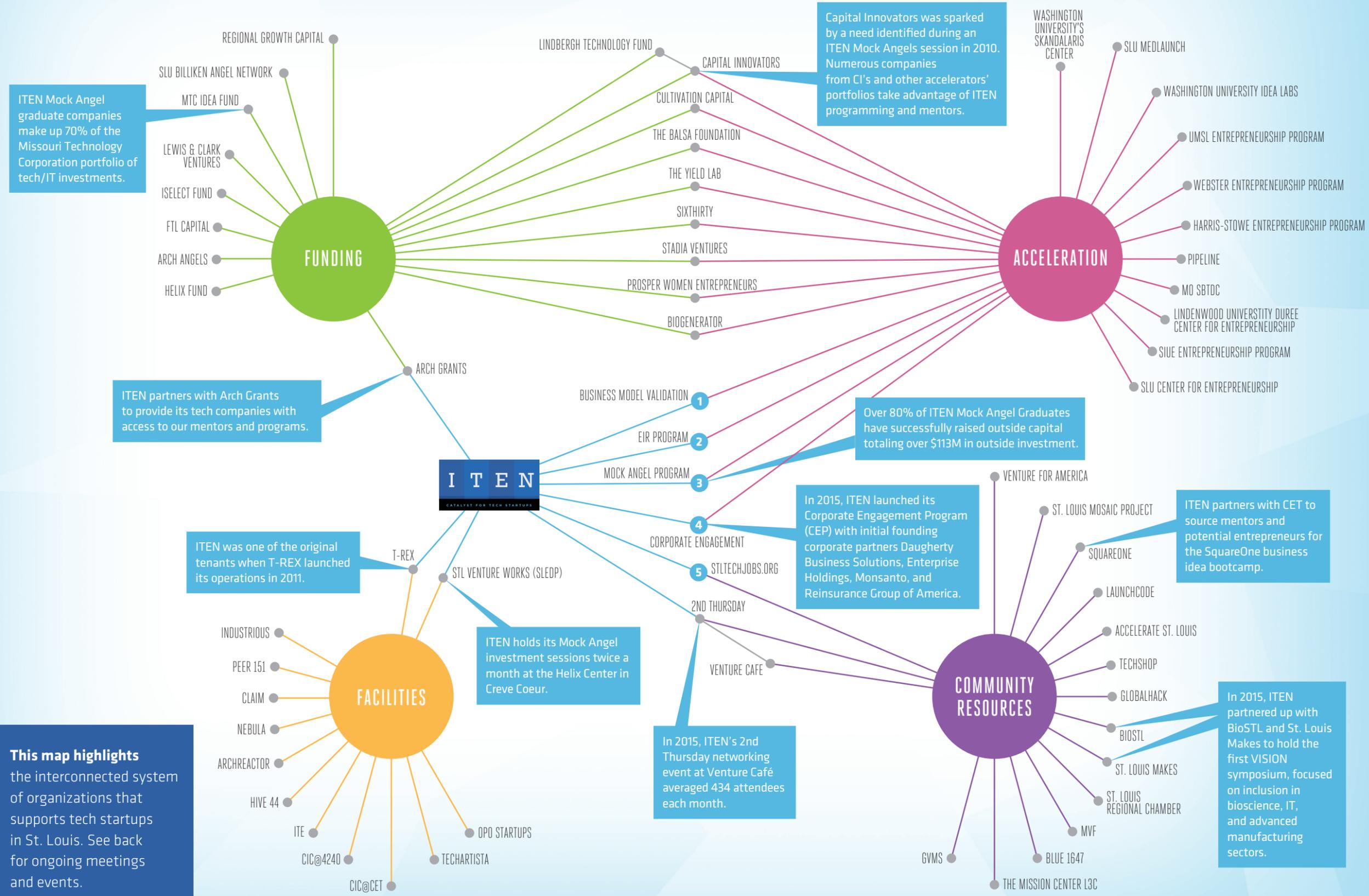


St. Louis Tech Startup Ecosystem



This map highlights the interconnected system of organizations that supports tech startups in St. Louis. See back for ongoing meetings and events.

1 Business Model Validation Program is designed for pre-revenue (concept stage or prototype stage) ventures and ventures that may be producing revenue but have encountered challenges to their basic business model. Using the Business Model Canvas, the program focuses on the primary elements that need to be present in order for a successful business to be possible. Without a deep and clear understanding of these basic elements, it's very difficult to realize success with your new technology venture.

2 The Entrepreneur In Residence Program (EIRs) addresses the needs of the most promising and compelling early-stage startups that can best benefit from a focused, hands-on, strategic advisor to achieve rapid acceleration. Ideal candidate companies for the EIR program have a viable business model within a large market and have a coachable management team. The EIR program is available free of charge to ITEN ventures that are selected.

3 Mock Angels Program is an intensive program to prepare ventures for serious investor consideration. It is very difficult to overcome an inauspicious first impression. For that reason, ITEN highly recommends that all ventures go through the Mock Angel Program before approaching potential investors. Many ventures have made pivots as a result of initial feedback from the Mock Angel mentors, leading directly to more and faster success and follow-on investments. In addition to the pitch preparation, our due diligence committee reviews all documents typically requested by a sophisticated investor, so upon graduation companies are prepared in both areas of the fundraising process.

4 Corporate Engagement Program Our newest program is designed to bring together tech startup ventures and regional corporations in innovative ways to help both overcome barriers to rapid growth. CEP can provide introductions to potential new clients and the opportunity of learning specifically what larger corporations are interested in and challenged by, through direct contact with their key decision-makers. ITEN works with the corporate partners to select the ventures with the technologies and solutions that are of most interest and potential benefit to the partner or the partners' customers. Once the connection is made and further interactions are underway between the corporate partner and participating startup, ITEN steps out of the conversation but requires periodic progress updates from partners.

5 STLTECHJOBS.ORG STLTechJobs is a one-stop shop for St. Louis tech talent. When launched in 2016, it will be a place for St. Louis startups to post all open positions, corporations to post open tech positions, and job seekers to post resumes. It will also be a resource for professional career advice and coaching, and what's trending in the tech career field.