~~"GOOD ENOUGH FOR GOVERNMENT WORK"~~

Doesn't apply in 2021 | @abhinemani

YOU HAVE TO GET CREATIVE

- Government opportunities in general
  - Work the network, well
- **Government / civic innovation** as an opportunity
  - Entrepreneurship/Startups
  - Foundations/Academia
  - Fellowships/Internships

GOVERNMENT

"Making bureaucracy sexy"

WORKING INSIDE GOVERNMENT

- Larger governments have internship / fellowship programs
- If not, or a smaller jurisdictions: work a connection
- Look for "***exempt***" jobs
  - "Tours of duty" are becoming more common
- Bring something to the table
  - Practical experience (thesis, research institutes, internships, campus groups, etc)
  - Technical: data visualization, startups methodologies (lean, agile, etc)
  - Non-technical: story-telling / writing, "design"
  - *Empathize, don't criticize…*

GOVERNMENT CONNECTIONS

- Empathy
  - Reframe *every* criticism you have of government as something *you have to wake up every morning and deal with*: that's your audience
- Do your homework
  - What has that government/individual done well?
- Think horizontally & vertically
  - "What governments in other places are doing interesting work?"
  - "Do you work much with the X [state, federal government, etc]?"

PUBLIC/PRIVATE

So you want to make money…

GOVERNMENT TECHNOLOGY MARKET

- Everything we do now uses technology — *same goes for government*. It just uses bad and old technology and spends too much money on it.
- Companies provide technology to execute policy such as business permitting apps for economic development or social services text-message systems for the safety net.
- Massive market opportunity & growing: In President Biden's 2021 stimulus plan: additional $9 Billion for technology — specifically $200M for staffing up federal technologists
- Lots of opportunities for technical and non-technical people
- Why? Other than $$$…
  - Have impact *at scale:* influence many different jurisdictions, agencies, countries, etc
  - Gain business experience, connect with lots of governments, learn technology

EXAMPLES OF GOVTECH COMPANIES (FROM GT 100)

Name	Founded	Headquarters	Description
120WaterAudit	2016	Zionsville, Indiana	120WaterAudit offers cloud-based water management software.
3AM Innovations	2015	Buffalo, New York	3AM has designed an IPS solution that utilizes state-of-the-art sensors, communication technologies, and software called FLARE.
Accela	1981	San Ramon, California	Accela provides market-leading solutions that help governments to modernize and build thriving communities.
Acivilate	2014	Atlanta, Georgia	Acivilate is a provider of Software-as-a-Service (SaaS) company committed to reducing recidivism.
APPCityLife®, Inc.	2009	Albuquerque, New Mexico	APPCityLife is an end-to-end platform transforming the way cities and agencies produce mobile apps.
ArchiveSocial	2011	Durham, North Carolina	ArchiveSocial is the leading social media archiving solution for government agencies and school districts to remain compliant and risk-free.
Avenu Insights & Analytics	2016	Centreville, Virginia	Avenu Insights & Analytics is the provider of revenue enhancement, technology, and consulting services for government agencies.
Axon	1993	Scottsdale, Arizona	Axon provides electronic control devices to law enforcement and corrections agencies.

GOVTECH COMPANIES

- GovTech 100
  - https://www.govtech.com/100/2020/
- GovTech Fund: govtechfund.org
- Marketplace.city
- UrbanX
  - https://www.urban-x.com/
- PUBLIC
  - public.io/programmes/govstart/
- *Traditional*: YC, 500, etc
- EthosLabs
  - ethoslabs.us/startups

GOV MAJORS IN GOVTECH

- Roles
  - “Government Relations”
    - Basically sales
  - Marketing / Communications
  - Account Management
  - Client Success
- Pitch
  - Expertise in policy area
  - Relevant network or connections
  - “Utility player”:

"MAKE ALL APPS MORE CIVIC"

