

Dear New Member of the ATI Community,

Congratulations on your admission into The Austin Technology Incubator. ATI's vetting process is highly selective - you're in good company!

If we have not done so already, we will soon set up an in-depth strategy session to review feedback from the admissions process and jointly determine how we can most effectively work together going forward. This session will probably identify projects that we can work on together, leveraging resources from UT and potentially elsewhere in the community. It will also probably surface industry leaders, investors, experts, and/or service providers from our network who we should bring in, as well as the grants and other programs that might best support your company.

One of the most important benefits of ATI membership, of course, is proximity to the other entrepreneurs and management teams at ATI. We have programs and events that are designed to stimulate this peer-to-peer interaction. But don't wait for those! Start building your ATI network from day one.

What will success look like? Typically, member companies graduate once they have received sufficient funding and/or market traction to build a robust management and governance infrastructure and have enough "runway" to hit the realistic milestones that will lead to their success. We look forward in helping you towards that success.

The rest of this binder takes you through some important policies and processes that will simplify your time at ATI. Please take the time to read them and come back to Aruni Gunasegaram or to me if you have any questions.

Lastly, there is a feedback form at the end of this binder. Please take the time to fill it out. We want to continue to evolve our practices based on your input.

Sincerely,

Isaac Barchas