

## The IQT Investment Process



## Highlighting Government Innovation for Strategic Technology Investments

**Challenge:** In a bold move, the CIA created In-Q-Tel, a venture capital firm, to invest in technologies needed by the Intelligence Community (IC). Congressional Members were unclear on how the company would function in a government context. Supported a high profile and highly time sensitive Inspector General investigation of the firm's practices.

**Analysis:** CIA leadership and In-Q-Tel CEO Gilman Louie needed a plan to engage Congressional Members and Senior Staff with oversight of the IC on how In-Q-Tel would function as a pseudo government agency, the value of this approach and the complicated governance required for this entity to invest in commercial companies and gaining profits from its successful portfolio of investments.

**Implementation:** Working with law firm Arnold & Porter, created a comprehensive Congressional contact plan and crafted messaging for Congressional Intelligence Committee Members and key staff. This plan was implemented the plan over the following few weeks.

**Result:** Congressional Intelligence Committees' allowed the In-Q-Tel "experiment" to continue with full funding. In-Q-Tel eventually won a number of government innovation awards and has grown substantially in size fulfilling the technology needs of the IC.

**Cyber BDA Team Experience:** The Cyber BDA principals understand how to package information for Congressional committees to achieve corporate goals. Team members have served in senior leadership and innovator roles in business, government, military, academia, and In-Q-Tel. Understanding In-Q-Tel's investment decision making process is key to working with them and their portfolio companies.