

# **PACT**



Philadelphia Alliance  
for Capital and Technologies

[www.philadelphiapact.com](http://www.philadelphiapact.com)

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## An Overview of the Funders of Innovation: VCs and Angels and ?

# PACT Founding Supporters

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- Actua
- AMETEK
- Ben Franklin Technology Partners
- Bentley Systems
- Comcast Business
- Cozen O'Connor
- Duane Morris
- EY
- Evolve IP
- Fairmount Partners
- Fox Rothschild
- Grant Thornton
- GPCC
- Independence Blue Cross
- KPMG
- LiquidHub
- Morgan Lewis
- NewSpring Capital
- Osage Partners
- Pepper Hamilton
- Pfizer
- Quaker Partners
- RSM
- Safeguard Scientifics
- SAP
- University City Science Center
- University of Pennsylvania
- Vanguard

# Executive Committee

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- **Jonathan Brassington**  
LiquidHub, Chairman of the Board, PACT
- **Dean Miller**  
Novitas Capital, President and CEO, PACT
- **Michael Harrington**  
Fox Rothschild LLP
- **Frank Hermance**  
Chairman and CEO, AMETEK
- **AJ Jordan**  
Partner, EY
- **Marc Lederman**  
NewSpring Capital
- **Charles Robins**  
Fairmount Partners

# PACT Team

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- Dean Miller  
President and CEO
- Dianne Strunk  
Vice President, Business Development
- Jennifer Cohen  
Director, Mentorship Program
- Cheryl Jarvis-Johnson  
Director, IMPACT Capital Conference
- Danielle Pinto  
Director, Events
- Kim Tuski  
Director, Membership
- Amanda Nardi  
Marketing and Program Specialist



# Mission and Vision

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**our vision**

To be the go-to resource for fast growing companies, and a driver of entrepreneurship and innovation in the Philadelphia region



