

NAME

Joint Collaboration
Initiatives

TEAM MEMBER NAMES

Wayne

Andreea

Carlos

Ana Paula

Mark

Scott

Clif

Tamara

Garret

John

DESCRIPTION

Articulate ^{shared} values +

tactics effective + CT

collaboration

Deliverable Name:

Mission Title: Build Your Coalition

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Description

what are you delivering today?

Best Practices / Frameworks for collaboration (WIP)

Application

how does it work? how will it be used?

High level guidelines to focus the work of ecosystem builders

Impact

how will it help ecosystem builders? what systemic issues will it address?

Accelerate / facilitate collaboration among peers

Team Members

who is working on this? include contact info and any future plans or commitments

Wayne
Ana Paul
Tamara
Andiea
Mark
Garret
Carlos
Scott
John
Clif

Partners & Resources

what partners and resources should be engaged going forward?

ICAU #FMAN
- local stakeholders
- thought leaders
- orgs with resources

Next Steps

what should happen next? where would you like to see this go in future iterations?

- Build an online crowd-sourced tool to enrich Best Practices
- Playbook + tools

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map
- Open source knowledge networks players

City
State
Govt.
Funding

Grow the pie for talent/capital

CONTRIBUTIONS

Call-in line w/ people who can answer

Commit to share & curate inclusive stories with media

Media/comm integrator

SOURCELINK

Ecosystem Map

Put Entrepreneurs First

need a "Switzerland" org locally or a committee of 4 rep from each org

Open to all

BRING PITCH COMP. TO DIVERSE/ URBAN SETTING

PITCH COMPET. IN SPANISH ENG. TRANSL.

0-100 Pipeline training

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CONTRIBUTIONS

ESD
Huddle

Joint
Initiatives

Strategic
Collab.
Forum

Monthly
Gathering/
Events
Meetups

Joint support
organizations
marketing/
communications
plan

**PLACE
SPACE**

LT
Value
Focus

Think
bigger

"How can
I help
you?"

Keep it
Local

Do

Talk
Less

Culture of
generosity
& humility

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Scope of
Entrepreneurs
Included?
Local - Global

Lack of
Inclusion:

Agendas

PAIN POINTS

White/Male
22-30 yrs
old
"Bio-preneur"

Some
Orgs speak
ill of others -
discourage
entrepreneurs
from
accessing
others

Own
perspective/
agenda

Universities
typically
dominate but
are too busy/
or interested
in immediate
winnings
only

- Lack inclusion
- Agenda/Ego/Politics
- Central hub
- Compete \$, talent
- Culture
- Collaboration
- Different profiles entrepreneurs
- clients
- Access early stage \$

Compete
for
Funds

FUNDING
SOURCES

Silo's

Finding ways
for deeper
collaboration

Competition for
resources between
support organiz-
-ations

1st .
\$500k

Communications
between support
organizations

too little local
funding for
organizational
overlap

Compete
for
talent

Coordination
collaboration

Start-Up
vs.
Main Street
vs.
Enter by Need

Stagnation/
Lack of
Change

Speaking
different
languages
- entrepreneur
- corporate
- govern
- academ
- investor

No media
outlet or
partners to
share the
successful
stories

PAIN
POINTS

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Bad Actors

Fans

Bad Actors

Politics

Egos /
Brand
Recognition

PROTAGONISM

from:
me
to
us

ONE-STOP
SHOP

WANTING TO
BE...

3 C's
• Capital
• Credit
• Control

Pain
What are the
different organi-
zations and resources
available

No
central
Hub

Creating
Density

Pain
Where do you start
to access the eco-
system if you're
new to the community

Central
RESOURCE
Hub For
Information

PAIN
POINTS

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Crowd-sourced Knowledge-base
to jointly collaborate to create
ecosystems → ~~Best Practices~~
FRAMEWORK

- 1) Identify common mission elements + overlaps
- 2) Elaborate a LT effective plan to serve ① - key metrics to focus
- 3 - Identify 2-3 collaboration tactics you can all get behind
 - storytelling
 - mapping
 - Knowledge/resource base
 - events
 - space/location

54-103

①

*) Identify shared values +
2) cultural norms

4) Execute, measure,
feedback, reiterate

Jointly collaborate → grow pie

BEST PRACTICES

- Do a plan (LT)
 - marketing + comm (story telling)
 - events → inclusive formats
 - pitch
 - mapping
 - shared knowledge/resources
 - space
 - hub/landing
- Culture values/behavior
 - Be humble - Do
 - Think big - Listen
 - Entrepreneur centric
 - Keep it local
 - Be open. Contribute