- Every influential company — particularly tech companies — has a kind of "public policy" team
- New hardware/IoT/services startups
  - Setting new local, state, or federal policy (eg drones, scooters)
- Public Sector "Practices"
  - Amazon / AWS, Google / Google Cloud for Public Sector
- Remember this distinction:
  - Technology for Policy: eg healthcare.gov or an app for small business permitting for economic development policy
  - Policy for Technology: eg policy regulating big-tech, AI, etc

PUBLIC/SOCIETAL

Get comfortable working at the seams

FOUNDATIONS / UNIVERSITIES

- Foundations: Fund NGOs, government agencies, etc for specific projects; working for a foundation or a grantee can have big policy impact.
  - Knight Foundation
  - Bloomberg Philanthropies
  - Rockefeller Foundation
  - Ford Foundation
  - MacArthur Foundation
  - Living Cities
- Universities: Major research universities are creating research institutes and support networks, which have open positions, fellowships, etc.
  - Georgetown / Beeck Center for Social Impact
  - Harvard / HKS: Ash, Belfer & Shorenstein Centers

GET GOING

Resources to bookmark

FELLOWSHIPS

- Coro Fellowship: corofellowship.org
- Coding it Forward / Civic Digital Fellowship
  - codingitforward.com
- Code for America: codeforamerica.org
  - Community Fellowship
- FuseCorps: fusecorps.org
- TechCongress
  - Congressional Innovation Fellowship
  - techcongress.io
- Presidential Innovation Fellowship
  - presidentialinnovationfellows.gov

LISTSERVS / JOB BOARDS

- Public Interest Tech Job Board
  - https://jobs.codeforamerica.org/
- OpenGov Jobs
  - https://www.openthegovernment.org/open-government-jobs/
- Emerging Local Government Leaders
  - https://elgljobs.com/
- GovGeek Newsletter: *highlights from GovTech including exciting jobs, courtesy me :)*
  - GovGeek.club

ASK THE EXPERTS…

What other people had to say…

ADVICE FROM BOSTON'S FORMER CHIEF OF STAFF & HKS PROFESSOR

ADVICE FROM LA'S FORMER DEPUTY MAYOR & SANTA MONICA'S CITY MANAGER

Rick Cole
@urbanistcole

Replying to @DavidCMurphy @abhinemani and 5 others

Urge them to do the work, write about it, and speak about it.
A) They demonstrate & hone their passion and precision. The jobs will come.
B) They get the psychic satisfaction of making a contribution despite not getting paid for it.

ADVICE FROM LINKEDIN

Marina Sebright · 1st 20h •••
Data & Analytics Manager at King County Department of Executive S...

Many governments open short-term or "temporary" positions that have 6 month - 2 year terms. These roles often provide an excellent introduction to working in government and position you to be a more competitive applicant for career service roles.

Jennifer Anastasoff · 1st 14h •••
Executive Director at Tech Talent Project

So much opportunity to do good work at the state and local gov to start! Listen to Abhi. Also, follow the Beeck Center, United States of Technology, Tech Talent Project — do the work to understand what has been and what could be.

Erine Gray · 1st 14h •••
Advocate for the Underserved, Founder Aunt Bertha, a PBC

We currently have about 20 open positions. And despite stating clearly that we desire a cover letter, you'd be surprised how many people don't bother to take the time to write one. A well written cover letter shows the hiring manager that this person a) knows who our company is, b) demonstrates why they're interested and c) cares enough to put in a little effort — you'd be amazed how much of a great impression that leaves. In our organization, a well written cover letter goes to the top of the pile and it's something that is totally in control of the applicant!!

Like · 5 | Reply

Paul Hurley · 1st 15h •••
Sexton Professor of Philosophy at Claremont McKenna College

Just go full Abhi

There's never been a more important time to be good at what [we] do.

- "The West Wing"

HERE TO HELP

@abhinemani
abhi.nemani@gmail.com
linkedin.com/in/abhinemani
abhinemani.com
ethoslabs.us