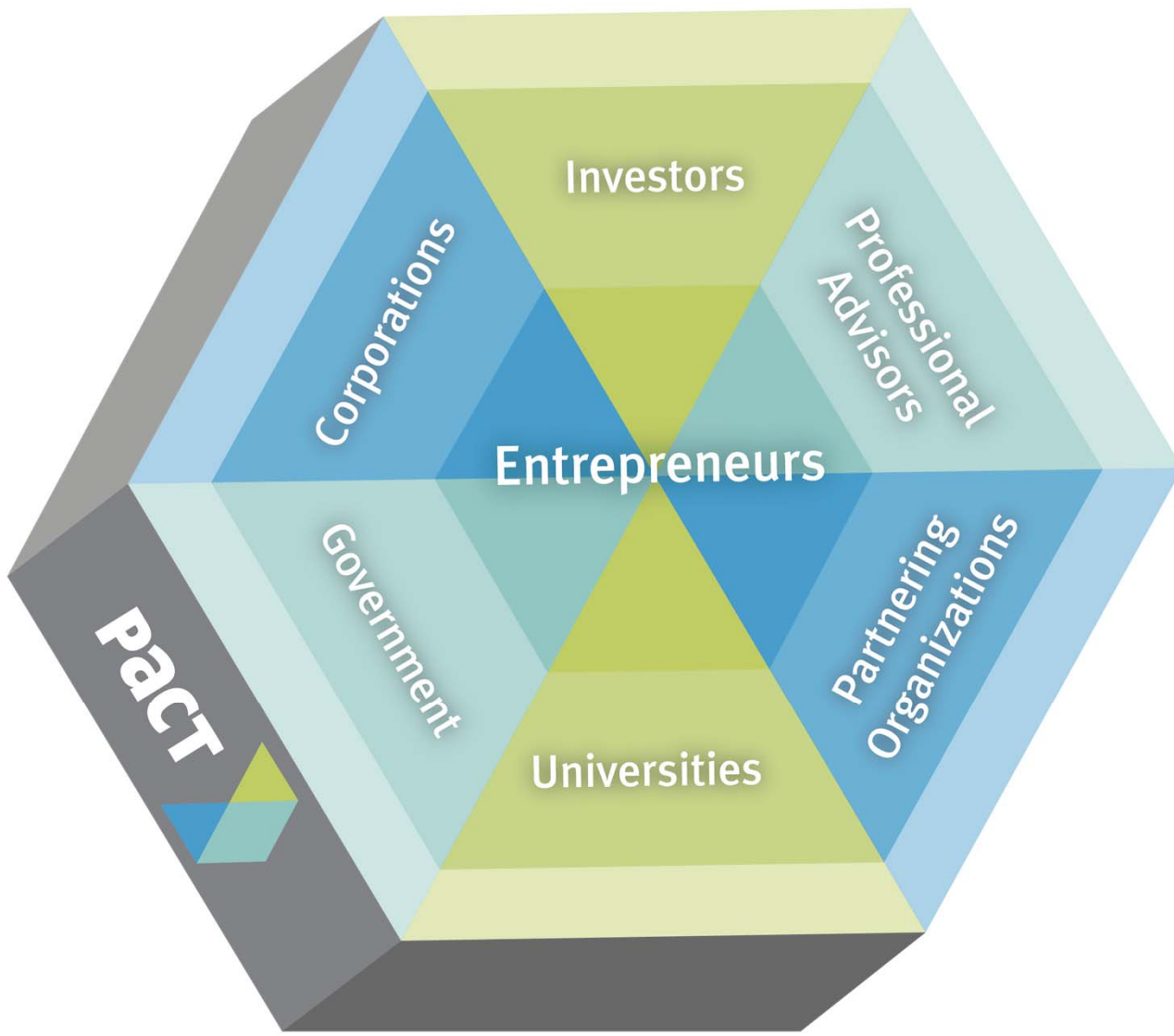
**our mission**

To provide our members with valuable content and connections to capital, coaching, and customers that will accelerate their growth and success, and to collaborate with other organizations to drive innovation and entrepreneurship in the region

# PACT Constituents

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- Entrepreneurs (tech and healthcare)
- Enterprises
- Venture capitalists
- Angel investors
- Universities
- Professional advisors
- Government
- Partnering organizations
- Media





# Key Objectives

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**PACT's programs and events focus on the 3C's in order to deeply engage members through connections and content**

- **Customers**

- To help forge business partnerships
- To introduce new potential customers
- To engage enterprises and facilitate more formal mentoring

- **Capital**

- To increase access to capital – both from within and outside of the region
- To facilitate growth in angel investing
- To track results for the region relative to the U.S.

- **Coaching**

- To develop the next generation of entrepreneurial leaders
- To foster the deep engagement of expert coaches in the growth of the community
- To link proven success with high opportunity potential

# Signature Events

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**Enterprise Awards**

*May 12, 2016*

**PACT Foundation  
Breakfast**

*January 20, 2016*

**IMPACT 2015  
Capital Conference**  
*November 3 & 4, 2015*

**Phorum**  
*April 14, 2016*

# Core Programing

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**Digital Health Series**

**Cybersecurity Series**

**General Session Events**

**Industry Technology Events**

**Investor-Only Series**

**MedTech Events**

**Membership Events**

**SaaS Roundtables**

**Technology Executive  
Roundtable**

# Get Involved

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## Membership

Required for  
Involvement

## Sponsorship

Brand and Grow  
Business by Hosting  
Events

## Committees

Help Plan an Event

## Board Participation

Seeking Entrepreneurs

# Join PACT to Give Back

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- **PACT Foundation**
  - Supporting women-led entrepreneurship/investment, STEM Education
- **Advancing the Region**
  - Fostering and Retaining Talent
  - Encouraging Entrepreneurship
- **Growing Capital in the Region**
  - InnovatePA - \$100M
  - StartUP PHL - \$3.5M
- **PACT Initiatives**
  - Benchmarking Studies
  - Regional Reports

# Economic Impact of Venture Capital

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- Each \$1 VCs invested in 1970-2005 = \$8.47 in US Revenue
- Venture Capital has produced 11.87 million US jobs = 11.1% of Private Sector
- Venture Backed Companies had sales of over \$3.0 trillion = 21% of GDP
- By sector, percentage of companies receiving venture capital =
  - Software – 89.7%
  - Biotech – 74.5%
  - Semiconductors/electronics – 72.5%
  - Computer & Peripherals – 54.3%

