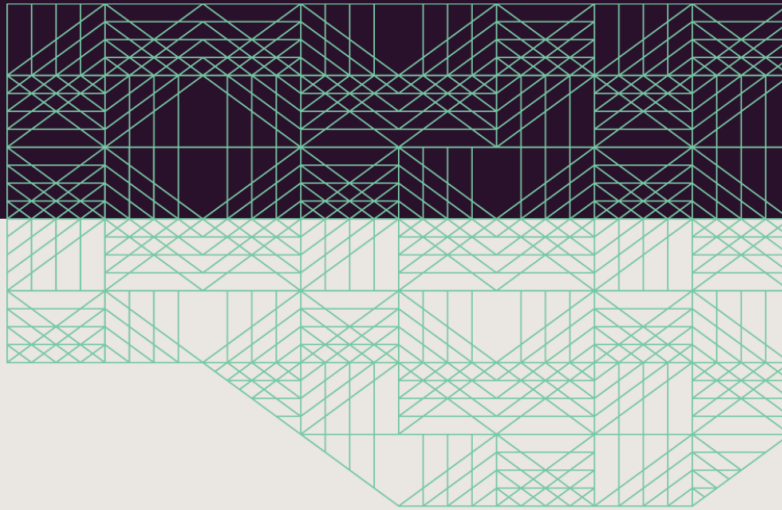


# Suffolk Technologies

Suffolk Technologies is the corporate venture capital arm of Suffolk, a leading US construction company. Suffolk Technologies is looking to invest in startups that drive capital efficiency and productivity in the built environment. We are interested in solutions across the building lifecycle, including real estate investment and development, architecture engineering & construction, as well as property management. We are most excited to work with founders who think big and are innovating on both business model and technology to achieve scalable impact. We are stage agnostic, with a preference for early stage; however, we have supported companies ranging from pre-product to \$100M's in revenue.



MEET OUR

## TEAM



JIT KEE CHIN

Jit Kee is the Chief Data and Innovation Officer at Suffolk, where she leads the company's journey to leverage big data and advanced analytics to improve construction outcomes. Prior to Suffolk, Jit Kee spent 10 years with McKinsey and Company, advising Fortune 100 companies on strategic, commercial and advanced analytics topics. She graduated from the California Institute of Technology with a bachelor's degree in physics and English literature, and later received her PhD in physics from MIT.

and an experienced technology venture capital investor. Wan Li was most recently a Partner at Fairhaven Capital in Boston, which has invested over \$400M in enterprise and consumer sectors. He also founded and runs MIT Alumni Angels, the alumni-based startup investment network of MIT with presence in Boston, NYC, SF and DC. Prior to startup investing, Wan Li was a product leader at Microsoft in Dynamics CRM. Wan Li holds an MBA from Harvard Business School, and Master's and Bachelor's degrees in Electrical Engineering and Computer Science from MIT.



WAN LI ZHU



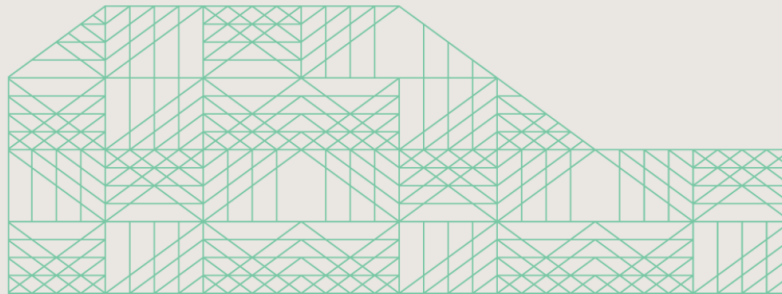
RAJA GHAWI

Raja Ghawi is the Investment Director at Suffolk Tech focused on connecting with entrepreneurs, leading diligences, and presenting recommendations to the investment committee. Prior to joining Suffolk, he spent 3 years at McKinsey serving clients on M&A, growth strategy, and advanced analytics through Quantum Black. Raja earned his bachelor's degree in bioengineering from Harvard University. He currently serves as President of the Harvard Arab Alumni Association (HAAA) and is a Board Member of the New England Venture Network (NEVN).

Parker Mundt is the Operating Director at Suffolk Tech, working closely with promising startups to identify opportunities for operational engagement. In his role, Parker leverages his years of industry experience and network connections to support entrepreneurs in their product development and scaling efforts. Prior to joining the Suffolk Tech team, Parker held Operations and Executive management roles at Suffolk, focused on standardizing operational excellence across the \$4.5B construction business. Parker earned his bachelor's degree in earth and oceanographic science from Bowdoin College.



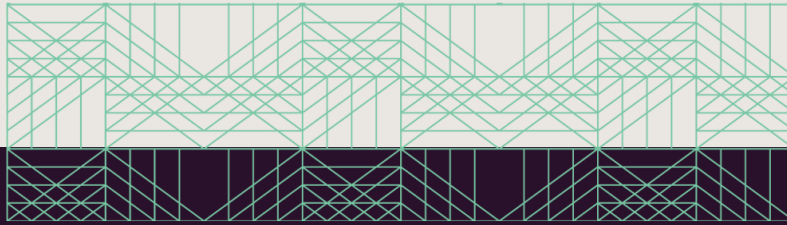
PARKER MUNDT



## PORTFOLIO



whyhotel



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Name	Email
Tell us who you are	
Message	
Send	

65 ALLERTON STREET BOSTON MA 02119



# 01

## WHY SUFFOLK ?

The Suffolk Tech Fund is a program of Suffolk Capital, the venture investment affiliate of Suffolk. Suffolk is a national enterprise that invests, innovates, and builds, and the company is ranked in the top 25 of Engineering News Record's list of national general contractors. As a business leader in the innovation hub of Boston, Suffolk is always convening startups, investors, academia, trade and industry partners, developers, architects, engineers, and government.

