

Abhi Nemani

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EXPERIENCE

EthosLabs.us

Founder & Managing Director

February 2017 - Present

- Built and manage a portfolio of government technology (GovTech) startups serving as a partial C[X]O to jumpstart product, go-to-market, and design, leveraging a global network of hundreds of senior government leaders to uncover unique product-market fit and scale. Ethos companies now cover over 5,000 local governments internationally serving over 200M people. Portfolio companies include SPIDRTech (acquired), CityGrows (acquired), GovDelivery (acquired), ZenCity, POLCO, HeyGov, and Camino.
- Drive mergers & acquisition strategy for Private Equity firms (ONEX Partners and Welsh, Carson, Anderson & Stowe), advise philanthropy (Knight Foundation & Arnold Foundation) on grantmaking and metrics/analytics, and consult corporates on enterprise growth (Granicus) on deals ranging from \$5M to \$2B.
- Advise senior government officials (e.g., New Jersey Attorney General & Governor of California) and non-profits to create and implement innovation strategies for economic development, talent recruitment, and IT modernization.

University of Chicago

Civic Technology Lecturer

January 2019 - September 2019

- Developed and taught new course on Civic Technology — including best practices, opportunities and challenges specific to the industry — for flagship Masters in Computational Analysis and Public Policy (MS-CAPP) program.

City of Sacramento

Chief Innovation Officer

January 2016 - February 2017

- Developed and launched the city's landmark \$10M Innovation and Growth Fund (IGF) to promote entrepreneurship and innovation, which was approved by the city council unanimously.
- Created and administered a \$1M grant program—Rapid Acceleration, Innovation, and Leadership in Sacramento (RAILS)—to support local startups enablers, receiving 140 applications, totaling over \$17M in grant requests.
- Led first-of-its-kind investment from a municipal government in a national venture capital fund and program (500 Startups), making the city an LP and encouraging startup relocation to Sacramento.
- Built the Mayor's Office for Innovation and Entrepreneurship, recruited permanent staff (including permanent CIO) and the Mayor's Tech Council of local leaders, and codified policies and budget through City Council.

City of Los Angeles

Chief Data Officer

September 2014 - October 2015

- Led Los Angeles to #1 ranking for US Open Data cities in under one year, by publishing over 400 datasets; earned the Platinum Open Data Certification from international data consortium, WCCD.
- Built Mayoral Dashboard, which is used regularly by the Mayor and Senior Staff to increase performance and accountability; the dashboard has saved the city over \$180K, and has been freely reused by other cities.
- Set up first-of-its-kind city data GeoHub (GIS) to share over 1,000 geospatial datasets more easily internally and externally, and deployed various critical applications atop this platform.
- Mobilized the local volunteer community to include 10K+ members that host monthly events and app competitions focused on sustainable innovation; ran the largest civic hackathon in the country.
- Supported multiple departments—e.g. Personnel and Fire—in digital transformations through training and consultations to enhance citizen experience and reduce costs; earned LA the ranking of #1 Digital City.

Code for America

Co-Executive Director

May 2010 - March 2014

Previously: Chief of Staff, Director of Strategy & Communications

- Built, launched, and ran an award-winning non-profit designed to transform local governments through technology, leading product, growth, and assessment, which grew work with hundreds of cities and became a model for the White House's digital strategy.
- Created groundbreaking technology fellowship program for local governments in 2011, recruiting over 360 applicants for the inaugural class that created over 20 civic applications in partnership with 3 cities. Over the next three years, the fellowship expanded to 10 cities per year with 30-35 fellows, building hundreds of civic tools.
- Implemented fundraising strategy for a \$15M+ budget, including foundation engagement, corporate sponsorship, and individual philanthropy. Managed and grew multi-million dollar grant relationships with Omidyar Network, Google.org, and other major national foundations, and paired charitable contributions with sales revenue from contracts with dozens of governments.
- Led communications, press relations, and marketing, generating coverage in the *New York Times*, *Wall Street Journal*, *WIRED*, and more, and driving hundreds of applicants for every CfA program, ranging from fellows and startups to government partners. CfA marketing and products were recognized by AdWeek and Interaction Design Awards.
- Spearheaded development of growth programs: the first-of-its-kind civic startup accelerator, leading to dramatic growth in activity in the space and the CfA Brigade, a now 50,000+ member community of volunteer civic technologists.
- Launched internationalization strategy by building sister NGO, "Code for All" with partners including the World Bank.
- Chaired Code for America Summit, the premier gathering of ~1,000 civic innovators from around the world, leading strategy, editorial, and design, growing attendance 275% and revenue 150%.

COMMUNITY & INDUSTRY INVOLVEMENT

Leading Cities (GovTech Accelerator / NGO)

Board of Directors

July 2022 - Present

Public Interest Technology University Network (PIT-UN)

University Challenge Selection Committee

May 2022 - Present

Coding it Forward (GovTech NGO)

Mentor & Speaker

Jan 2020 - Present

Newsom for California (Governor)

Chair, Tech and Innovation Policy Committee

August 2017 - November 2018

EDUCATION

The Wharton School

Advanced Finance Program (AFP)

September 2021 - February 2023

USC Price School of Public Affairs

Masters in Public Administration (MPA) | Capstone: Talent Recruitment for Cities

January 2021 - December 2022

Stanford Graduate School of Business (GSB)

Executive Masters of Business Administration (eMBA)

August 2020 - August 2021

Claremont McKenna College (CMC)

B.A. in Philosophy, Politics & Economics (Honors); Magna Cum Laude

August 2006 - May 2010