



I&E Council

AN INNOVATIVE YEAR AHEAD 2018-2019

October 2018

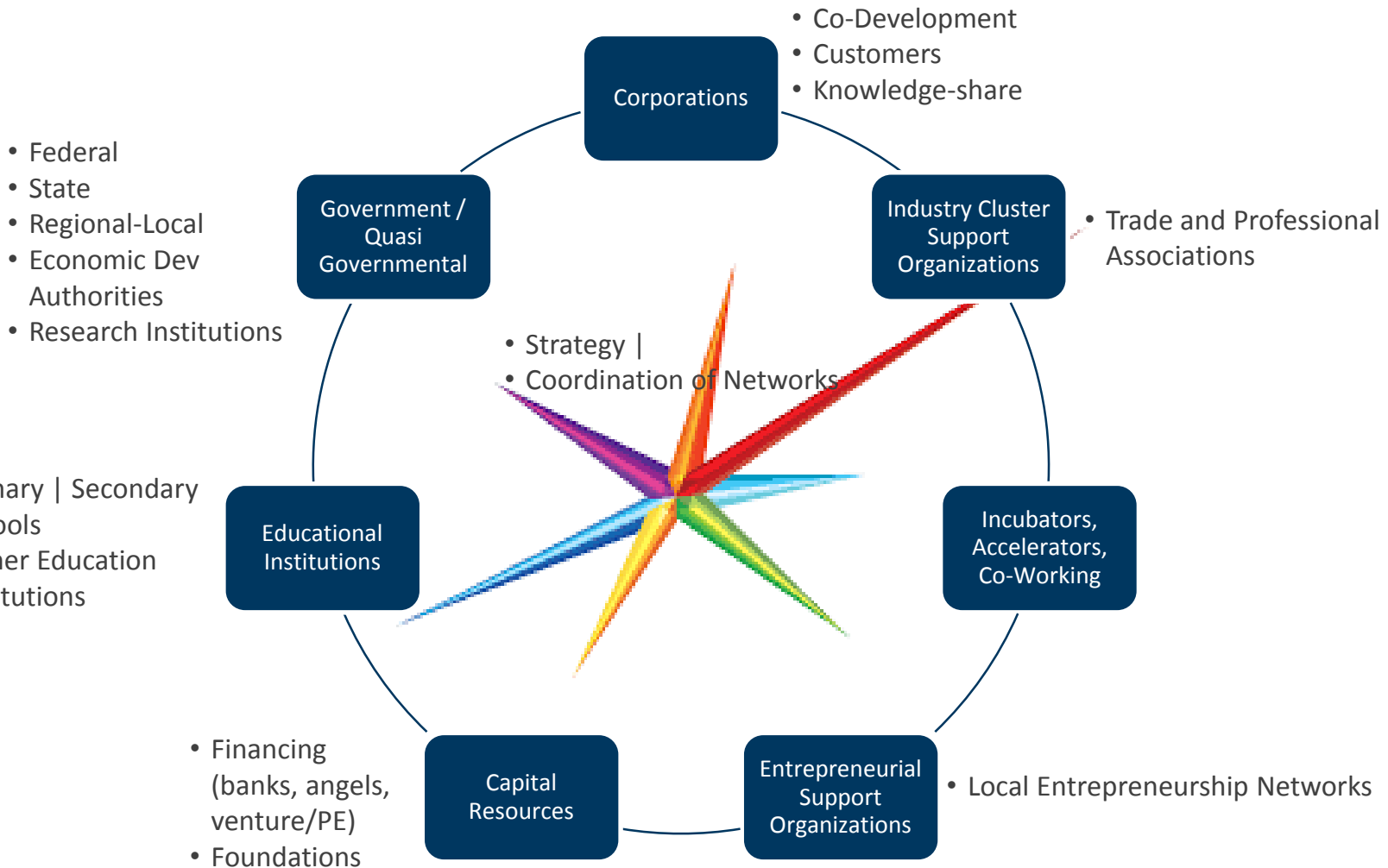
Tysons, Virginia

Entrepreneurial ecosystem is active but not optimally interconnected . . .

