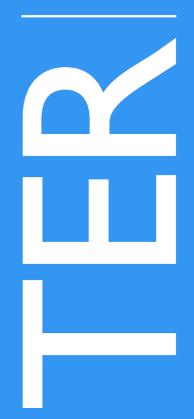
## **QUESTION OF THE DAY**

If you could pose one question to the Mayor of Atlanta regarding our tech community, what would it be?

lechnology Executives Roundtable





## **Donnie Beamer**ATLANTA TECH CZAR

Beamer is the first-ever senior tech advisor, is chief liaison between the Mayor's office and the tech sector and helps shape policy. He also works with Invest Atlanta to recruit new tech firms to Atlanta.



March 2023

### **Atlanta's Technology Executives Roundtable**

<u>Meet Atlanta's New Tech Leader – Donald Beamer</u> Sr. Tech Advisor to Atlanta Mayor Andre Dickens

Please hold until the session begins





#### John Wichmann

President 2023

**Technology Executives Roundtable** 

Founder & CEO, Gather Sciences

**Your Forum** 

**Candid discussion** 

**CEOs, CFOs, CTOs & Investors** 

**Subject Matter Experts** 

**Complex leadership issues** 

**Share, challenge & test ideas** 



### **ZOOM Etiquette**

"Pin" the TER video box on your Zoom feed

Please mute audio/video during presentations.

Chat if you want to ask a question.

 We are recording for educational purposes; this is not specific legal, accounting or tax advice; consult your advisor



## Thank you to our generous ATL sponsors











Digital marketing for B2B tech companies

Real estate advisors for high growth companies

Professional staffing and recruitment agency

On-demand product design and software engineering







Full-service law firm



Insurance and risk management services





## **Experienced Team**

A proven team with diverse experiences and perspectives



Lister Delgado Managing Partner

- 5+ yrs. Hardware & Software Development @ Lucent/AT&T
- 20+ yrs. VC Experience @ IDEA Fund Partners
- Brown U / U Texas M.EE / UNC MBA



John Cambier CFO

- 20 years of CFO experience
- 20+ yrs. VC Experience @ IDEA Fund Partners
- Managing Partner IFP I, II, III
- Michigan State / UNC MBA



Lewis Burnham Principal

- 7 yrs. + Educator and Athletic Administration; 6 yrs. + Medical Device and Tech Sales
- Former College Football Player
- UNC / UNC MBA



## What We Invest In

We invest broadly in **technology**, but focus mainly in sectors we know and understand well:

B2B SaaS, Fintech, Cybersecurity, Infrastructure, Future of Work

We invest thematically and are excited about companies that fit at least one of the themes below:

