



Ben Franklin  
Technology PARTners  
*Southeastern Pennsylvania*



# Program Profile





# Entrepreneurs

01

Securing funding is critical, but the value of our partnership takes you far beyond the numbers. As part of Ben Franklin's Circle of BENefits, entrepreneurs have ongoing access to unique resources that work to maximize the growth of their enterprises, and attract the attention of new clients and investors.



### First Meeting

The First Meeting Program helps entrepreneurs develop relationships with local and national institutional investors and corporations. Exclusively for Ben Franklin portfolio companies, the program leverages the strength of Ben Franklin's connections to facilitate key early conversations with potential sources of capital and partnerships. Ben Franklin has developed partnerships with participating investors and corporations to assure facilitation and efficacy of these key early conversations. First Meeting supports entrepreneurs with strategic, actionable guidance for funding opportunities and corporate collaboration.

The program encompasses two tracks: **VC First Meeting** promises Ben Franklin portfolio companies a meeting with participating investors whose investment criteria they meet, while **Corporate First Meeting** provides companies access to decision makers at potential corporate partners actively looking for innovative technologies. Currently the program has 20 venture capital firms participating in the VC First Meeting Program which include: 215 Capital, Ascent Ventures, Bullpen Capital, Domain Associates, Edison Partners, Ekistic Ventures, First Round Capital, Harbert Management Corporation, JMI Equity, Main Line Equity Partners, NewSpring Capital, Osage Venture Partners, Rittenhouse Ventures, River Cities Capital Fund, Safeguard Scientifics, and SRI Capital. The 12 corporate partners include multinational and global companies like Janney Montgomery Scott and DSM Biomedical.

### Mentor Connect

Mentor Connect is a free and confidential program in collaboration with the Philadelphia Alliance for Capital and Technologies (PACT) that partners entrepreneurs with expert mentors in the region to help build entrepreneurial capabilities through coaching, connections, and the tools to build a successful roadmap for emerging growth. Mentor Connect brings the experience of a curated team of leaders and experts to the entrepreneurs most ready to grow. As guided by the principles and standards of MIT Venture Mentoring Service, mentors deliver impartial and unbiased advice by a code of ethics to which all must adhere. Entrepreneurs from PACT and Ben Franklin networks receive practical hands-on advice from teams of three to five mentors, tailored to each entrepreneur's needs. The mentors volunteer their wealth of entrepreneurial insights from a broad range of industry and market-tested experience.

### Draper Venture Network: DVN Beta

In 2017, Ben Franklin joined the DVN Beta program of the Draper Venture Network, a self-governed organization of global independent venture funds. The network links seed-stage funds with DVN's larger network of 17 independent venture funds and more than 500 portfolio companies worldwide. The program brings together experienced investors and innovative entrepreneurs from across sectors and continents to share strategies, source opportunities, and create greater value.

### Miramar Global: Circle of BENefits Executive Search for Portfolio Companies

Supporting our mission to grow the Philadelphia region by building its community of innovation, Miramar Global is the premier Circle of BENefits executive search partner for Ben Franklin. Miramar Global furnishes advanced leadership search, management analysis, and onboarding services to Ben Franklin portfolio companies as a partner in the Circle of BENefits program of growth services and resources. Founded in London, England, with its North American headquarters in Philadelphia, Miramar Global specializes in providing high-level leadership to companies in the fields of science, technology, and engineering.

### Ben Franklin Success Teams

Success Teams offer a confidential setting where peer groups of CEOs and founders can share common challenges and gain support and solutions from their members. Teams of ten or fewer are led by a qualified facilitator to assure maximum interaction and value, with members encouraged to bring current business issues to fuel discussions and solicit practical solutions from their peer advisory group. Team members can grow their network of business advisors, sharpen leadership skills, identify new business development opportunities, and share industry related resources.

### The Predictive Index

Ben Franklin gives its portfolio companies access to The Predictive Index, providing them with strategies and tools that can be applied in a very systematic way to effectively develop their teams, and develop a talent management process. The program is designed to coach portfolio leaders through scenarios to teach them how to lead under pressure, champion change, build teams, and develop talent throughout the organization.



