Why Ben Franklin Technology Partners?

Ben Franklin Technology Partners (BFTP) is an internationally-acclaimed, award-winning model for technology-based economic development and job creation. We strategically invest in companies and support them with finely tuned expertise and comprehensive networks that foster innovation, to advance the Pennsylvania economy.

Our deep understanding of tech-based entrepreneurship, innovation in manufacturing, and investment make BFTP a venture development organization that generates results in regional economies—and throughout the world. The success of BFTP’s portfolio clients creates new companies, new jobs, new investments, technological innovation, and a higher Pennsylvania Gross State Product.

**OUR MISSION**

is to grow the Pennsylvania economy by supporting and investing in tech-based startups and established manufacturers to create high-paying, sustainable jobs within the Commonwealth.
Engineering Economic Growth

BFTP serves as a catalyst for economic growth and job creation by providing access to the capital, knowledge and networks that foster innovation and success for early-stage technology firms and established manufacturers throughout Pennsylvania.

With four headquarters, and satellite offices positioned strategically throughout the state, BFTP builds on regional strengths, capitalizes on new opportunities, and addresses the specific needs of each area.

Economic growth is about more than jobs created or dollars leveraged. It’s also about nurturing companies that solve real-world problems across a broad spectrum of sectors. Ben Franklin alumni companies have expanded internationally, revolutionized industries, tackled global health issues and changed the way businesses operate.

Far Beyond Funding

“BFTP has been a tremendous resource for Revolution’s Rise of the Rest initiative to shine a spotlight on entrepreneurs and startups outside the typical coastal hubs. They aren’t just an important source for seed investment for startups but also collaborative and energetic ecosystem builders throughout Pennsylvania.”

Steve Case, Chairman and CEO of Revolution and Co-founder of AOL
Capital Investment

It takes capital investment to grow companies that create sustainable, high-paying jobs. Ben Franklin provides critical seed and risk capital to start and grow innovative firms throughout the Commonwealth.

Thanks to a rigorous vetting process, a BFTP investment is respected as a key endorsement by other investors. This enables companies to attract the follow-on funding they need to move beyond start-up and bring their products to market.

BFTP also invests in established manufacturers, linking them with Pennsylvania’s world-class colleges and universities to help them remain competitive in the global economy.

Our disciplined approach supports Pennsylvania’s most promising tech-based companies and accelerates and enhances the resilience of the state’s economy, boosting innovation, employment and commercialization.
Knowledge

Early-stage technology firms and established manufacturers need support to complement their in-house expertise and funding. To help maximize each client’s potential for success and job creation, the BFTP team provides them with appropriate and proven resources in product and process development, marketing, fundraising, accounting, operations, human resources and more.

Each of our four regional partner offices couples its financial commitment with access to a wide range of mentoring and business and technology development services. Many alumni clients cite this support as key to their success and their ability to create high-paying, sustainable jobs.

MENTORING & SUPPORT

BFTP’s experience, mentoring and business and technical support are the “secret sauce” that leverage our financial investments, and are often what give client companies a crucial competitive edge.
Networks

Professional networks connect people, companies, government and institutions of higher learning. And they’re essential for creating a state-wide growth mindset.

BFTP fosters innovation ecosystems that bring ideas and talent together to grow new businesses in Pennsylvania. These networks are often the early elements of regional clusters that spawn new job-creating companies and improve Pennsylvania’s capacity for innovation.

Network Members Include

- Entrepreneurs
- Established manufacturers
- Business incubators
- Colleges & universities
- Venture capitalists
- Economic development organizations
- Corporations
- Research labs
- Government

INTERACTIVE EXPERIENCE // BENFRANKLIN.ORG/IMPACT2017
“Working with Ben Franklin Technology Partners has had a measurable impact on the growth of our business, not only from the direct funding but also from the networking opportunities. We now employ 20 people.”

Dr. James Barshinger, Co-founder and President, Sensor Networks, Inc.

“We feel like in many ways we were one of the companies – with the invaluable support of Innovation Works’ AlphaLab network – that helped usher in a renewed interest in startups in Pittsburgh.”

Don Charlton
Founder, Jazz HR

“BFTP’s resources and networks continue to be of significant value in our ongoing efforts to remain competitive and increase market share. We are happy to partner with and support BFTP’s work throughout the Commonwealth.”

Bob Harrop, VP of Human Resources, East Penn Manufacturing Company

“Ben Franklin Technology Partners has not only been a source of critical early-stage funding, it has provided valuable strategic and tactical guidance. Ben Franklin has made incredibly important introductions to potential outside collaborators and investors and has facilitated related interactions.”

David Lopez
Chief Business Officer, Advent Therapeutics

“We are happy to partner with and support BFTP’s work throughout the Commonwealth.”

Bob Harrop, VP of Human Resources, East Penn Manufacturing Company

“BFTP is clearly focused on making the strategic investments that will help grow the economy and has the vision to address the longer-range needs. In today’s shifting economy, BFTP’s success serves as a national model—an example that can be followed by other organizations working to create a better future and a stronger economy for their regions and states.”

Dan Berglund, President and CEO, State Science and Technology Institute
BFTP Creates High-Paying, Sustainable Jobs in Pennsylvania.

- Jobs Created by Client Companies: 1,891
- Jobs Retained by Client Companies: 11,581
- New Products & Processes Launched by Client Companies: 406
- New Companies Formed: 189
- Companies Assisted by BFTP: 1,637
- Sales Revenue Generated by Client Companies: $3,170,419,083
- Post-BFTP Financing Secured by Client Companies: $410,231,976
- Patents and Software Copyrights Awarded to Client Companies: 167

BFTP Rigorously Measures and Quantifies Its Impact Annually.
Regional Ben Franklin Partner Locations

CENTRAL & NORTHERN PA
WWW.CNP.BENFRANKLIN.ORG
STEPHEN BRAWLEY
PRESIDENT & CEO
200 Innovation Blvd, Suite 150
State College, PA 16803
(814) 863-4558

NORTHEASTERN PA
WWW.NEP.BENFRANKLIN.ORG
R. CHADWICK PAUL, JR.
PRESIDENT & CEO
BEN FRANKLIN TECHVENTURES®
116 Research Drive
Bethlehem, PA 18015
(610) 758-5200

SOUTHWESTERN PA
WWW.INNOVATIONWORKS.ORG
INNOVATION WORKS
RICH LUNAK | PRESIDENT & CEO
Two Allegheny Center, Suite 100
Pittsburgh, PA 15212
(412) 681-1520

SOUTHEASTERN PA
WWW.SEP.BENFRANKLIN.ORG
ROSEANNE B. ROSENTHAL
PRESIDENT & CEO
Building 100 Innovation Center
4801 S. Broad St, Suite 200
The Navy Yard
Philadelphia, PA 19112
(215) 972-6700

Published by the Ben Franklin Technology Partners ©2018
Printed on Paper with 30% Recycled Fiber