



LeadingCities

Making Smart Cities Smarter

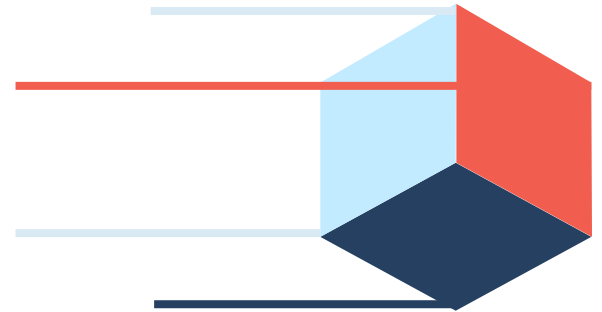
AcceliCity Overview

LEADING CITIES MISSION

Leading Cities is a global non-profit organization that improves the quality of life in cities through the development of “Smart City Ecosystems”

ACCELIcity

Lowering the costs of innovation.



AcceliCity will leverage the Leading Cities network of forward thinkers in the public, private, academic, and non-profit sectors to connect cities across the world with *innovations that improve quality of life.*

ADDRESSING THE CHALLENGE OF 4 CAPITALS

- 1. Human Capital**
- 2. Venture Capital**
- 3. Political Capital**
- 4. Project Capital**

BOOSTING SMART CITY STARTUPS



Identify pre-seed Smart City startups

Access to experts and city leaders

Access to investment funding

Access to new customers

International growth

Global benefits

THE ACCELI CITY DIFFERENCE

Accelerating the rate of adoption of Smart City solutions in cities around the world.



Traditional Accelerator

Leading Cities Advantage

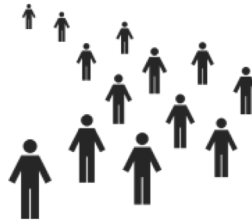
CITIES ARE CHANGING

“Managing urban areas has become one of the most important development challenges of the 21st century.”

-UN Department of Economic and Social Affairs



Cities consume **80% of the world's resources** but only 2% of its land



People are moving to urban areas at a rate of **1.3M per week**, resulting in a global population that is 70% urban in 2050



Increasing pressure on city resources and infrastructure *already* challenged by capital needs

INNOVATION IS THE ANSWER

Smart City Solutions will be built on the foundation of telecommunications and wireless connectivity.

“Accelerating society at the rate of innovation”



The accelerator will leverage the Leading Cities network of forward thinkers in the public, private, academic, and non-profit sectors to connect cities across the world with ***innovations that improve quality of life.***

MARKET LANDSCAPE

\$622B

Size of global smart city market 2017

- 18.8% CAGR predicted for next 10 years
- Predicted to reach **\$3.4T** by 2026
- Fueled by global urbanization trend

\$500B

Revenue generated by social enterprises in the US in 2016

- Top 5 Issues: Economic Development, Education, Environment, Health & Healthcare, Food & Agriculture
- 1 in 4 new enterprises set up in the EU are social enterprises
- 17% expected growth in impact investing in 2017

THE ACCELCITY PROGRAM



Participants

- Prototype ready start-ups with smart city applications
- Not just tech-specific, social entrepreneurs are encouraged
- First cohort of 4-6 per city, grow to 10-15 per city after year 2

Programming

- Web-based curriculum with support from local mentors and globally recognized smart city experts
- Boot-camp for all participants in Boston with pitch day for feedback and exposure to investors
- Demo Day for pilot projects with local municipalities
- Showcase at the world's largest smart city event in Barcelona

Perks

- Share common challenges among startups and cities
- Match entrepreneurs with expert mentors
- Learn best practices on how to succeed doing business with governments
- Potential investment funding

THE LEADING CITIES ADVANTAGE

Leading Cities is a pioneer in city diplomacy, sharing best practices and promoting Smart City innovations to cities worldwide.



- Global non-profit with operations in 10 countries
- International network of mentors, investors, and partners
- Access to city governments and decision makers

Leading Cities bridges the gaps between academia and action, business and government, challenge and solution.

Negotiated trade agreement between Catalonia and the Commonwealth of Massachusetts

Introduced participatory budgeting to the cities of Boston and Cambridge

Established the first 'Bridge to Mass Challenge' program with Zapopan, Mexico

Worked with the cities of Boston and Athens, Greece to develop Resilience Strategies

LEVERAGING LEADING CITIES

We can bridge the gap between start-ups and enterprise solutions to accelerate Smart City innovation on a global scale.

- Globally recognized smart city experts
- Proven start-up ecosystem creator and partner in building smart city ecosystems
- International network of mentors, investors, clients and partners
- Track record of successful policy design and implementation



OPPORTUNITY BY THE NUMBERS



Visibility

- **325,000+** reached by media distribution partnerships and channels
- **140,000** city officials through media network
- **25,000+** attendees or events with Leading Cities team speaking



Prospects

- **2,500+** applicants expected to apply in first 3 years
- **100** startup competitors graduating program after 3-4 years
- **200+** startup competitors each year at full capacity



Customers

- **10-25** Partner Cities within the expanding Leading Cities network
- Launching Member City network with **30-100** cities over the next year.
- **13.6 Million** citizens currently represented
- **5,000+** companies

LeadingCities



For more information please E-mail us at info@LeadingCities.org



Phone. +1.617.506.3499



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