# NVCA MSA Data

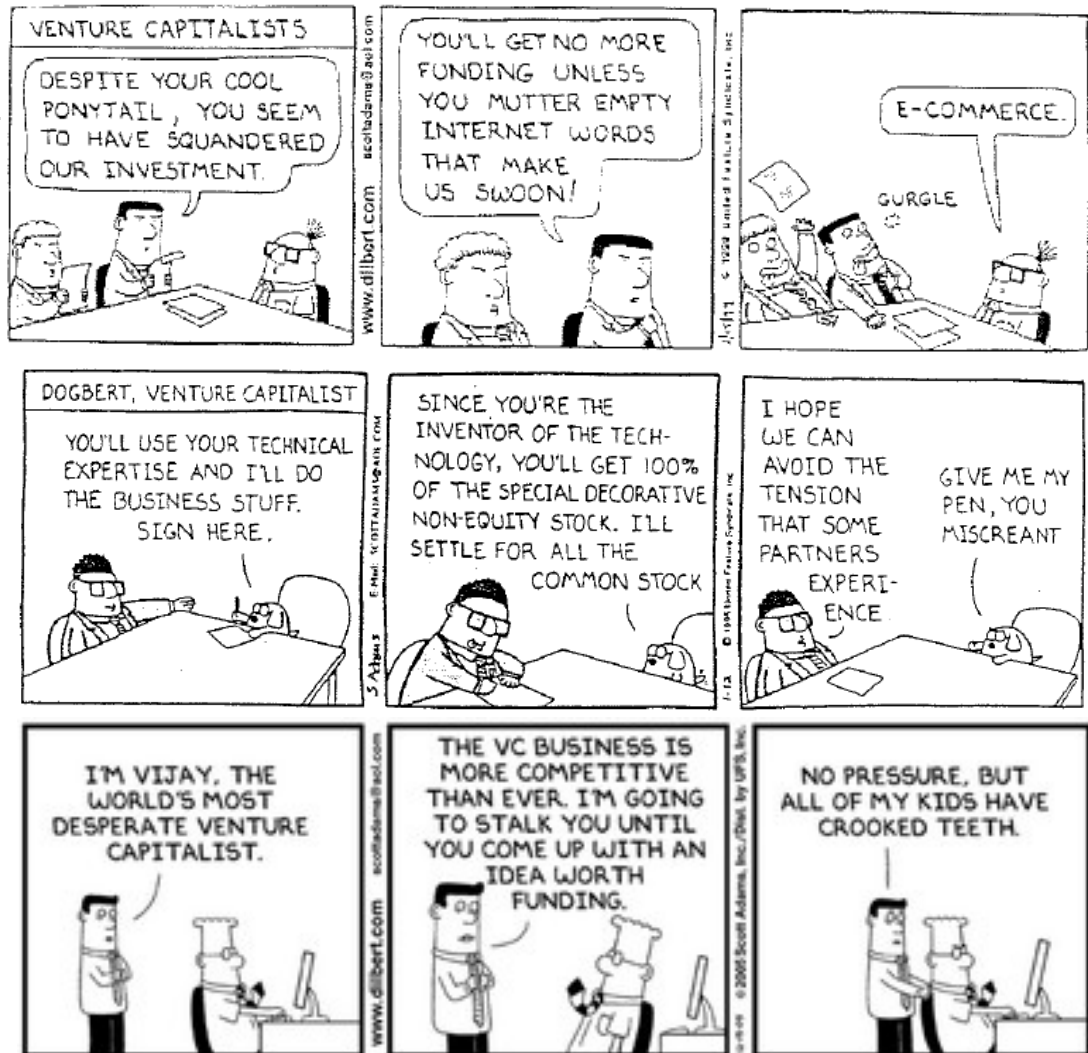
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<b>Philadelphia VC Investment</b>					
<b>National Ranking by MSA</b>					
<b>PHL MSA Population Rank - #7; GDP - #8</b>					
<b>Year</b>	<b>Rank</b>	<b>\$ Invested</b>	<b># of Deals</b>		
		<b>in millions</b>			
2014	17	424	100		
2013	16	301	110		
2012	14	339	100		
2011	16	325	100		
2010	16	312	103		
2009	12	312	73		
2008	12	582	94		
2007	10	749	98		
2006	11	689	88		
2005	14	376	64		
2004	10	541	75		

