

Abhi Nemani

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Summary: Abhi Nemani is the managing partner of EthosLabs.us, the country's leading government technology investment and consulting firm. Abhi has spent his career in government technology — building, leading, and growing some of the most influential GovTech institutions, including Code for America, Mayor of Los Angeles' Office of Data & Analytics, and Sacramento's Office of Entrepreneurship.

EXPERIENCE

Founder, CEO

February 2017 - Present

EthosLabs.us

- Advise and invest in government tech startups with a focus on sales, product, and marketing. Of Ethos' 8 portfolio companies, three have recently have closed recent VC rounds based on growth (avg ~150% YOY ARR), one has achieved profitability, and two have exited.
- Lead mergers & acquisition strategy for multiple companies for growth (ZenCity, POLCO & GovDelivery) and due diligence for ONEX Partners, a private equity firm, considering a ~\$1B purchase.
- Consult senior government officials (e.g., New Jersey Attorney General & Governor of California) to create and implement innovation strategies for economic development, IT modernization, and transparency.

Visiting Civic Technology Lecturer

January 2019 - December 2019

University of Chicago Computational Analysis and Public Policy Program

- Developed new course and curriculum on Civic Technology for masters students in the Computer Science and Public Policy schools during a one-year appointment; taught the course to 30+ students, while helping them find new positions upon graduation.
- Dozens of universities, NGOs, and companies have incorporated the curriculum in their training programs.

Chief Innovation Officer

January 2016 - February 2017

City of Sacramento Mayor's Office

- Developed and launched the city's landmark \$10M Innovation and Growth Fund (IGF) to promote entrepreneurship and innovation, which was approved the by city council unanimously.
- Created and administered the RAILS \$1M grant program—Rapid Acceleration, Innovation, and Leadership in Sacramento—to support local startups enablers, which received over 140 applications, totaling over \$17M in grant requests.
- Built the Mayor's Office for Innovation and Entrepreneurship, recruited permanent staff (including permanent CIO) and an advisory Mayor's Tech Council of local leaders, and codified policies and budget through City Council.

Chief Data Officer

September 2014 - October 2015

City of Los Angeles Mayor's Office

- 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.

Co-Executive Director (Interim)

May 2010 - March 2014

Code for America

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, selecting top 20 for three teams 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.
- 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 various 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%.

Manager

September 2006 - April 2010

Rose Institute of State and Local Government

- Oversaw 30 student researchers, supervised project work, handled personnel, and coordinated budget of over \$50,000 with senior staff, focused on government innovation and transparency research agenda.
- Led National Ballot Initiative open data project, researching and cataloging over 900 measures for public access, which led to the publication of a scholarly book, "Direct Democracy and the Courts," published by Cambridge University.
- Led the Digital Archiving project of 20 student employees to publish hundreds of political documents online, becoming the first digital political library for the State of California.

Product Marketing

June 2009 - August 2009

Google

- Led creation of digital strategy for "Gone Google" marketing campaign, conducting marketing research, designing digital assets, and developing reusable online tools, which was featured by AdWeek, Mashable, and VentureBeat; campaign reached over 1M in under 10 days
- Developed B2B social media marketing strategy for Google Apps, driving adoption of new social media techniques within Google's enterprise marketing team

COMMUNITY & INDUSTRY INVOLVEMENT

SmartCityX (GovTech Accelerator)

May 2020 - Present

Leadership Circle

Coding it Forward (GovTech NGO)

Jan 2020 - Present

Mentor

Newsom for California (Governor)

August 2017 - November 2018

Chair, Tech and Innovation Policy Committee

OpenGov Foundation (GovTech NGO)

May 2014 - May 2017

Board Member / Vice-Chair

HONORS & RECOGNITIONS

- GovTech 100, Government Technology Magazine
- University of Chicago Harris School of Public Policy Mentor of the Year
- Blair Award for State and Local Government
- Partner, Truman National Security Project
- Top 10 CDOs to Watch, Technical.ly
- Harrison Fellow, Salvatori Center for the Study of Individual Freedom in the Modern World
- White House Champions of Change
- MIT Lynch Award for Urban Affairs
- 2012 Oxford Internet and Society Award
- #1 Open Data City, US Open Data Census
- #1 Digital City, Government Technology Magazine

PUBLICATIONS

Articles

- Dashboards: The Underbelly of the Smart City | University of Missouri Kansas City Law Review (Spring 2017)
- 7 Tactics for 21st Century Government | Government Technology Magazine (Oct 2013)
- GIS Hub Vision | ArcNews (April 2015, Print)
- Restoring Cities as Engines for Opportunity | CityMinded (Sept 2013)
- Government as a Platform | TechCrunch (June 2012)

EDUCATION

USC Price School of Public Policy

December 2020 - Present

Masters of Science in Public Administration (MPA)

The Wharton School

October 2021 - Present

Advanced Finance

Stanford Graduate School of Business

August 2020 - August 2021

Executive MBA (LEAD)

Claremont McKenna College

August 2006 - May 2010

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