



FOR IMMEDIATE RELEASE

STATE LEADERS KICK OFF INNOVATION WORKS' SCALABLE INNOVATION PROGRAM MATCHING MANUFACTURERS AND STARTUP TECHNOLOGY COMPANIES

SMG Global Circuits Site of Tour, Remarks from Political and Business Leaders

Washington, PA -- Jan. 12, 2017 -- State Sen. Camera Bartolotta and Rep. Brandon Neuman will join other political and business leaders at 1:00 pm Jan. 12, 2016 at the manufacturer SMG Global Circuits, Inc. 120 Stationvue Lane, Washington PA 15301 for the kick off of a new program linking manufacturers and startup technology companies for improved growth in both sectors. The legislative and community leaders will join with technology economic developer Innovation Works to announce a new program, Scalable Innovation, to help regional manufacturers partner successfully with high-growth startup technology companies. As a provider of printed circuit boards to customers that range from startups to global corporations, SMG Global Circuits is a perfect example of a manufacturer that benefits from the region's growing technology sector. SMG will be joined by three of their regional, technology customers: Maven Machines (headsets worn by truckers), and ThreeRivers3D (3D scanners).

Tour and kickoff agenda Jan 12, 2017:

- 1:00 Welcome, brief tour (**manufacturing facility highly visual for photography**)
Dale Sutaria, president SMG Global Circuits

- 1:20 Remarks
Camera Bartolotta, state senator
Brandon Neuman, state representative
Sheri Collins, Deputy Secretary for Tech & Innovation, PA Department of Community & Economic Development
Harlan Shober, Washington County Commissioner
Rich Lunak, president & CEO Innovation Works
Afshan Khan, Manufacturing Program Manager for Innovation Works
Company examples:
Avi Geller – Maven Machines
Mike Formica – threeRivers3D

- 1:50 Q & A regarding Scalable Innovation

Innovation Works (IW) launched the Scalable Innovation program to expand business opportunities for both manufacturers and startups and help them overcome inherent challenges they scaling their businesses. "The program helps regional manufacturers like SMG build supply chain partnerships with

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the startup community,” says Afshan Khan, manufacturing program manager for Innovation Works and the former CEO of a regional manufacturer. “Through the program, manufacturers can find new customers and markets,” she continues. “As a startup grows and becomes more successful, they may become a bigger customer for the manufacturer. Likewise, startups benefit from the expertise of experienced manufacturers who can help overcome engineering, design and other technical challenges so the startup can reach commercialization faster and more efficiently. The Scalable Innovation program helps make the connections and processes work smoothly so both kinds of companies benefit.”

As an example of the program’s success, SMG provides some of the circuit boards Maven Machines uses for their ‘smart’ headsets that alert truck drivers of dangerous behaviors such as drowsy driving. Originally providing just a few prototypes, SMG recently filled an order for 2,000 circuit boards for Maven, a significant order for a startup. Dale Sutaria, president of SMG Global Circuits, says, “small businesses and startups amount to about 20% of our business.” Mr. Sutaria states that even though working with startups often means additional engineering or other support up front, building the relationship can pay off when the startup grows and increases their orders. “SMG – like so many manufacturers - faces stiff overseas competition,” says Mr. Sutaria. “For years we’ve diversified our customer base to include large and medium size companies with products in a range of industries, and we’ve also found ways to work successfully with startups. Growing the customer pipeline is a way we can sustain and increase manufacturing jobs in the region.”

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CONTACT: **TERRI GLUECK, INNOVATION WORKS**
tglueck@innovationworks.org
412-818-8191 (mobile)

Innovation Works is the Ben Franklin Technology Partner of SWPA. The Ben Franklin Technology Partners are a network of four centers located across Pennsylvania providing financial and other resources to the state’s technology companies to help them grow. Innovation Works has assisted hundreds of SWPA companies with seed funding, business expertise and networking since starting a seed fund in 1999. Since that time, Innovation Works has invested more than \$70 million in our region’s highest-potential startup technology companies. These portfolio companies have raised an additional \$1.8 billion in venture capital and other funding which has been used to hire thousands of employees, launch new products, and build and diversify the technology economy of our region.