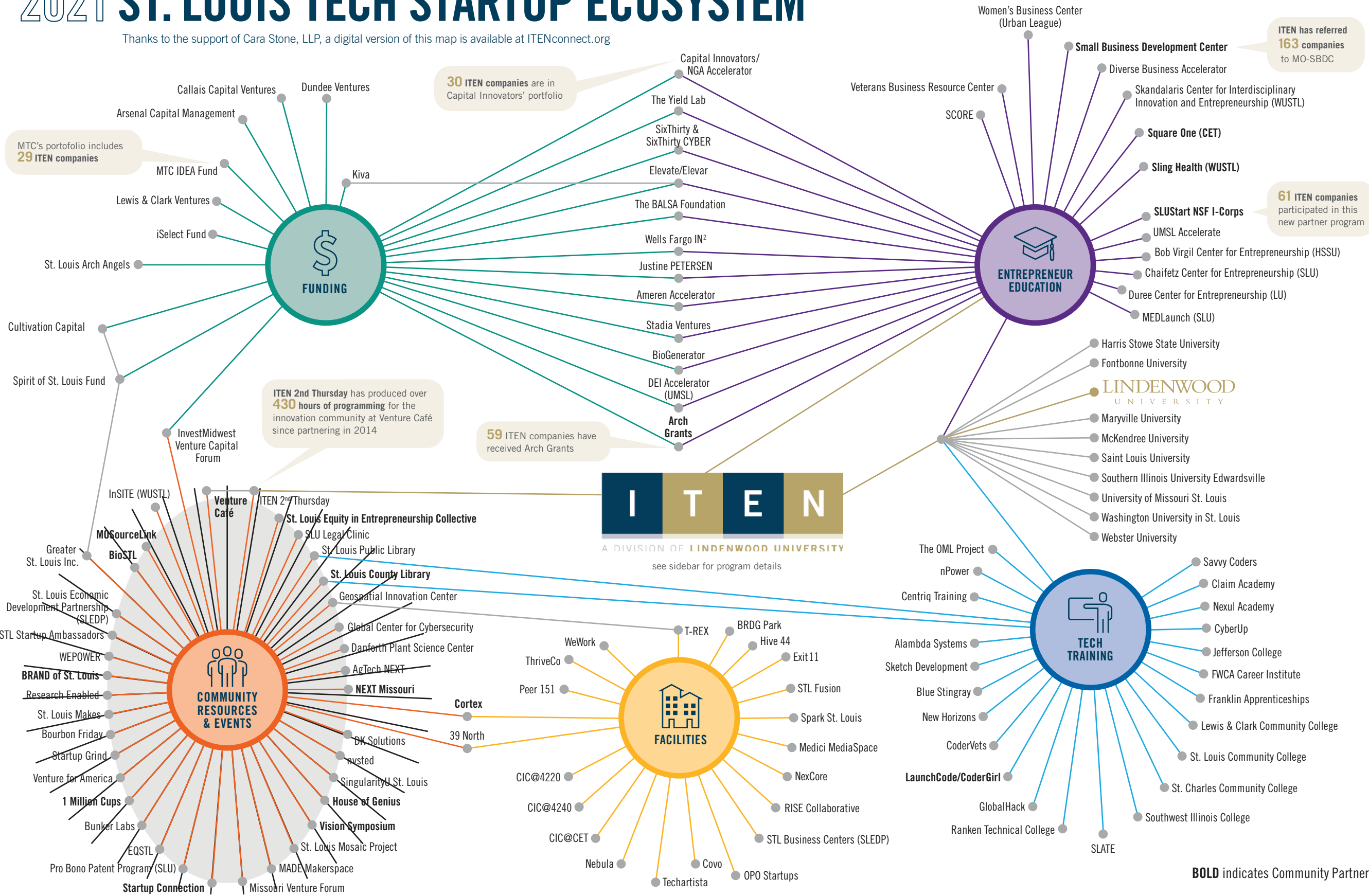


2021 ST. LOUIS TECH STARTUP ECOSYSTEM

Thanks to the support of Cara Stone, LLP, a digital version of this map is available at ITENconnect.org



PROGRAMS & SERVICES

Educational Events

ITEN offers both public and member-only events. Public events include 2nd Thursday @ Venture Café, STL Startup Week, Startup Connection, Vision inclusion symposium, and programs through the St. Louis Equity Entrepreneurship Collective. For our community members we offer Founder2Founder, Investor and Elevator Pitch Practice, and other ad-hoc events.

