

# Abhi Nemani

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**Summary:** Entrepreneur, scholar & public servant, Abhi has built and led many of the most innovative government technology institutions, including Code for America, City of LA's data program, and Sacramento's Entrepreneurship Office. Recently, Abhi has helped startups and nonprofits grow from a handful of communities to thousands, serving 500M+ people worldwide, and he has advised philanthropies, private equity, and governments on tech policy. Abhi holds graduate credentials in business from Stanford (eMBA), public administration from USC (MPA), and advanced finance from Wharton (AFP).

**Skills:** Product & program strategy, evangelism & marketing; enterprise go-to-market and sales; partnerships, business/corporate development & M/A; fundraising, due diligence, research & thesis validation; financial strategy; government relations; full-stack development/design (Ruby, JS, PHP, CSS) & data science.

## EXPERIENCE

### Euna Solutions

Senior Vice President, Product Strategy

*October 2023 - Present*

- Set product strategy for the company's portfolio of products, working directly government partners and engineering and design teams to deliver best-in-class experiences.
- Drive product marketing across the product suite to grow both reach and usage, expanding and deepening impact.
- Identify potential mergers and acquisitions (M&A) or strategic partnerships to augment product portfolio and accelerate value creation.

### Rose Institute of State and Local Government

Visiting Scholar

*June 2023 - Present*

- Support policy development and analysis on urban governance and economic development, working with professors and research teams at think tank based in Claremont McKenna College.

### EthosLabs.us

Founder & Managing Director

*February 2017 - September 2023*

- Built and managed a portfolio of internationally recognized government technology (GovTech) startups, including SPIDRTech (acquired), CityGrows (acquired), GovDelivery (acquired), ZenCity, POLCO, HeyGov, and Camino (acquired).
- Drove growth for portfolio growth through product, go-to-market, and sales expertise, leveraging a global network of hundreds of senior government leaders to uncover unique product-market fit and scale. Ethos' companies now serve over 5,000 local governments and over 500M people worldwide.
- Developed mergers & acquisition strategy for Private Equity firms (ONEX Partners and Welsh, Carson, Anderson & Stowe), advised philanthropy (Knight Foundation & Arnold Ventures) on grantmaking and metrics/analytics, and consult corporates on enterprise growth on deals ranging from \$5M to \$2B.
- Advised 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 first-of-its-kind course on Civic Technology for flagship Masters in Computational Analysis and Public Policy MS-CAPP) program at the Harris School for Public Policy.

## 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 was used regularly by the Mayor and Senior Staff to increase performance and accountability. The dashboard saved the city over \$180K, was featured at the U.S. Conference of Mayors, 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. The public-private partnership with Esri for the GeoHub became an international model for open GIS.
- 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 technology non-profit designed to transform local governments, leading product, growth, and analytics, which grew to work with hundreds of cities and became a model for the public sector innovation around the globe.
- Created a groundbreaking technology fellowship program for local governments, creating dozens of new tech solutions and roles in cities, a international volunteer network — the “Brigade” — with dozens of chapters and over 10,000 members, and CfA's policy portfolio with a focus on criminal justice reform and access to the social safety net.
- Spearheaded development of a first-of-its-kind GovTech Accelerator to drive product growth, sustainability, and scale through SaaS methodologies and capital investments. The CfA incubator produced 4 companies — OpenCounter, NextRequest, Textizen, and Remix—which all made successful exits, and CfA Accelerator alumni include ArchiveSocial (acquired), Captricity (acquired), and Aunt Bertha (Series D; EV \$100M+).
- Implemented sales and 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, along with dozens of government contracts.
- Led communications, press relations, and marketing, generating coverage in the New York Times, The Atlantic, and Fast Company, garnering international attention, and launched global growth 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*

### Innovations in Justice Tech (GovTech Accelerator)

Mentor / Judge

*May 2022 - Present*

### Coding it Forward (GovTech NGO)

Mentor & Speaker

*Jan 2020 - Present*

### SmartCityX (GovTech Accelerator)

Leadership Circle

*May 2019 - Present*

### Newsom for California (Governor)

Chair, Tech and Innovation Policy Committee

*August 2017 - November 2018*

### OpenGov Foundation (GovTech NGO)

Board Member / Vice-Chair

*May 2014 - May 2017*

## HONORS & RECOGNITIONS

- Mentor of the Year, University of Chicago Harris School of Public Policy
- Top 10 CDOs to Watch, Technical.ly
- Blair Award for State and Local Government

## PUBLICATIONS

- Dashboards: The Underbelly of the Smart City | University of Missouri Kansas City Law Review (Spring 2017)
- Beyond Transparency (Book / Editor & Publisher) | Code for America Press (June 2012)
- GIS Hub Vision | ArcNews (April 2015)

## EDUCATION

### The Wharton School

*September 2021 - February 2023*

Advanced Finance Program (AFP)

### USC Price School of Public Policy

*January 2021 - December 2022*

Masters in Public Administration (MPA) | Phi Kappa Phi Honors | Dean's Award  
Capstone: Talent Recruitment & the Future of Work for Municipal Government

### Stanford Graduate School of Business

*August 2020 - August 2021*

Executive Masters of Business Administration (eMBA)

### Oxford University

*August 2008 - December 2008*

Philosophy, Politics & Economics (First Class)

### Claremont McKenna College

*August 2006 - May 2010*

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