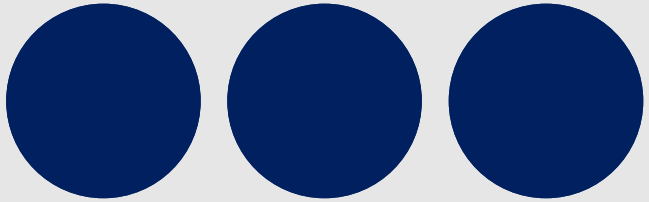

Three Hats, Three Questions

Data-Driven Approach to Government Investing & Policy Making

Bowei Gai
World Startup Report

HELLO, MY NAME IS **Bowei**

I WEAR A FEW HATS

Engineer

Founder

Investor

Researcher

Magician

Founder

IT companies have come a **long** way

	Top Market Cap Companies	Unicorn Sightings	Cultural Acceptance
2007	**1/10**	**?**	**Minimal**
Today	**7/10**	**304**	**Widely**

Source: Financial Times, Crunchbase

Everything Counts

thank you
danke
謝謝
ngiyabonga
teşekkür ederim
gracias
merci
obrigado
bedankt
dziękuję
go raibh maith agat
mochchakkeram
sukriya
kop khun krap
terima kasih
grazie
arigatô
takk
dakujem
tapadh leat
mauruuru
hvala
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taiku
dank je
спасибо
Баярлалаа
рахмат
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kia ora
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matondo
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grazzi
mahalo
хвала
asante
manana
obrigada
tenki
murakoze
chokrane
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akun
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köszönöm
gràçie
bayarlalaa
nanni
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kiitos
dankie
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ευχαριστώ
감사합니다
তোমাকে ধন্যবাদ