Technical Innovation

**Business Model Innovation** 



**Automation** 



**Democratization of Expertise** 



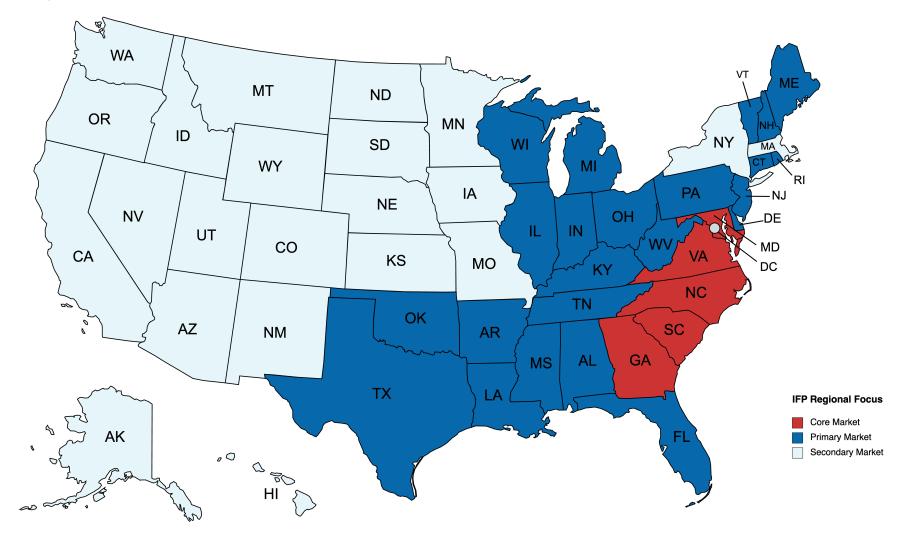
**Data-Driven Decision Making** 



**Driving Efficiency in Hyper-Inefficient Markets** 

## **Underserved Markets**

Regionally Focused with National Reach



## **Underserved Founders**

IFP Target: 50% of investments in underserved founders

Intentional elimination of bias = more diverse portfolios = better outcomes

#### **DIVERSE TEAMS OUTPERFORM**

30%

Better MOIC at Exit

#### **GENDER-DIVERSE TEAMS OFFER**

63%

25%

Higher Valuations

More Likely to Have Above-Avg. Profitability

#### ETHINCALLY-DIVERSE TEAMS OFFER

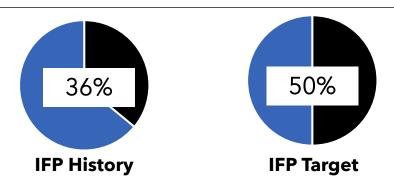
65%

36%

**Higher Valuations** 

More Likely to Have Above-Avg. Profitability

#### IFP Diverse Teams Investments



#### IFP Diversity Plan

- Measurement & Accountability
  Introspection | Evaluation of Process | Tracking | Publishing Results
- Intentional Network Expansion
  Team Recruitment | Sourcing Partners | Events | Personal Networks
- Reducing Deal Evaluation Bias
  No Intros Necessary | Limited Weight to Referrals | Founder Traits

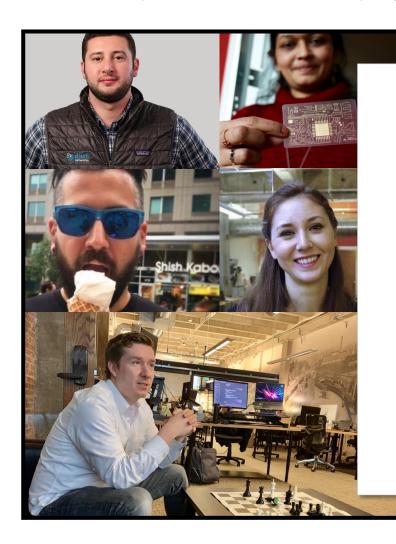
## Deep Co-Investor Network

Strong networks create connective tissue between secondary markets and major investors

We have co-invested with 60+ venture firms and enabled our companies to raise \$1 billion+ in follow on investments<sup>1</sup> NORWEST VENTURE PARTNERS **TIGERGLOBAL** (\$\varphi\$) SPARK CAPITAL **8**° EIGHT ROADS salesforce GENERAL (C) CATALYST **Lightspeed** ventures Bullpen. canaan SAPPHIRE **Pritzker Group** MERITECH CAPITAL PARTNERS ( VENTURE M **GROTECH VOCAPPARTNERS** JJ CAPITAL **VENTURES** Sony AMERICAN EXPRESS techstars **PLUGANDPLAY** Combinator Innovation COMCAST VENTURES. **Fund** 

## What Does IFP Look For

Exceptional individuals trying to change the world.



- 1 **Exceptional** founders
- 2 Knowledgeable & driven teams with a good plan
- 3 Market-defining opportunities
- 4 Bias towards uniqueness & innovation
- 5 Seed or Pre-seed
- 6 \$250K typical initial check (up to \$3.5M over time)



