. Thank you for your desire to help us succeed."*

— Louis Thompson  
Lost Recovery Network Inc (LRNI)  
Vidalia, Georgia

*"The guidance and technical assistance offered by the GREDC and Georgia Tech EII through ICAPP have been invaluable in the start-up of our sheet metal fabrication and machining company, which has generated five new jobs so far. They have provided ongoing assistance in implementing an ISO 9000 compliant quality system, identifying suppliers, providing software, and researching potential markets. There is no way we could afford to pay the high fees normally charged by consulting firms that offer similar services. The Entrepreneur Outreach Specialist's knowledge of and interest in this region ensure that the assistance provided is best-suited for our particular needs."*

— Wesley Hendley, Co-Owner  
Twin City Precision Metals, LLC  
Twin City, GA

## Assistance to Large Georgia Companies

Georgia Tech EII and GREDC Entrepreneur Services identify and develop local companies into efficient suppliers for large Georgia companies interested in outsourcing. Supplier development services include:

- Identifying components being manufactured internally or purchased outside of Georgia that could be purchased from a local supplier
- Locating nearby companies with the capability to produce needed products
- Developing local entrepreneurs and existing companies into competitive, quality, just-in-time responsive suppliers for large industry.

Georgia Tech EII and GREDC offer these entrepreneur services through collaborative efforts with agencies such as ATDC, SBA, SBDC, DCA, DEcD, USDA RD, *OneGeorgia*, and others.



### **For additional information, contact:**

**Matthew W. Oxley, III, P.E.**  
**Entrepreneur Outreach Specialist- e2e Works**  
**Georgia Tech Enterprise Innovation Institute**

**Georgia Rural Economic Development Center**  
**131 College Circle • Swainsboro, GA 30401**  
**Cell (912) 293-2073 • (912) 537-9838**  
**Fax (478) 289-2057 • Phone (478) 289-2138**  
**Email: [mattoxley@gatech.edu](mailto:mattoxley@gatech.edu)**

**Visit our websites!**

**[www.eii.gatech.edu](http://www.eii.gatech.edu)**

**[www.gredec.org](http://www.gredec.org)**

For additional information on the economic development assistance available through the Georgia Rural Economic Development Center (GREDC), contact: Jack Bareford, Director at (478) 289-2099 or visit [www.gredec.org](http://www.gredec.org).