AMERICA'S SBDC MONTANA

Guiding Montana Businesses to Success

MONTANA ROOT APPLICATIONS

Missoula Regional Success Story



Co-Founders: Brad Bahls, Chief Science Officer, and Ryan Duarte, Chief Executive Officer

"The **solid, strategic advice** I have received from Missoula SBDC has been **amazing**, and meets **110%** of expectations."

-Ryan Duarte, Co-Founder & CEO

PROBLEM

Skin cancer in Ryan's family led him to create a technological solution for prevention. In his search, he discovered that hospitals also need daily relationship building to acquire new customers and retain existing patients, so he created SolarScreen.co. He needed SBDC services.

SOLUTION

The Missoula SBDC helped refine his business idea and strategy, create necessary team building steps and timelines, prepare a white paper presentation, evolve customer communication and strategy protocols, and give feedback on the product development iteration process.

IMPACT

MRA has procured nearly $67,000 in investments awards, grants, contracts, and owner equity, enabling 6 part-time hires. A pilot project with typical value of $10,000 annually was secured with Community Medical Center for MRA's signature product SolarScreen.co. Ryan says, "All the people who have been setting up meetings with me are due to connections made for me by SBDC's Jennifer Stephens!"

"This team is **smart, creative, and visionary**. Their tenacity, persistence and can-do attitude has brought them from **big idea to big impact**."

-Jennifer Stephens, Missoula Regional Director

sbdc.mt.gov
facebook.com/montanasbdc
twitter.com/mtsdbc

SMALL BUSINESS DEVELOPMENT CENTER NETWORK
HELENA, MT | 406-841-2747 | MTSBDC@MT.GOV

The Missoula Regional Center is hosted by the University of Montana under a cooperative agreement with the SBA and Montana Department of Commerce.