

THE IRISH TECH STARTUP GUIDES: A GUIDE TO BOSTON

BY



FRONTLINE.VC @FRONTLINE



WHO IS FRONTLINE VENTURES?

We are Europe's first community-focused venture capital fund, backing software and Internet entrepreneurs with an eye on international markets.

We are based in London and Dublin.



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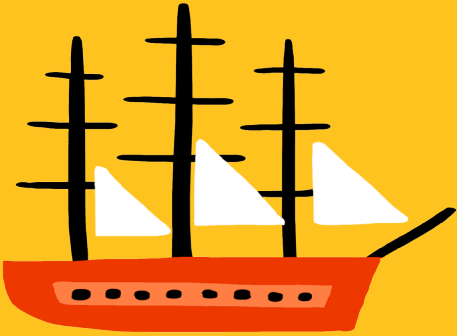


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BOSTON X IRELAND



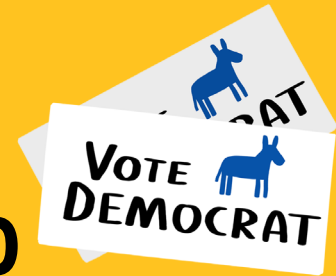
1847

37,000 Irish arrive in Boston
Fleeing the Great Potato Famine,
these Irish are "welcomed" by
Boston's 115,000 residents



1906

John Francis "Honey Fitz" Fitzgerald
becomes the first American-born, Irish-
Catholic mayor of Boston



1960

John Fitzgerald's grandson - John
Fitzgerald Kennedy - becomes the first
Irish-Catholic U.S. President



1900

Thousands of Boston Irish
still live in poverty, mostly in urban
slums. However, more & more Irish
are finding employment, especially
as union laborers, police officers,
and fire fighters



1910

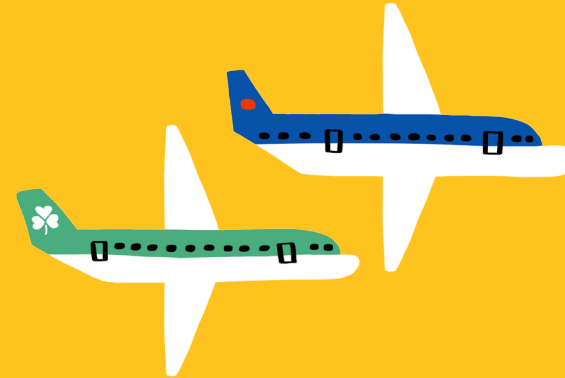
160,865 of Suffolk County's 731,388 total
residents were born in Ireland OR had
two Irish parents

BOSTON X IRELAND



**-20.4% of Boston population
identifies as Irish**
(According to Forbes)

**-The top 3 American metropolitan
areas with highest Irish ancestry are
all within Massachusetts**



**How many direct flights to Boston
per day from Dublin compared to
NYC or SF?**

**-Logan has 2
-JFK has 4
-SFO has 1**

BOSTON X IRELAND

Irish companies with Boston offices:



Portfolio Companies



Logentries
Dublin-founded,
office in Boston



Qstream
Offices in Dublin and
Burlington, MA



Iona Technologies
Trailblazer for Irish software
companies and one of the most
successful software IPOs of the 90s.



Netwatch
Carlow-headquartered,
office in Watertown



FeedHenry
Waterford-headquartered,
office in Burlington, MA
Acquired by Red Hat in
September 2014

CLAVIS INSIGHT

eCommerce Intelligence for a Changing Market

Clavis Insight
Dublin-headquartered,
office in Boston



Globoforce
Dublin-founded, moved to
Southborough, MA.