Suffolk's leadership in the tech space includes:

<p><b>50+</b> Pilots</p> <p><small>Our CoLabs across the country have piloted more than 50 technologies with startups on active jobsites</small></p>	<p><b>7</b> VC Investments</p> <p><small>Our Suffolk Capital Tech Fund has completed seven venture capital investment deals since 2019</small></p>
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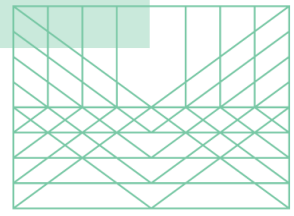
# 02

## WHO WE'RE SEEKING

To provide participants with the best possible support, Suffolk Capital's Boost program will offer a limited amount of spots in this program. Outstanding applicant teams will show early signs of outlier potential, including one or more of the characteristics below. If you believe your vision and team would find an effective fit with Suffolk but don't necessarily fulfill the listed criteria, we encourage you to still apply. Your application will help us define future programming, or we can match you with other relevant opportunities within and beyond Suffolk.

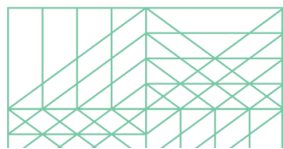
Sample themes include: design, marketplaces, robotics, advanced data analytics, and any new technology or business model innovation that could bring more efficiency and productivity to the built environment.

<b>Outstanding team</b>	<b>Bold vision for the built environment</b>	<b>Well-defined challenge</b>
We are looking for both industry veterans and entrepreneurs from outside the industry	Novel technologies and innovative business models both welcome	Tell us how we can help you in 4 weeks For example: ideating over which use-case to go after, refining your product roadmap, sharpening your go-to-market, finding your first customer



# 03

## COHORT 1 - 2020



# 04

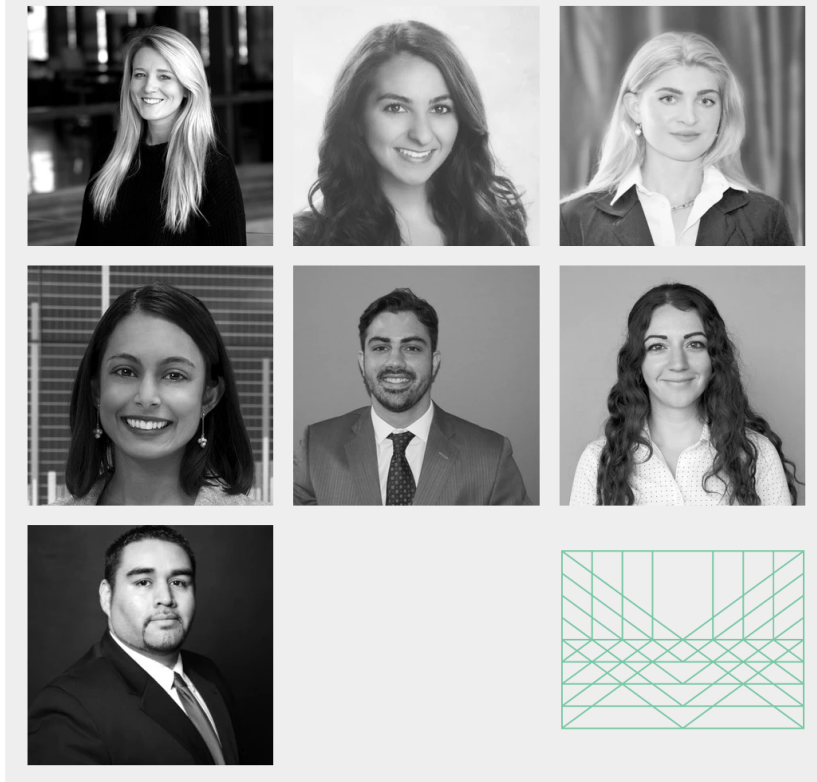
## T E A M

Boost integrates Suffolk investment & operations teams

Suffolk Team



Suffolk CoLab Team

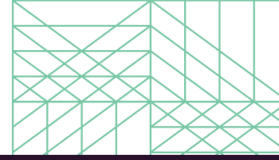


# 05

## F R E Q U E N T L Y   A S K E D   Q U E S T I O N S

- **How long is the program?**  
The program will take place over four weeks, starting October 23.
- **Does the program take equity?**  
The Boost program is designed to be the start of a company building relationship. To align interests for long term success, we will discuss an equity-based agreement in the form of stock options, warrants, or rights to invest in a future financing round, as appropriate based on the stage of each company.

- **Must the company be incorporated?**  
The company must be incorporated to receive the participation grant but does not need to be incorporated at the start of the program.
- **How big must the team be?**  
The team must have at least two full-time co-founders.
- **How developed does the product need to be?**  
We'll accept products at any level of development. We're excited about everything from two founders with a deck to a company with a product and early sales.
- **Any specific areas of focus you are looking to attract?**  
While we are excited about any and all solutions that bring efficiency to the built environment, we are particularly excited about startups in the design space, supply chain space, fintech space, and environmental space within the built environment.
- **What are your assessment criteria?**  
We will use standard venture criteria to assess each company. Further, we will take into account our ability to add value given the problem you present.



**Suffolk**  
Technologies