# Next Level Collaboration Solutions **Peter Stewart EVP Global Alliances & Strategy** March 21 2023

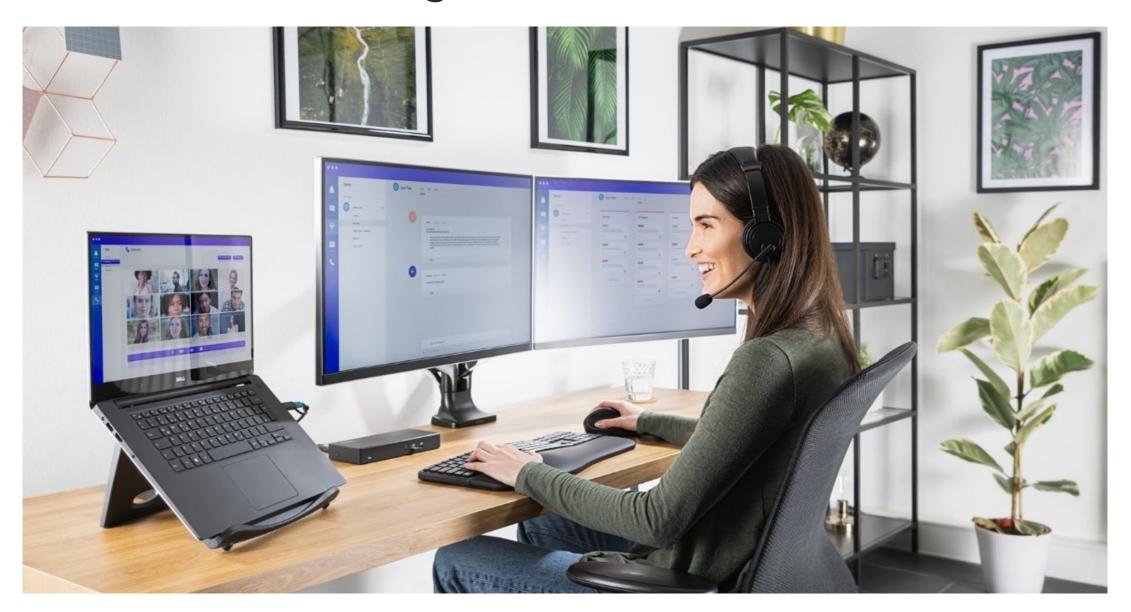


#### **Return to Office Challenge**



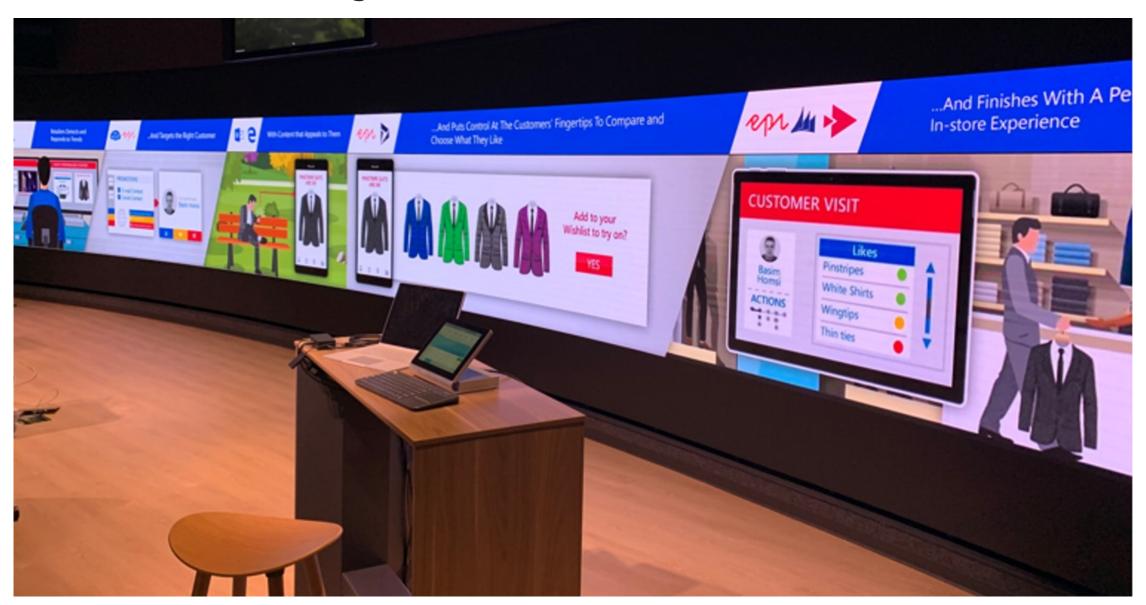


#### **Return to Office Challenge**





#### Microsoft Envisioning Theater – Atlantic Station



#### Georgia Tech Foundation – Trustee Boardroom



Hybrid Experience Upgrade – visual display, spatial audio, intelligent camera tracking, native MTR



Cyviz integrated with Microsoft Teams Room with "front row" view

#### **Accenture Southeast Headquarters**



#### **QXP Atlanta - Hybrid Classroom**



#### Remote workers want a destination and an elevated experience







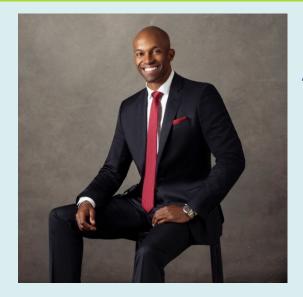




## Meet Atlanta's New Tech Leader – Donald Beamer

Senior Tech Advisor to Atlanta Mayor Andre Dickens

March 21, 2023



**Donnie Beamer ATLANTA TECH CZAR** 



A fireside chat led by
Allison O'Kelly
CEO/Founder
Corps Team



#### **Panelist Contact Information**

Donald Beamer
Sr. Tech Advisor to
Atlanta Mayor Andre Dickens
<a href="mailto:dbeamer@atlantaga.gov">dbeamer@atlantaga.gov</a>

Allison O'Kelly
CEO/Founder
Corps Team
allison@corpsteam.com

**FUND OF THE MONTH:** 

Lister Delgado Managing Partner IDEA Fund Partners

Idelgado@ideafundpartners.com

**COMPANY OF THE MONTH:** 

**Peter Stewart** 

**EVP Alliances, Corp Dev & Strategy** 

Cyviz

peter.stewart@cyviz.com



## **PLEASE** STAY AFTER FOR

## Q&A with today's panel

#### **SPONSORS**









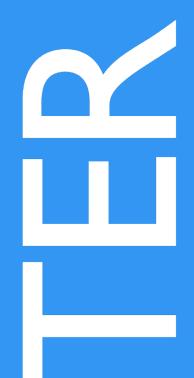








## lechnology Executives Roundtable



# Help us update the only report on Atlanta tech executive salaries and compensation

Go to ter-atlanta.com/survey to add your input and reserve your copy of the report

All data is kept confidential. Only aggregated results are published.



Please join us for our April 2023 event (in-person and virtual)

## HOW TO GET THE WORKPLACE RIGHT: ATTRACT & RETAIN TALENT AND INCREASE EMPLOYEE ENGAGEMENT

**April 18, 2023** 

Technology Executives Roundtable