Late 1990's

Early  
2000's

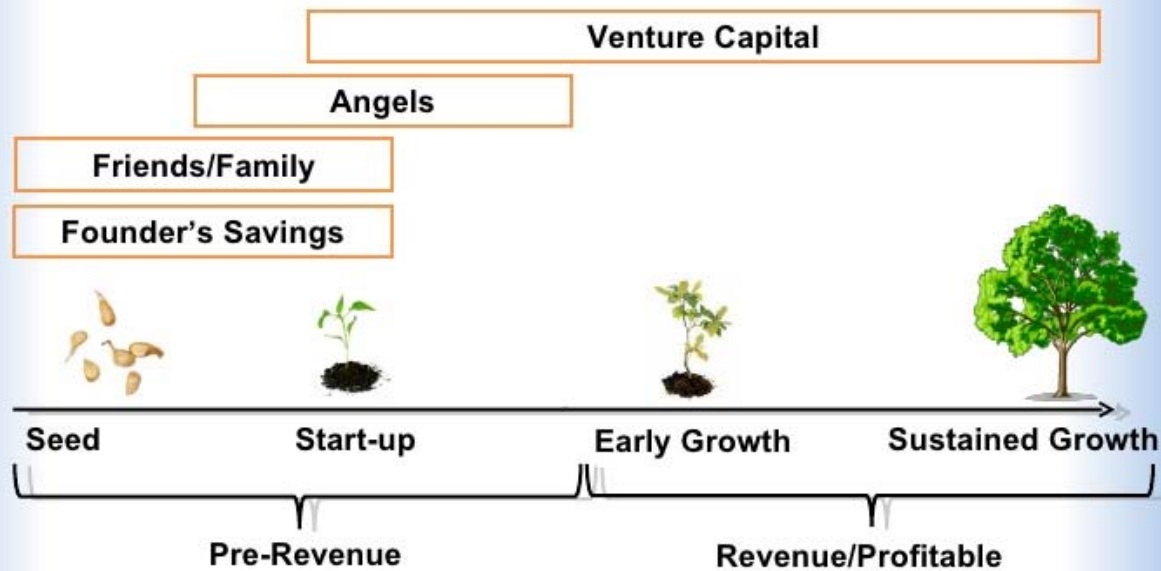
Today?



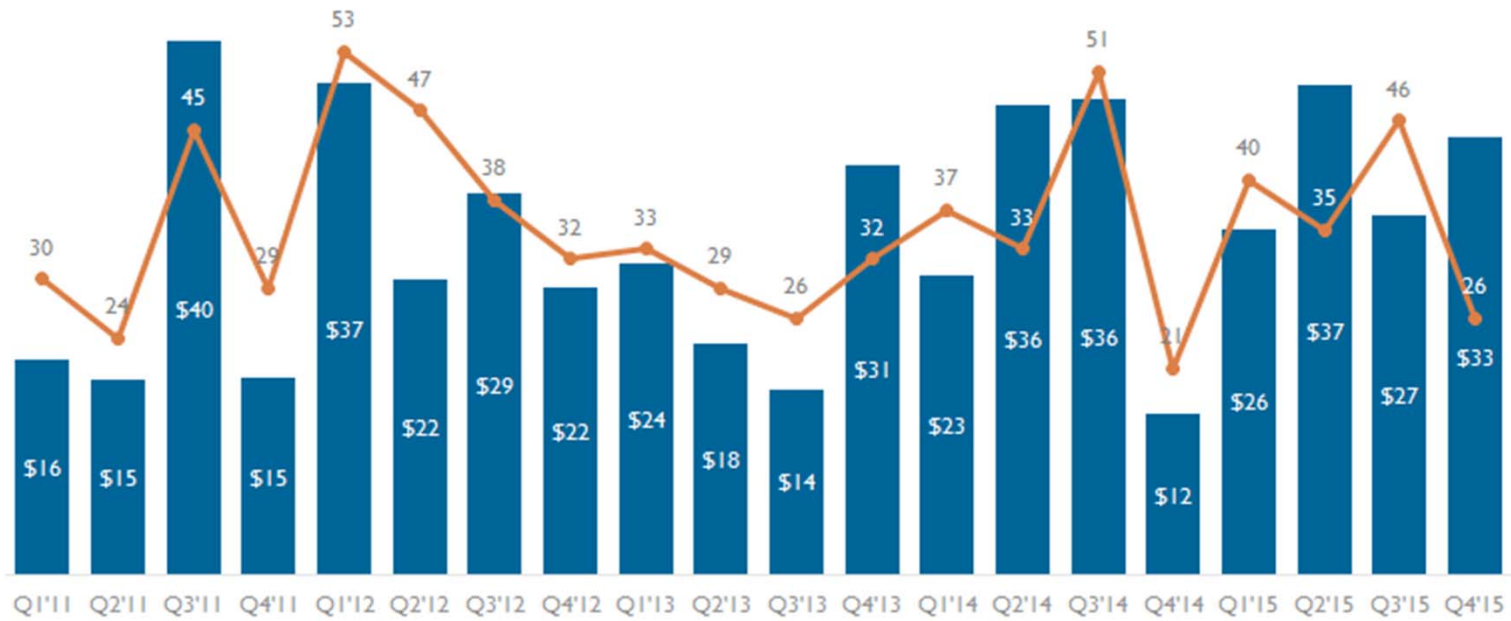
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# Sources of funds over lifecycle



