

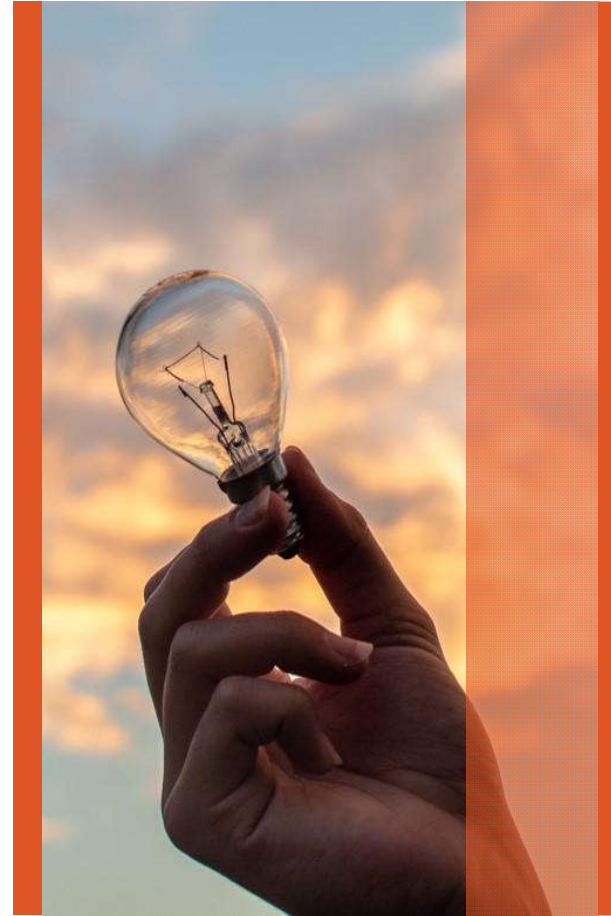


Getting Real About U.S. Onshoring

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Global Startup Programs We've Supported



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Jeff Wallace – Background



- Works with startup ecosystems across the globe fostering entrepreneurship & innovation
- Co-founder of two startup accelerators ([Silicon Valley in Your Pocket](#) & [Batchery](#)), supporting 2,000+ startup founders from nearly 40 countries over the past several years
- Adjunct Instructor for Entrepreneurship & Innovation at University of California Berkeley
- [Partnered with UC Berkeley](#) to translate the SVIYP accelerator program into Spanish for the Latin American market
- Active angel investor with equity positions in 215+ companies, a Limited Partner in 2 early stage venture funds, an advisor at numerous global programs including Berkeley SkyDeck
- Worked for several Fortune 100 companies such as Merrill Lynch, CSC & Cognizant
- BA in Economics/Finance from Rutgers College
- MBA from UC Berkeley's Haas School of Business
- Executive Board Member for the Rutgers Business School [Road to Silicon Valley Program](#)
- Frequent conference keynote speaker at global tech & startup events on issues related to startup ecosystems, technology and user experience

Fun Fact: The Steves



Why do you want
to come to the
United States?

Global Kinetics



Why Companies Focus on the U.S. Market

- Sales Channel
- Partnerships
- Investment
- U.S. Incorporation
- Move Staff



Key Considerations

- Timing of Move
- Team Members in U.S.
- Personal Growth
- Cost of Living
- Immigration Matters
- Worst Case Scenarios
- Maximizing Pre-Move U.S. Readiness



Key Criteria for Go/No-Go Decisions (look familiar?)

- Value Proposition in U.S.
- Market Size
- IP / Sustainable Advantages
- Competitive Landscape / Positioning
- Investor Appetite
- Can You Do Better Elsewhere?



Global Footprint of a Typical Silicon Valley Startup

- Incorporated Delaware C-Corp
- Leadership in Silicon Valley
- Global Investors; Silicon Valley Lead
- Sales Office Near Key Customers
- Engineering Team in Eastern Europe
- Accounting Team in Mexico City
- Marketing Teams in Philippines & South America



US Market Readiness Self-Assessment



Is Your Startup US Ready?

How ready do you think your startup is for the US market? Answer this assessment and get your readiness score, based on your own impressions. Of course, investors might have a different perspective, but reconciling your views with the views of investors is a key part of the journey. Answering this will take you just 10 minutes, and we'll send you back a summary within a day or so, after crunching the numbers.

[Sign in to Google](#) to save your progress. [Learn more](#)

Next

Clear form



<https://forms.gle/d121ht1vNQG7tr5B7>

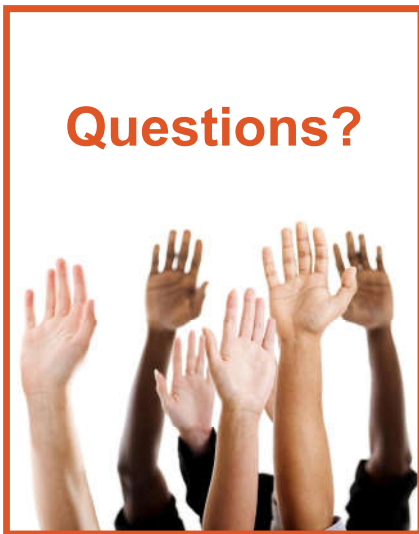


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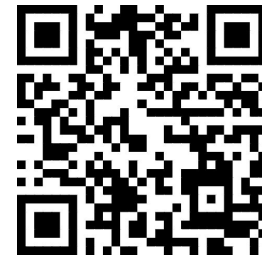
Thank You For the Privilege of Your Time

Questions?



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How I Did



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