



Presenter:

Aaron Altscher

CEO, Handteq

Work Experience:

- CEO Endurance Media
- Managing Director, RateMyTeachers.com
- Adjunct Faculty, Loyola University Maryland - Sellinger Business School MBA Program
- Faculty, Howard Community College - Entrepreneurship and Business Department

Educational background:

- MBA, University of Mary Washington
- B.S., University of Mary Washington

Awards/Memberships:

- Awarded 2013 Grant from Baltimore City's Mayor SRB for Innovative Technology Solution for City Parks
- Cast NBC's "The Apprentice"
- Howard Community College Teacher of the Year Award
- Mary Washington Board of Directors - Athletic Program

Presents The Raymond V. Haysbert, Sr. Entrepreneurship Lecture

"Crab Cakes and Tech Startups - That's What Maryland Does"

Over the past several years, there has been a boom in technology startups within the Baltimore region. Forbes Magazine has even rated Baltimore #2 of Best Cities for Technology Jobs. Companies with smart, young (mostly), and driven individuals or teams are springing up and veraciously creating solutions for problems facing such large industries as health care, data security, and education. These solutions even span to focused areas of interest in our daily consumer lives surrounding parking, local deals, and fitness.

The Baltimore startup culture is different than Silicon Valley. It's tough, hardworking, supportive, and absent of flash and frills. Aaron is an active member of the Baltimore startup community and has built a successful technology company based on the 3 main principles:

- Bootstrapping
- MVP
- Fail Often & Fast

Come hear how he started and scaled his company, Handteq, and learn the necessary first steps for launching your tech startup in today's existing startup environment.

October 29, 2014
12:00 - 1:00pm - UC 310

Speaker Series

The Entrepreneurship Speaker Series provides a monthly platform for successful entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, staff, alumni, and the Baltimore business community. The series highlights experiences, lessons learned, and unique issues and challenges faced by entrepreneurs in the creation of a new enterprise.

For more information contact Vivian Armor (armor@umbc.edu)

Co-sponsored by the College of Engineering and IT

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