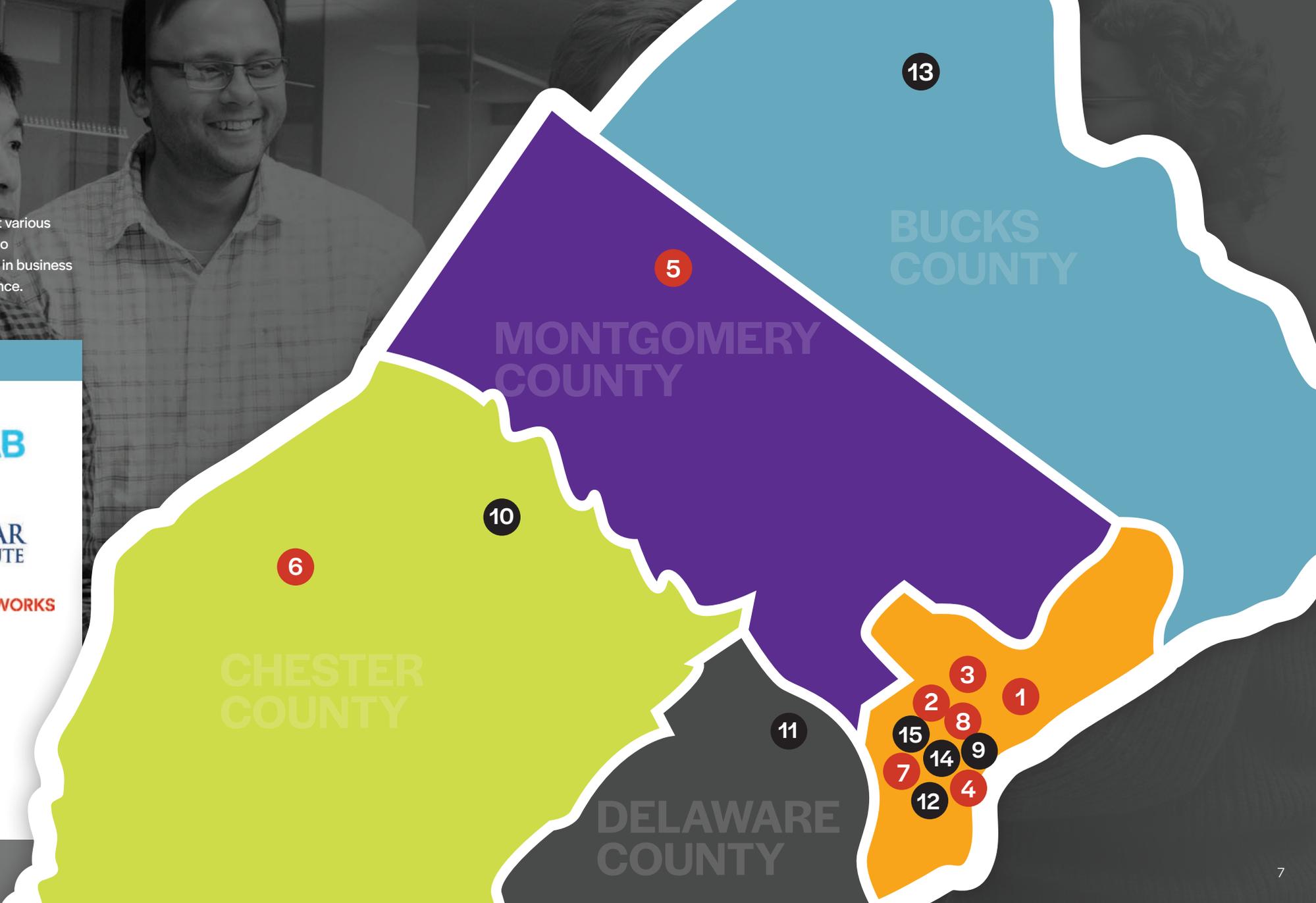
# Incubators, Accelerators, & Coworking

The evolution of the region is evident in the number of incubators, accelerators, and workspaces now available across the region. Ben Franklin is actively engaged with those focused on technology-based growth.

The Ben in Residence program places Ben Franklin staff members at various locations to be critical resources for current and prospective portfolio companies. These staff members provide expert consulting support in business services, product development, capital, programs, and grant assistance.

● Ben in Residence   ● Incubators, Accelerators, & Coworking

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| 5     | 6     | 7     | 8   |
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| 13  | 14  | 15  |  |



# Investors

02

Ben Franklin's investment partnerships deploy both partner and Ben Franklin capital based on the organization's best-in-class due diligence, and provide distinct pipeline outreach for investors. Collaborating with leaders in the investment community broadens Ben Franklin's network and reach, while introducing investors to exceptional companies and entrepreneurs.



## GO Philly Fund

Formed by Ben Franklin Technology Partners of Southeastern Pennsylvania, and EPAM (NYSE:EPAM), a leading global product development and digital platform engineering services company, GO Philly Fund leverages blockchain technology to provide a vehicle that streamlines and expedites qualified investor participation in the burgeoning opportunity within technology-based ventures in the Philadelphia region.