## Healthcare Seed Investment Activity Q1'11 - Q4'15



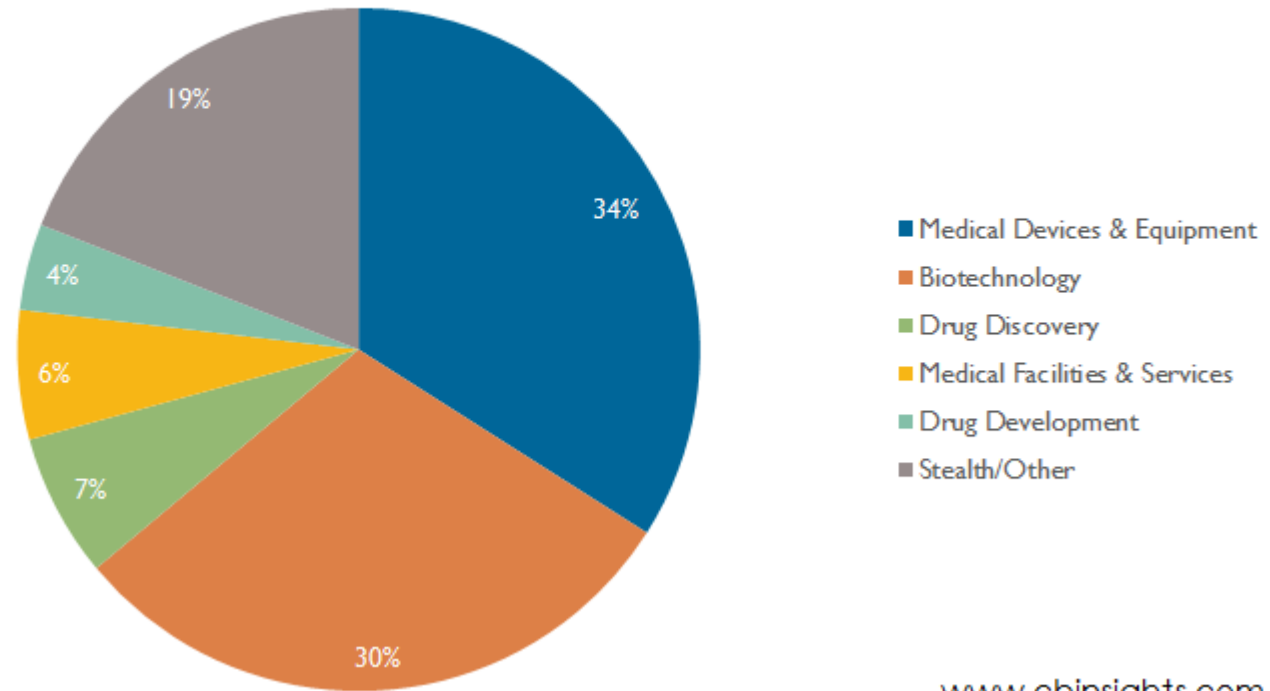
■ Dollars (\$M)    — Deals

[www.cbinsights.com](http://www.cbinsights.com)



