



ITEN

“Catalyst of the Tech Ecosystem”

Project Management Symposium

November 15, 2013

www.itenstl.org

Twitter @itenstl



About Us

ITEN is a non-profit organization that helps tech startups and builds the tech ecosystem in the St. Louis region

Our Goals:

- Maximize number of companies that provide investor returns
- Maximize startups' revenue
- Maximize the creation of well-paying jobs within the region

Who Funds ITEN?

- Kauffman Foundation
- St. Louis Economic Development Partnership
- Missouri Technology Corporation
- Gateway to Innovation Conference (G2i)
- Reinsurance Group of America
- Savvis / CenturyLink
- St. Louis Arch Angels
- iSelect Fund
- AHM Financial
- Greensfelder, Hemker & Gale, PC

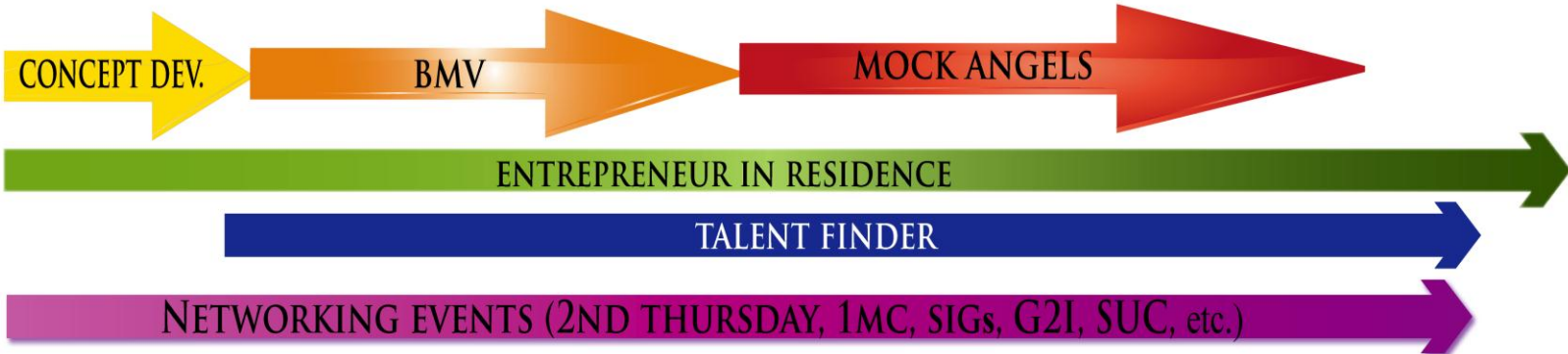
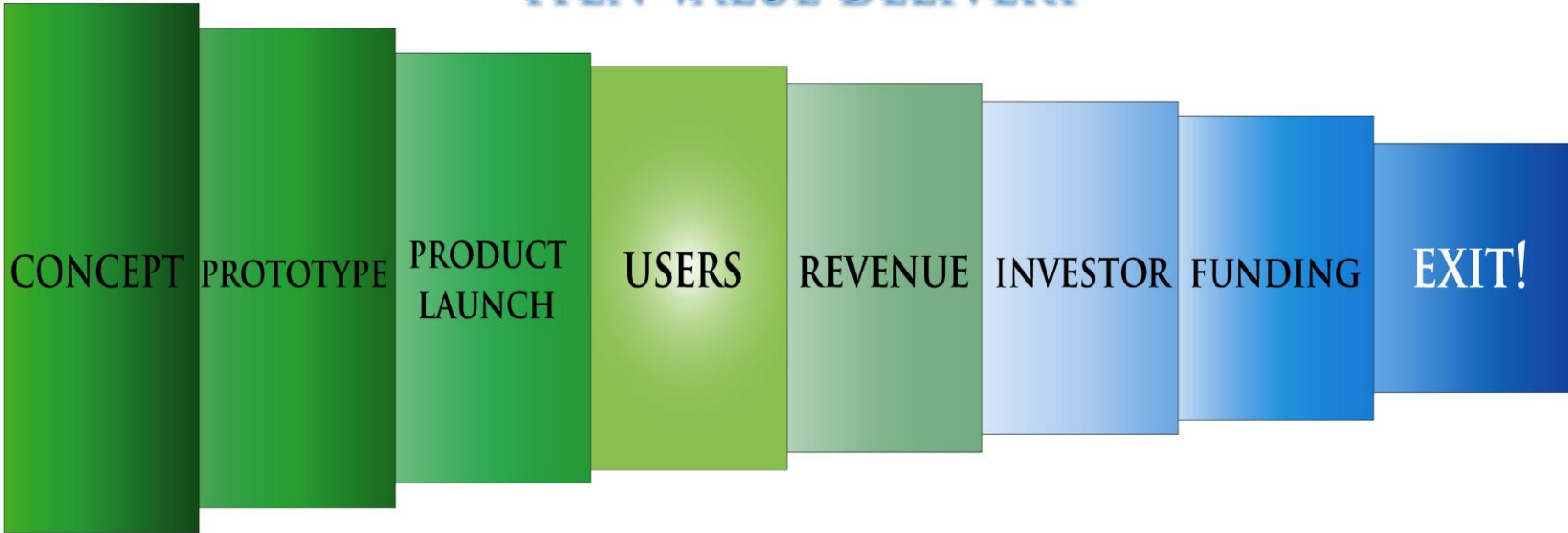
History of our Entrepreneurial Region