## AWE Ventures

The Alliance of Women Entrepreneurs and Ben Franklin joined forces in 2015 to shape the culture of investing and entrepreneurship for women-led high-growth technology enterprises in the Philadelphia region. AWE Ventures matches the insight and strength of AWE's committed network with the investment leadership of Ben Franklin to expand the potential of women in the entrepreneurial and investing communities.

## Digital Health Seed Funding Initiative

The Digital Health Seed Funding Initiative is a partnership between Ben Franklin, and the Independence Health Group to fuel Philadelphia's innovative digital health ecosystem and grow technology-driven, early stage healthcare startups. The initiative was born as a response to a burgeoning economic vitality in digital health. Each partner intends to pledge \$2 million over a four-year period to launch the funding initiative and will identify, vet, and allocate funds to augment the region's continued growth and development in digital health.

## ImpactPHL Ventures

ImpactPHL Ventures is a \$15 million collaborative to grow early stage technology companies focused on social, environmental, and health-focused impact in the Philadelphia region. Led by Ben Franklin, its initial partners include Spring Point Partners, Investors' Circle, Drexel University, Temple University, Independence Health Group, and the Bucks County Retirement Board. Formed through the support of funding from a U.S. Economic Development Administration grant to Ben Franklin in 2016, ImpactPHL Ventures' unique model unites investors of many disciplines that incorporate social outcomes into their investment performance criteria.

## KeyBank

KeyBank is the first bank to form a unique funding relationship with Ben Franklin to help further regional economic growth. This partnership invests in early stage

companies focusing on the life sciences, information technology, and physical sciences sectors within the five-county Philadelphia region. KeyBank has invested \$1 million, combined with Ben Franklin's current funding pool, to fuel the growth of emerging advanced technology enterprises.

## StartupPHL Seed Fund II

Ben Franklin partners with the City of Philadelphia's Department of Commerce and PIDC as the investment fund manager for StartupPHL Seed Fund II. The fund targets investments averaging \$150,000 - \$200,000 in seed and early stage technology companies in Philadelphia. With a target of \$5 million, the investment fund brings needed capital to Philadelphia startups.

## VC4BC

VC4BC is a partnership between the Bucks County Retirement Board and Ben Franklin. VC4BC invests \$4 million in emerging advanced technology companies located in, or willing to locate to, Bucks County. All VC4BC investment opportunities in the IT, Health, Digital Health, and Physical Sciences technology sectors are evaluated through Ben Franklin's technology sector-specific review process.

## Venture Chesco

Venture Chesco invests \$4 million in emerging and growing companies located in, committed to locating in, or with significant business presence in Chester County. Ben Franklin and Chester County have each committed \$2 million in funds that are used to invest in new technology companies and existing companies looking to apply new technologies to their business operations. Supporting Chester's Vista 2025 initiative, Venture Chesco fills a critical early stage funding gap in the growth cycle of Chester County's young companies and companies looking to apply technology to improve business performance.

## Montco Made

Ben Franklin has partnered with the Montgomery County Industrial Development Authority (MCIDA), an independent economic development authority, to launch the Montco Made Investment Initiative, a partnership committing \$1 million in investment to emerging and growing companies located in Montgomery County. Ben Franklin and MCIDA are each committing \$500,000 to invest in new technology companies and existing companies looking to apply new technologies to their businesses located in Montgomery County.



**Ben Franklin has active partnerships with the region's universities and research partners to identify and support burgeoning technologies coming from the local university ecosystem. These partnerships move discoveries out of universities and into commercialization through new company formation and by leveraging the assets of both organizations.**

## Drexel Ventures/Ben Franklin Seed Fund

In partnership with Drexel University, the Drexel Ventures/Ben Franklin Seed Fund is a \$10 million fund to invest in qualified enterprises from Drexel. Launched in 2015, Ben Franklin joined Drexel and the University City Science Center to strengthen offerings for members at the Innovation Center at 3401 (ic@3401). Ben Franklin has committed to match a \$5 million investment by Drexel over 10 years to create a \$10 million fund that will be tapped to invest in qualified enterprises from Drexel. The fund invests in Drexel companies that have licensed technologies from the university and have participated in Drexel's extensive commercialization programs, with its candidate pool eventually expanding to include startups founded by alumni and students. The fund is administered by representatives from Ben Franklin and Drexel Ventures, the University's enterprise for supporting translational research, discovery, and innovation.