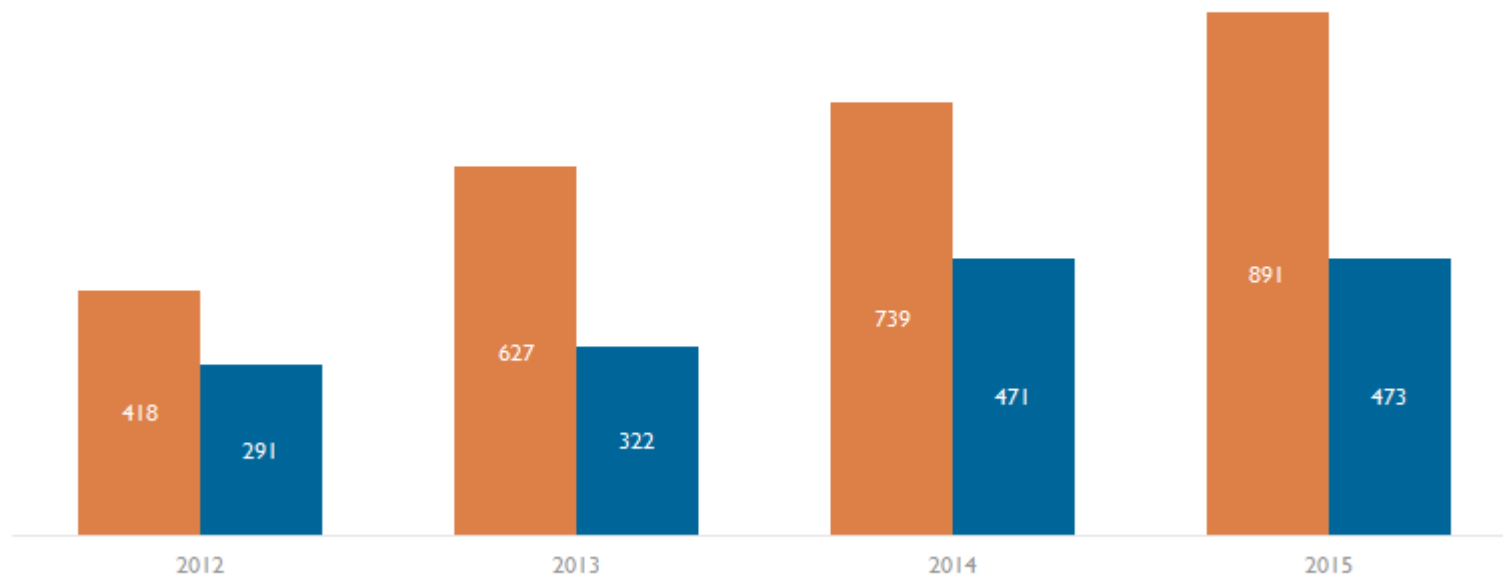
## Healthcare Seed Activity Deal Share by Industry

As % of Deals, 2015



## Biotech vs. Digital Health Investment Activity

Deals, 2012 - 2015



 CBINSIGHTS

■ Digital Health ■ Biotech

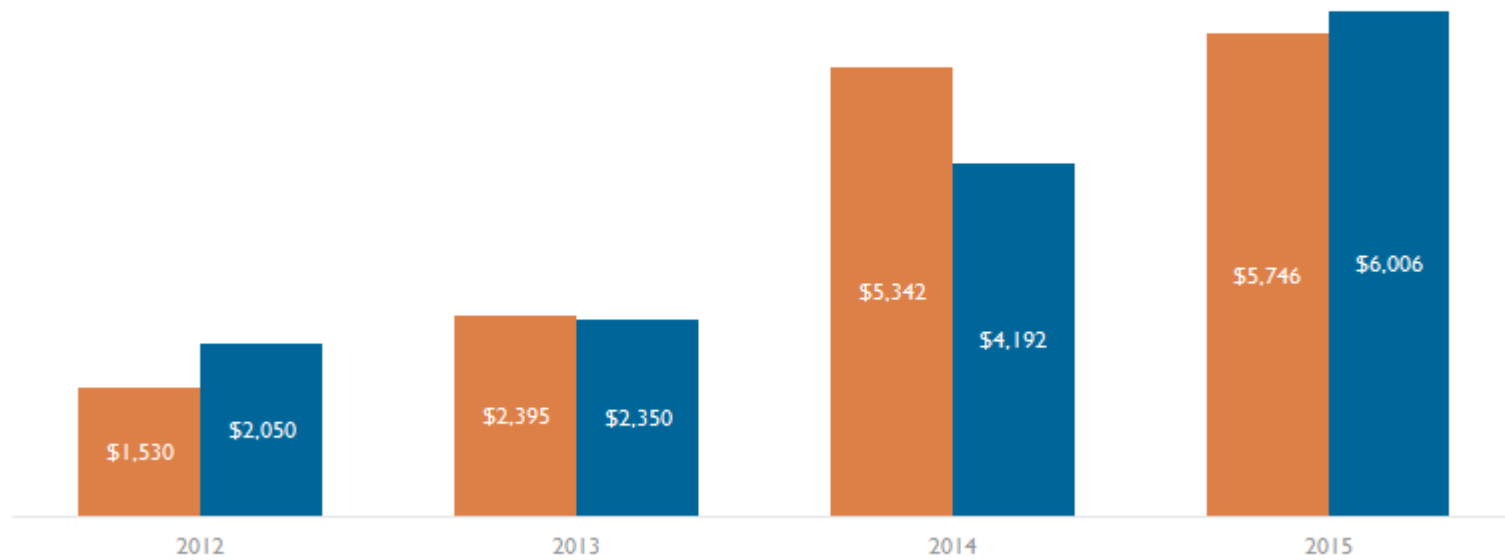
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## Biotech vs. Digital Health Investment Activity