- NOVA Chamber could fill a void by leading the organization and mobilization an Actionable Framework for Collaboration that results in:
 - Economy that fosters sustainable entrepreneurial activity*
 - Business community mindset and culture that fosters innovation and high growth entrepreneurialism
 - Long term vision and commitment
 - Engagement of the entire community
 - Inclusive of all elements in the ecosystem
 - Ultimately an I&E Ecosystem Coalition

*Assumes regional preference for high growth ventures with primary goals of profitability and growth that use innovative strategic practices versus govcon services or “small business” (i.e., those built for revenue and remain small with max 25 EEs).

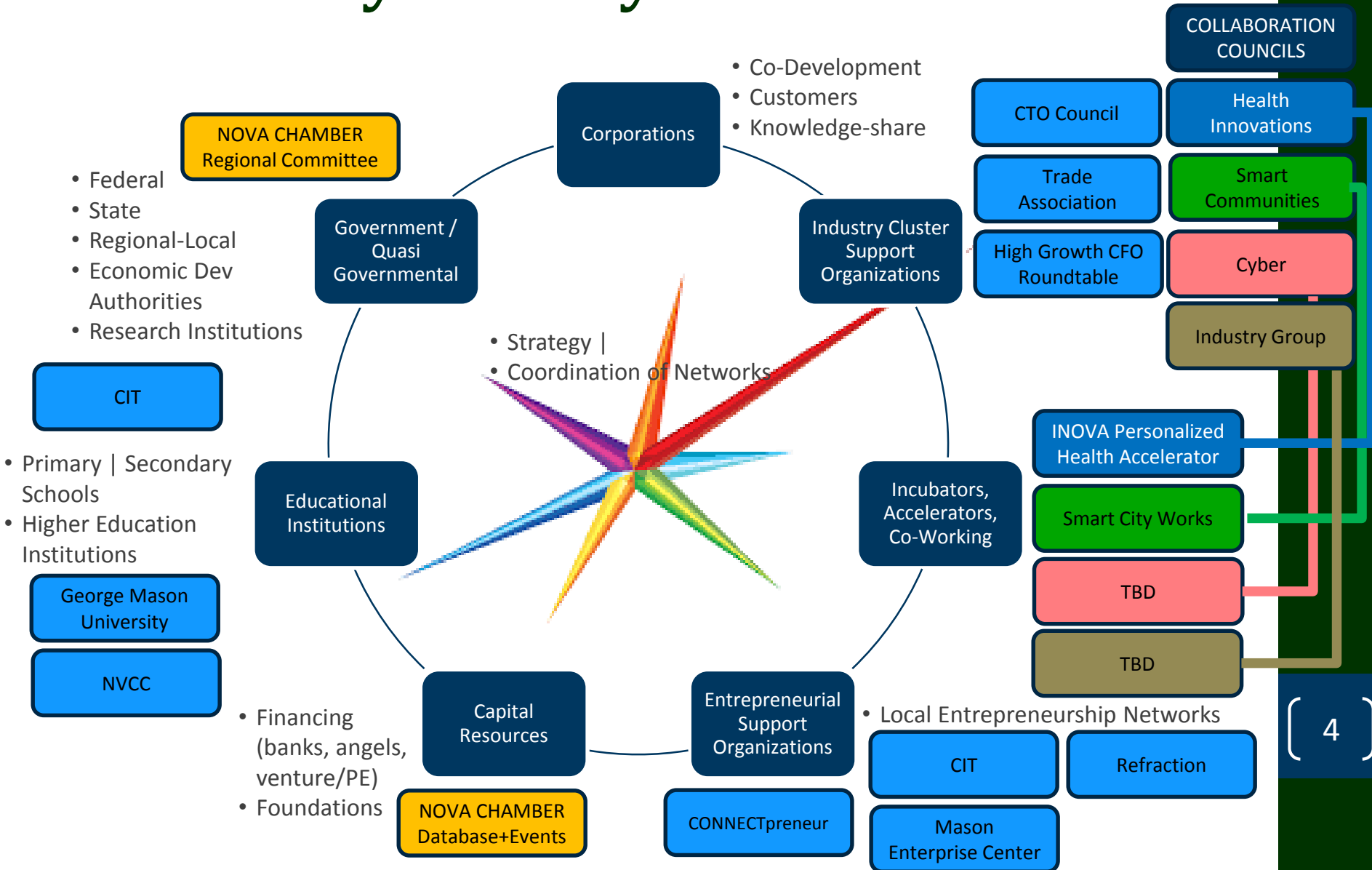
Elements of I&E Ecosystem



I&E Council to date

- Defined primary elements of a sustainable entrepreneurial ecosystem
- Identifying region's leaders and influencers by element; recruiting as Team Leads
 - Team Leads recruit team members within element/sub-element
 - Teams define role, objectives and performance metrics by specific category
 - Teams develop practical, targeted strategies to leverage elemental capabilities to address specific conditions faced by regional entrepreneurs
- Creating CXO Councils , Collaboration Councils
- Drafting a Roadmap to Developing the I&E Ecosystem Coalition

I&E Ecosystem by Element



Sample of I&E Council Initiatives

- Incubator | Accelerator | Actuator Partner Program
 - Inaugural I|A|A Partners Programs (2 partners signed; 2-3 to be recruited)
 - Collaboration Councils (Healthcare, Infrastructure | 2-3 to be identified)
- CXO Councils
 - CFOs – representative of FIRST
 - CTOs – representative from The CTO Council
- The I-List™
 - Greater Washington I-List Awards™

Incubator | Accelerator | Actuator Partner Program

- **Vision:**