## Temple Ventures

Temple Ventures is a \$1 million co-investment partnership designed to assist startup companies advancing Temple University-created technologies. The partnership was designed to help create independent startup ventures in the greater Philadelphia area from Temple-based technologies. Temple and Ben Franklin invest both capital and consulting resources to develop great ideas into promising businesses. Ben Franklin utilizes its capital, counsel, and connections to help develop commercialization strategies from those technologies, and provide critical access to the region's broader technology investment community.

# Community

03

We're (not just) investors.  
We're (more than) advisors.  
We're (beyond) connectors.



## ImpactPHL

As a result of the research and analysis by the Economy League of Greater Philadelphia and Ben Franklin, ImpactPHL was formed to jump-start the strategy for growing Philadelphia's impact economy. ImpactPHL is an alliance of organizations and institutions that bring together dollars, time, and leadership to advance Greater Philadelphia's impact economy ecosystem. ImpactPHL works to establish a welcoming front door for those seeking to participate in the regional impact economy.

## Village Capital

Washington, D.C.-based global venture investment and entrepreneurial support firm Village Capital finds, trains, and invests in entrepreneurs solving real-world problems. Village Capital's focus on democratizing entrepreneurship and building the meaningful connections that grow communities has aligned with Ben Franklin's efforts to bring new resources to companies in the region, and draw new attention to Philadelphia's technology ecosystem. Ben Franklin and Village Capital have partnered to support the founders of tech-driven companies since 2016, leading a **VilCap Communities program** (100 hours of classroom time) for fintech companies in 2016 and a **VilCap Pathways program**, supported by UBS, which prioritized work with women and African American and Latino entrepreneurs. Most recently in 2019, Ben Franklin, VilCap, and UBS partnered in organizing **Pathways to Capital**, a conference highlighting funding opportunities for underserved founders and ventures.

Ben Franklin is VilCap's Philadelphia partner supporting use of Abaca, a tool benchmarking investment readiness across eight categories (team, market, business model, etc.). Using the levels ascribed in VilCap's VIRAL methodology, entrepreneurs can self-assess where they should focus to prepare for investment, and then connect with the people best positioned to help.

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**Paving the pathway for Philadelphia's impact movement, ImpactPHL was created to increase investment in impact enterprises and organizations in Greater Philadelphia by accelerating development and awareness of the region's impact economy. ImpactPHL's initiatives support this mission by funding and recognizing companies with a social, economic, or environmental impact.**

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## Ben Franklin FabNet

Ben Franklin FabNet is an advanced manufacturing resource to emerging ventures focused on transforming early stage ideas and inventions based on or enabled by advanced manufacturing into prototypes of commercial products. Structured as a virtual accelerator, FabNet's 17 regional partners provide a network of designers, prototypers, engineers, and small manufacturers that offer companies:

- 1) A partnership for design, rapid prototyping, and fabrication utilizing advanced manufacturing technologies;
- 2) Matching funds for regional companies that wish to integrate new design, prototyping, and fabrication techniques with their businesses; and
- 3) Reduced time and expense of prototype development through access to specialized facilities, equipment, and expertise required for design, simulation, and fabrication of products.

## PRIMA: The Greater Philadelphia Integrated Medicine Alliance

A virtual life sciences technology center, PRIMA works to expand the network of resources and service providers willing to work with early stage companies and entrepreneurial faculty to accelerate the commercialization of novel technologies. PRIMA features two main components: a virtual network of service providers, the PRIMA Virtual Commercialization Center, to advance commercialization of groundbreaking life science technologies; and programs and opportunities to develop and expand a knowledge workforce through strategic partnerships with training programs at the region's community colleges and research institutions.

## The PHL Innovation Picnic

The PHL Innovation Picnic celebrates the collective spirit of the region's innovation ecosystem. Collaborating with key leaders in the area's technology and entrepreneurial communities, the Picnic's organizing partners join forces annually to realize a unified mission to assemble networks and build a stronger community.

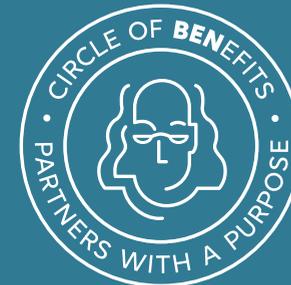




MIRAMAR GLOBAL



# Partners with a Purpose



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CIRCLE OF BENEFITTS  
PARTNERS WITH A PURPOSE



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Technology Partners  
*Southeastern Pennsylvania*

**Partners with a Purpose**

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