Mentors & Entrepreneurs in Residence (EIRs)

Startups can connect with our network of 60+ mentors through the UNION platform where activity, feedback and progress are tracked. Representing a variety of skills, expertise, and industries, our mentors are available to companies at every stage. EIRs are aligned with startups as they enter the Investor Readiness Program to help them prepare for fundraising and scaling.

The EUREKA Experience

Our newest program includes two components—Ideation (8 weeks) & Validation (12 weeks)—to take a founder from idea to product/market fit. Combining the LEANSTACK tools & playbooks, with ITEN mentors and LU student support, EUREKA builds entrepreneurial mindsets and teaches scalable processes that lead to traction and growth.

Investor Readiness Program (IRP)

Companies that confirm their product/market fit and are demonstrating traction can be considered for the Investor Readiness Program. Designed to prepare startups to raise outside funding, this program includes Mock Angels pitch sessions and due diligence preparation. Following completion of this program, graduates are introduced to potential investors and are eligible to receive service provider perks.

Corporate Innovation Program (CIP)

This program offers our corporate partners access to innovative products and educational sessions, workforce talent, and peer collaboration. There are many ways for our partners and their team members to engage, such as: mentoring, program participation, "first customer" experiences, workshop attendance, and as sponsors.

Member Perks

Free and discounted services, worth over \$60,000 annually, are available to ITEN member companies.

UNION is our community engagement

platform that empowers our startup companies, mentors and staff to communicate, learn and collaborate. UNION supports the delivery of ITEN's programs, tracks feedback & evaluations from mentors, shares event information, offers online resources and supports discussion boards for collaborating—all in support of tech entrepreneurs launching new successful companies.

ITENconnect.org

ITEN is generously supported by



ST. LOUIS TECH ENTREPRENEUR 2021 PATHWAY

Innovative & Disruptive Ideas
 Concept & Market Viability
 Do you have a strong value proposition?
 Starting to Grow the Team
 Pivot, Pause or try a new idea.

Savvy Coders
 LaunchCode
 Claim Academy

GROW

SCALE

IDEATION

MENTOR SUPPORT ENTREPRENEUR PATHWAY

VALIDATION

PRODUCT LAUNCH

ENTREPRENEUR PATHWAY MENTOR SUPPORT

1 Million Cups
 Entrepreneurs present their startups & answer the question: What can the community do for you?

Incubators
 Check out the Ecosystem Map for all the great incubators & co-working spaces

NSF I-Corps
 Starting to Grow the Team

Startup Connection
 Pitch Competitions and Friends & Family Investors

Institutional Investors

EUREKA Experience
 Ideation
 Validation
 Commercialization (coming soon)

BioGenerator Fundamentals

CET's Square One

AgTech NEXT

Professional Resources
 Startup-friendly legal, marketing and accounting professionals offer service perks to entrepreneurs

ITEN Mentors
UNION Community Engagement Platform
 Member Perks
 Engage mentors & resources on the UNION platform early and all along your journey

BALSA Foundation Idea Support
IdeaBounce
 Share your ideas, get guidance and feedback

ITEN Events
 2ND Thursday
 Founder2Founder
 Pitch Practice

MO SBDC
 Tech Meetup Groups

Venture Café

ITEN Investor Readiness
 Entrepreneurs in Residence
 Mock Angels
 Due Diligence Preparedness
 Investor Intros
 Service Provider Perks

Arch Grants

ITEN Corporate Innovation Program
 Curated Introductions
 Startup Showcase
 Innovation Exchanges

Accelerators

St. Louis Arch Angels

MTC IDEA Fund

Check out the Ecosystem map for a list of accelerators and investor groups

While every journey is different, the intent of this map is to show a typical path for an entrepreneur and examples of resources at every stage.