Funding (\$M), 2012 - 2015

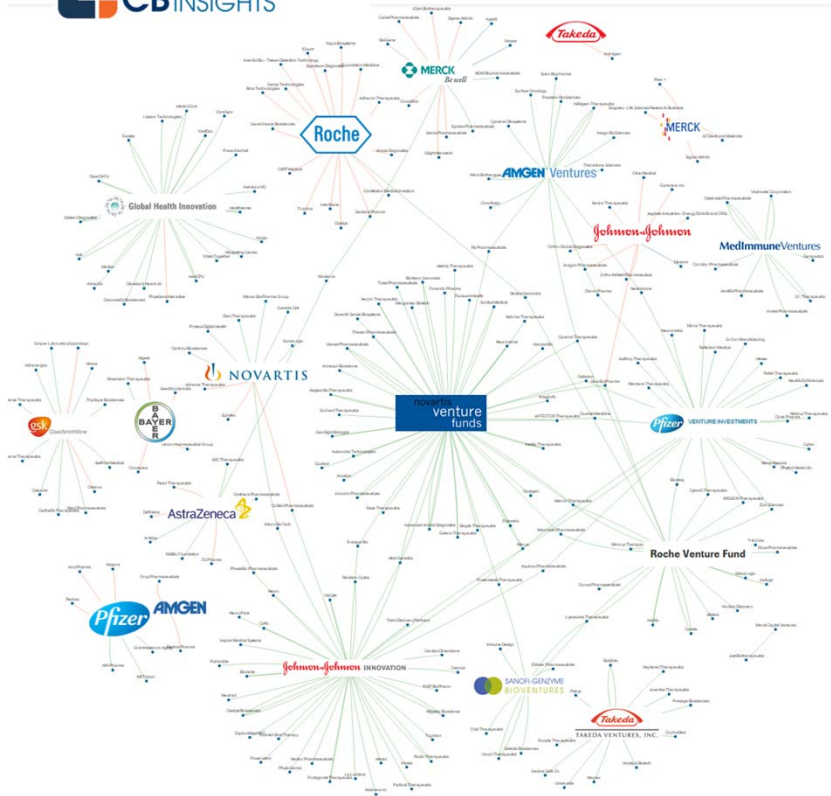


■ Digital Health ■ Biotech

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Where Big Pharma Companies Are Making Their Private Market Bets  
2013 - 2015 YTD (12/8/2015)



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- **Active Philadelphia Healthcare Investors**

- **Ben Franklin**

- **BioAdvance**

- **DreamIt**

- **Robinhood**

- **Osage**

- **Domain**

- **NewSpring**

- **Safeguard**

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## VC Misconceptions

- All I need is the idea
- Great idea + no experience = \$\$
- I will still control my business
- Will they steal my idea?
- VC is the only way to go
  - Angel – Angel List
  - Crowdfunding – Kickstarter
  - Government grants
  - Corporate



# Thank You!

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