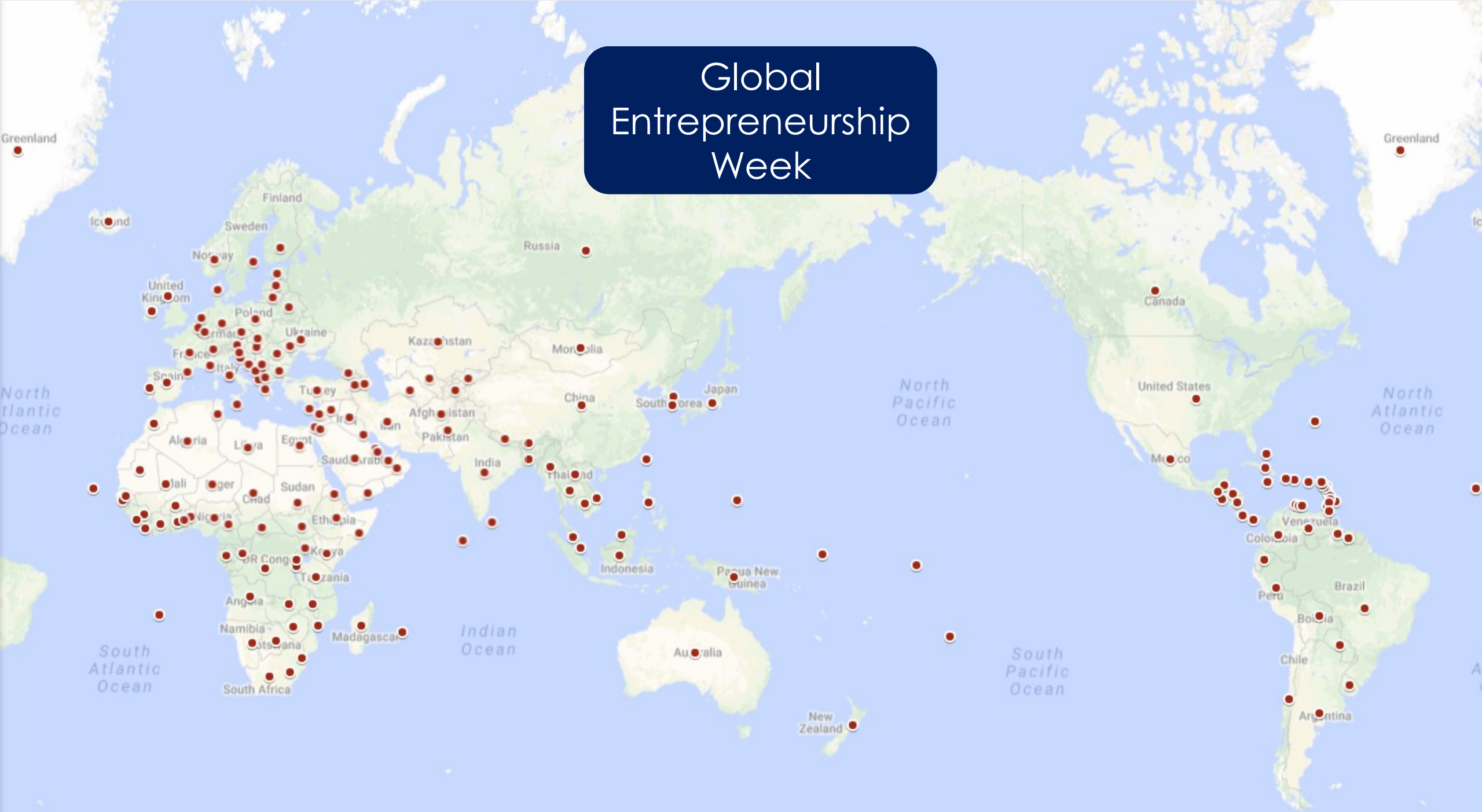
Researcher

Let's take a **closer** look

1. What is the impact on government programs on local startups success?

2. What is the ROI on these government assisted startup programs?

Global Entrepreneurship Week



Source: Global Entrepreneurship Week, 2

Global Entrepreneurship Week

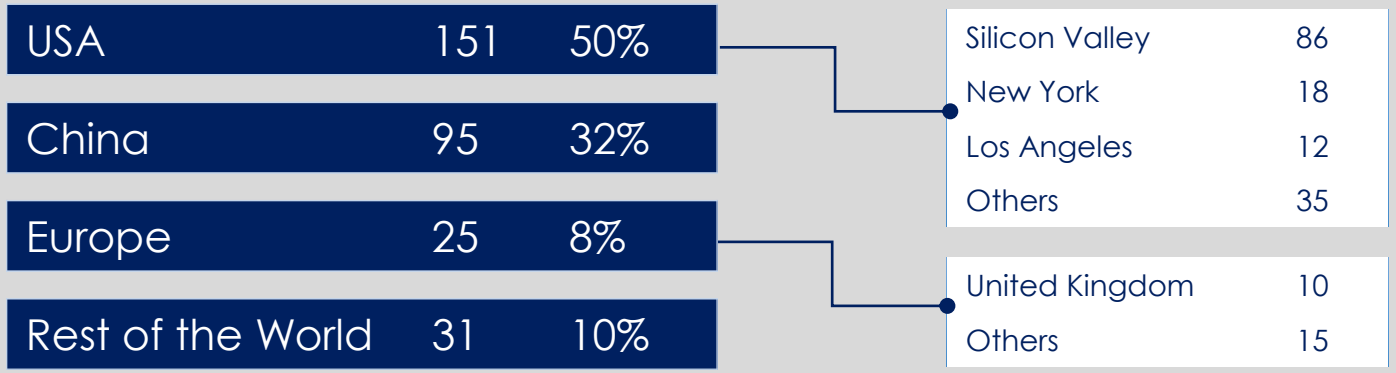
Countries	170
Partners	20,000
Events	35,000
People	10,000,000+

Source: Global Entrepreneurship Week, 2

$1B Startup Successes

Source: Crunhbase, 20

$1B Startup Successes



Source: Crunhbase, 20

What if we **redefine** success?

Startup Weekend

Source: StartupWeekend, 20

Startup Weekend

Years	2009-2015
Members	150,000+
Countries	100+
Cities	560+
Events	2,000+

Source: StartupWeekend, Pa

Program Notable Successes

Program Cost: **$27,321,343**
Program Impact: **~$1,000,000,000**

Source: StartupWeekend, 2017

But how does it **compare**?

