



## **Salt Lake City (SLC) Smart City Startup Accelerator Program**

### **RFP Frequently Asked Questions**

Question 1: Has recruitment of participating startups begun, or if not, when and by whom is recruitment anticipated?

Answer 1: The recruitment process has recently begun. In the second week of August, and with the support of local economic development partners, we distributed a survey to more than 7,500 businesses to learn more about the startup ecosystem in Salt Lake City. US Ignite and a team of local partners will begin recruiting these organizations in September.

Question 2: How much flexibility is there in the timeline, especially the launch date?

Answer 2: It is a requirement that startup training services are delivered for three years, beginning in 2021.

Question 3: Are these training services for would be startups in the Salt Lake City area?

Answer 3: Yes, the recipients of the training must be able to provide their services in the Salt Lake City area.

Question 4: Are you looking for an accelerator to be physically located in Salt Lake or that the training would happen in Salt Lake?

Answer 4: It is not a requirement for the accelerator group or sole proprietor to be located in Salt Lake City.

Question 5: Have you already selected the companies?

Answer 5: No, the companies have not been selected.

Question 6: How do the companies apply?

Answer 6: Companies interested in startup training services will submit complete applications to [eda@us-ignite.org](mailto:eda@us-ignite.org).

Question 7: Do you want these pre-selected companies to come out of the accelerator with pre-seed/seed/series A capital?

Answer 7: It is not a requirement that pre-selected companies come out of the accelerator with pre-seed/seed/series A capital. The chosen accelerator is required to support the pre-selected companies to identify and apply for funding opportunities. US Ignite will help all pre-selected companies identify funding opportunities and pair them with industry, university, and nonprofit partners to help them scale up nationally.

Question 8: What is your goal/success indicator for this RFP?

Answer 8: Responses to this RFP will assist US Ignite in determining levels of interest and technical capabilities within the startup/entrepreneur training and accelerator/incubator communities to



provide the required training services. In addition, this information will be used to assist US Ignite in establishing a basis for developing any subsequent potential subcontract.