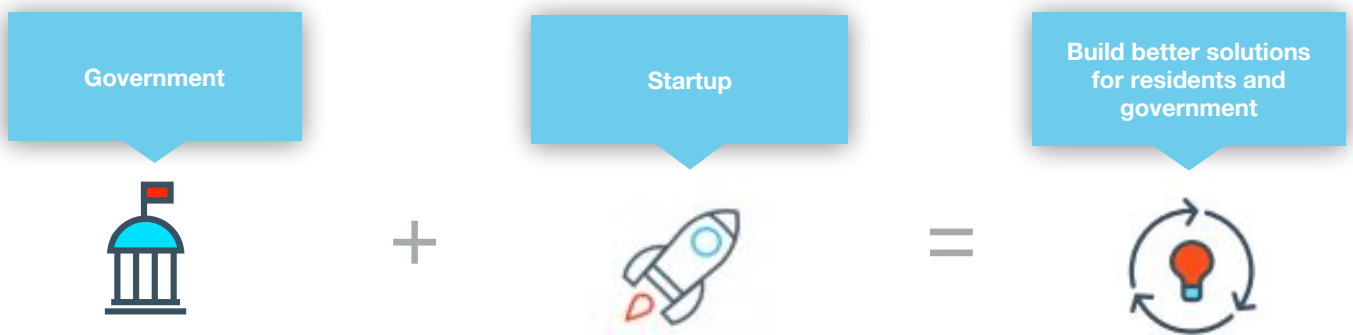




## WHAT IS STIR?

Startup in Residence (STIR) is a pro-bono program that connects government agencies with startups to develop technology products that help make government more **collaborative, inventive and responsive**. Over 16 weeks, city agencies and startups co-develop focused solutions that address real civic challenges. *STIR is a collaborative partnership led by City Innovate Foundation, San Francisco Mayor's Office of Civic Innovation, Nasdaq Entrepreneurial Center, ReadWrite, GovTech, and Crunchbase.*



## WHAT CAN STIR DO FOR YOUR CITY?

### Modernize Government

Match cutting-edge startup solutions with your city's top challenges. Innovate and streamline service delivery with custom-made solutions for your city.

### Streamline Procurement

Using STIR's streamlined procurement process, the *RFP Bus*, your city can fast track contracts with startups who successfully create solutions that work for your city.

### Culture Change

Foster entrepreneurial spirit in government by providing city staff direct interaction with startups and technology training.

### Economic Development

Show your city is open for business by inviting entrepreneurs into City Hall, and encouraging startups to live and work in your city.

## STIR PROGRAM OVERVIEW

Finalize Challenges	Startup Recruitment	Evaluate & Select Startups	Scoping Workshops	16 week Residency	Trainings & Workshops	Demo Day
<p>Cities work with the STIR team to refine 1 to 3 civic challenges.</p> <p>Challenges are batched into one application, making it easy for startups to apply in less than 30 minutes.</p>	<p>STIR recruits startups from across the globe to apply and solve challenges.</p> <p>More than 500 startups have already been recruited to join STIR.</p>	<p>Using STIR's digital platform, cities will score and select startups.</p> <p>Final startups are notified and receive an offer letter.</p>	<p>STIR hosts a scoping workshop for department staff and startup teams to create a well-defined scope of work agreement for the 16-week residency.</p>	<p>STIR guides and supports cities and startups throughout the residency using STIR's time-tested playbook.</p>	<p>The STIR network provides opportunities for learning, sharing and networking for city staff and startups.</p>	<p>Teams share their project outcomes at their City's Demo Day.</p> <p>Cities are invited to our annual conference in San Francisco.</p>

## JOIN THE STIR NETWORK!

RSVP by Aug 4th to receive details about the application process.

[www.startupinresidence.org/rsvp](http://www.startupinresidence.org/rsvp)



## STIR CITY SELECTION CRITERIA

### DEMONSTRATED CITY LEADERSHIP SUPPORT

**SENIOR LEADERSHIP:** Support from Mayor and approval from senior leadership (Chief of Staff/City Manager).

**PROGRAM LEAD:** Senior-level City Lead to oversee implementation of the STIR program through the 16 week residency, as well as pre-and post-residency activities.

**DEPARTMENT & CHALLENGE LEADS:** Executive-level support from selected city departments for STIR projects and a designated team member to lead each challenge.

### DEFINED CHALLENGES ALIGNED TO CITY PRIORITIES

**PRIORITY AREAS:** Application defines 1-3 civic challenges that need startup solutions. Challenges are directly aligned with a city or department's priority areas.

**POTENTIAL FOR IMPACT:** Solutions to challenges will have real impact on city residents and/or city staff.

**POTENTIAL FOR SCALE:** Defined challenges may also be relevant to other cities (validated via STIR partner network).

### DEDICATED CITY RESOURCES: TEAM, SPACE, BUDGET

**INTERNAL CHAMPION FOR EACH CHALLENGE:** Departments must designate a full time staff member to serve as each project's internal champion. This individual will dedicate up to 20% of his/her time throughout the 16-week residency to working on the challenge with the selected startup. He / she will work closely and report on progress to the City's Program Manager.

**DEDICATED STARTUP WORKSPACE:** Cities must provide a dedicated workspace to host startups while they are on-site with with department staff and stakeholders during the 16-week residency.

**BUDGET FOR POTENTIAL PROCUREMENT:** For each civic challenge submitted to STIR, prospective partner cities must demonstrate that they have the ability to procure startup technology developed during STIR. Upon completion of the program, procurement will be at each city's discretion.

### COMMITMENT TO STREAMLINE PROCUREMENT

**INTEREST AND COMMITMENT TO STREAMLINE PROCUREMENT:** STIR will help you shorten your procurement timelines to attract the best startups and get access to the technology your City needs, faster. Partner cities must demonstrate an interest and commitment to implementing streamlined procurement.

### CONTRIBUTION TO STIR PARTNERSHIP

**NETWORK CONTRIBUTION:** Our goal is to create a growing and sustainable network of governments and startups. As a non-profit, the fees below help support our work.

<i>Operating Budget</i>	<i>Partnership Contribution</i>
Annual Budget <\$100M	\$5k
Annual Budget \$100M - \$500M	\$10k
Annual Budget \$500M - \$1B	\$15k
Annual Budget \$1B - \$5B	\$20k
Annual Budget \$5B+	\$25k