K9 Ventures, L.P. Portfolio

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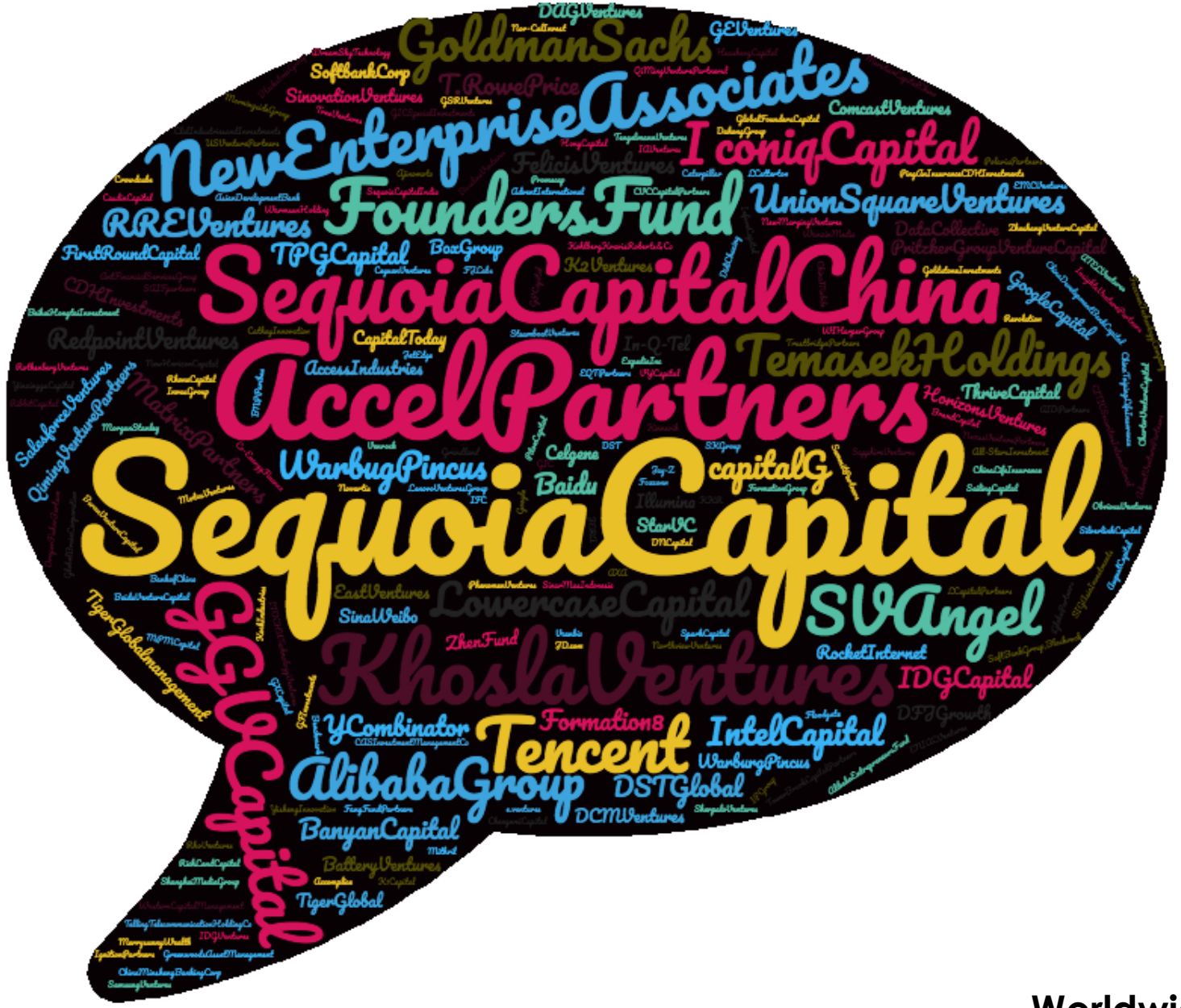
Fund Size: $6,250,000
Fund Impact: ~$15,000,000,000

Year Started	2009	2009
Investment	$27M	$6.25M
Impact	~$1B	~$15B



Worldwide Top Tech Investors

Source: Crunchbase 2017

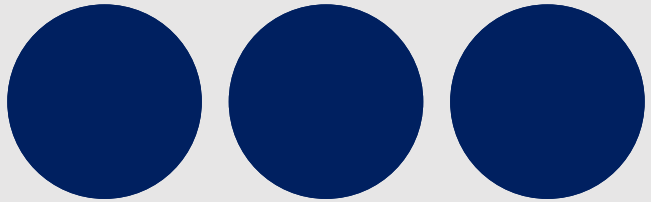
LAST
WEEK
TONIGHT
WITH JOHN OLIVER

Source: Last week tonight

"…331 million in lost tax revenue, and think about that for a second… you can create a program where the first 1100 people that move to Kansas city from Missouri would each get a Ferrari, which they could then drive around in a giant pile of $30m where the state has set on fire. Then you would actually be fiscally more responsible, because you'd save the area $20m."

Source: Last week tonight

Magician



3 Questions to Always Ask

What is your **realistic** goal?

- Foreign Direct Investment?
- Job creation?
- Tax revenue?
- Publicity?

Rule of thumb: Be realistic. Don't just sell the dream.

What are your **hard** metrics?

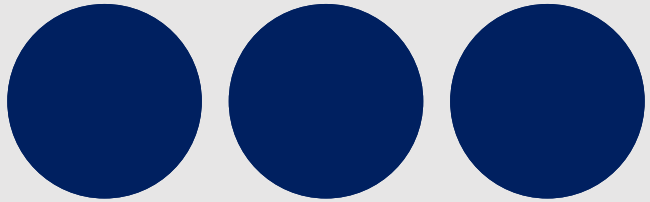
- Amount of Foreign Direct Investment
- Number of jobs created
- Earning per $ spent
- Tax revenue collected

Rule of thumb: if it can be disputed, it is not a good metric.

How do you collect **& maintain** data?

- Maintain the data continuously throughout the lifetime of the program
- Provide full transparency for accountability
- Make it easily accessible for all to use

Rule of thumb: data analytics should be part of the program budget



3 Questions to Always Ask

1. What is your **realistic** goal?
2. What are your **hard** metrics?
3. How do you collect **and maintain** data?

It’s a journey together

Thank you