 - Foster collaboration between innovative and entrepreneurial organizations in the Greater Washington Metropolitan Area
 - Be an integral and supporting element in growing a sustainable Innovation and Entrepreneurial Ecosystem
- **Mission:**
 - Develop partnerships with select group of entities whose focus is to support the development of businesses around innovative ideas, concepts and technologies.
 - Align those entities with the innovation foci of the Chamber's corporate members and the greater Innovation and Entrepreneurial Ecosystem

I|A|A Partner Programming

For each Co-Hort*, NOVA Chamber will co-brand:

- Thought Leadership Event, potentially as
 - Topical panel discussion at Board and/or Council meeting
 - Panel discussion in 4 pm time slot at Chamber
 - C-Suite Lunch at Eddie V's (CXO, CINO, CISO, CFO)
- Industry Day at the Chamber, may include
 - Booths / kiosks of cohort companies
 - Pitches by cohort founders followed by keynote and reception
 - Keynote sponsor | Introduction sponsor
 - By invitation
- Pre-Demo Day Practice Pitch (private event at Chamber offices)
 - Smart City Works: Spring: June 14th | Fall tbd

* Typically I|A|A s hold two (2) co-horts or trainings per year: Spring and Fall



EVENTS

MEMBERSHIP

GET CONNECTED

BUSINESS ADVOCACY

MEDIA CENTER

ABOUT

The first list of companies included on the i-LIST are:



Axios
Arlington, VA

Booz | Allen | Hamilton

Booz Allen Hamilton
McLean, VA



Capital One
McLean, VA



Cofense
Leesburg, VA



Federated Wireless
Arlington, VA



Fractal Industries
Reston, VA



Fugue
Frederick, MD



Hawk Eye360
Herndon, VA



INOVA Health Center
Fairfax, VA



KnoNap
Washington, DC



Mapbox
Washington, DC



Novetta
Tysons, VA



OPAQ
Herndon, VA



Smart City Works
Reston, VA



Tenable
Columbia, MD



United Therapeutics
Silver Spring, MD