- St. Louis founded by entrepreneurial French trappers, traders and missionaries
- Gateway to the West was home to many entrepreneurs
- Nineteenth century: breweries, manufacturing, transportation
- Twentieth century was a downward slide after 1904
- 21st Century: back at it!
 - Biotech
 - IT

Key Strategies

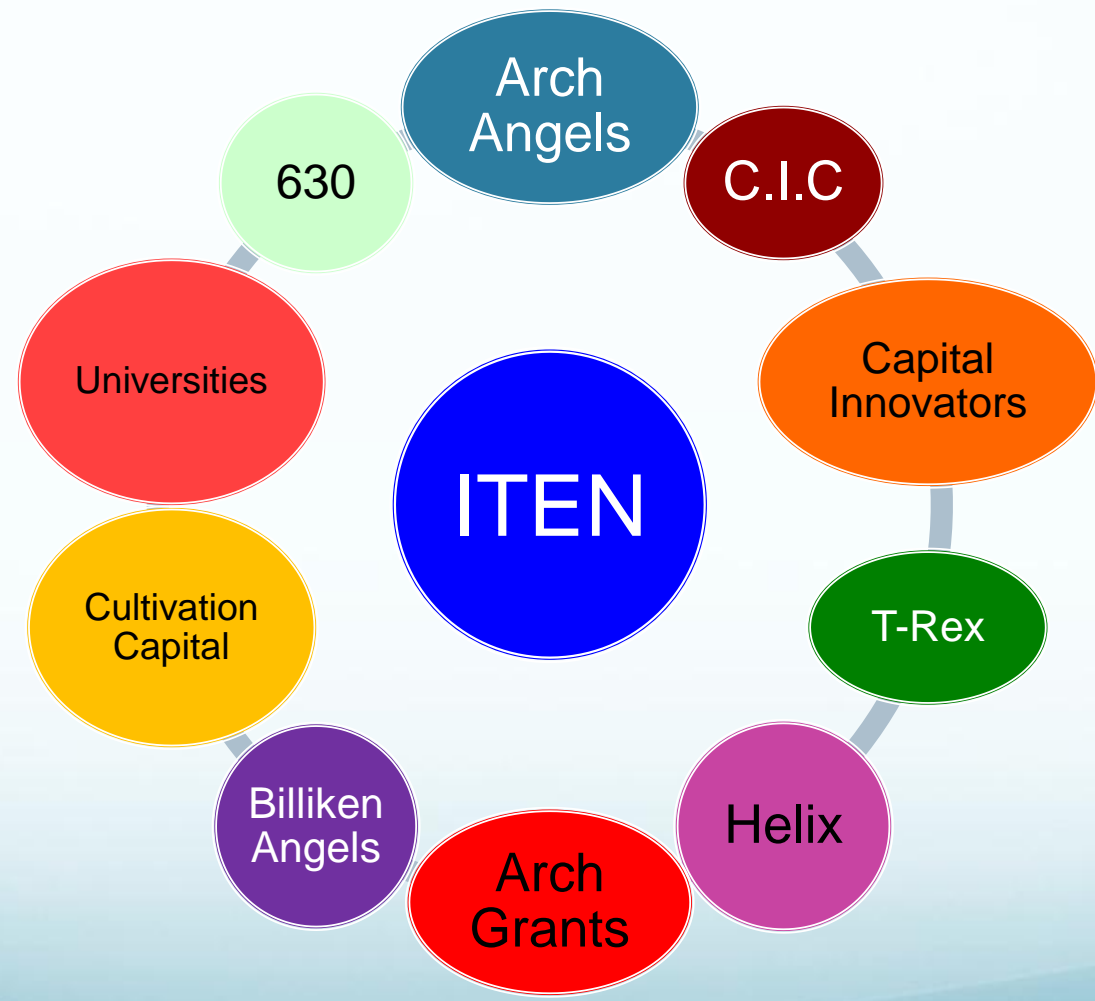
- Develop innovative tech ventures with strong and fundable business plans
- Develop talent to support the needs of the ventures, the community and job creation
- Attract funding for start-ups
- Enable community wide collaboration to enhance performance of start-ups
- Strengthen ITEN capabilities: staff development, data collection, continuous improvement initiatives

ITEN VALUE DELIVERY





The Regional Tech Ecosystem



Opportunities

- Program/Project Management is critical for startup success
- Most startups can't pay full salary
- Consider partial or deferred salary plus equity
- Multi-tasking required in a startup: maximize your value
- Check out Mock Angel grads on the ITEN website
- Job listings also on the ITEN website
- Attend ITEN's events to network with startups
- www.itenstl.org



There's an emerging spirit of innovation and entrepreneurship, presenting new opportunities for those who are willing to join in with a "Give First" attitude.