Profitero
Dublin headquartered,
office in Boston

BOSTON X IRELAND

Boston companies with Irish offices:



Lionbridge

genzyme

All companies courtesy of:



BOSTON VCS IN IRISH DEALS

 ATLAS VENTURE

 openview

HIGHLAND
CAPITAL PARTNERS

POLARIS
PARTNERS



globoforce 

FieldAware 


AMCSGROUP

 logentries™

BOXEVER

 Profitero
Global eCommerce Intelligence

 NOVAERUS
Airborne Infection Control



Tony Zappala
Highland Capital
Partners

**Boston-based
VCs with
partners in
Ireland**



Noel Ruane
Polaris Partners

BOSTON IS FUELLED BY



BOSTON TECH BY NUMBERS

60

Universities

2100+

Startups in Boston

7900+

Entrepreneurs and investors in greater
Boston area (AngelList)

\$3,040,000,000

In funding across 318 deals in Massachusetts in 2013 (CB Insights)



KEY SECTORS



**BIG DATA
SEARCH**



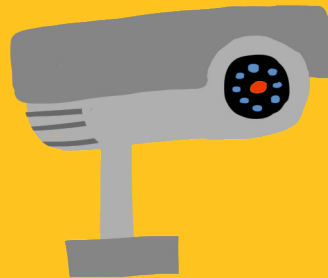
**ENTERPRISE
SOFTWARE**



**LIFE
SCIENCES**



ROBOTICS



**SYSTEMS
SECURITY**



EDTECH

SO YOU JUST ARRIVED IN BOSTON?

Where do I go?

Who do I talk to?

What are the cool
startup spots?

Where should I live
and work?



FINDING A COMMUNITY

Co-working spaces in Cambridge:



KOA LABS

START · UP CLUB



INTREPID LABS

INDUSTRY LAB

·WORKBAR·

cic cambridge



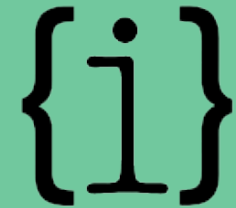
THE
BRICKYARD
COLLABORATION
SPACE



NGINWORKPLACE

FINDING A COMMUNITY

Co-working spaces in Boston:



commoncove

**MILK&Broad
COOPERATIVE**



FINDING A COMMUNITY

Co-working spaces in Somerville:



FINDING A COMMUNITY

Meetups and Conferences

INBOUND

MASSTLC
Innovation2014
An unConference

webinno

MIT
ENTERPRISE
FORUM



NANTUCKET
CONFERENCE



PEOPLE TO KNOW

Notable Irish People in Boston



AJ Gerritson
451 Marketing



Mark Gallagher
SVB



Dave McLaughlin
Vsnap



David Quinn
CoUrbanize



Tom McMahon
Shimmer



Steve O'Leary
Aeris Partners



Sean Moynihan
Irish Network
Boston



Paul Jennings
SVB



Marty Walsh
Mayor of Boston



Doreen McKeown
Enterprise
Ireland



Kevin McCarthy
Enterprise
Ireland



Ivan Houlihan
IDA Boston



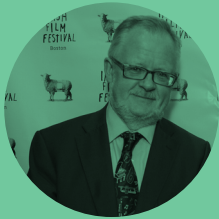
John Logan
Invest Northern
Ireland



Paul Breen
Boston College

PEOPLE TO KNOW

Notable Irish People in Boston



**Breandán Ó
Caollaí**
Consulate
General of
Ireland Boston



Aidan Browne
Sullivan and
Worcester



C.A. Webb
New England
Venture Capital
Association



Cathal McGloin
FeedHenry



Fergal Woods
Finance Boston



Gary Hanley
Invest Northern
Ireland



Duncan Lennox
Qstream



Martin Kelleher
Expand in US



**Ryan
McDermott**
BIBA



**Terry
McGuire**
Polaris Venture
Partners



Trevor Parsons
Logentries



Larry Naughton
Chaote Hall &
Stewart



Ciaran Hynes
COSIMO Venture
Partners

STARTUP HANGOUT SPOTS



INCUBATORS AND ACCELERATORS



LearnLaunch



GREENTOWNLABS



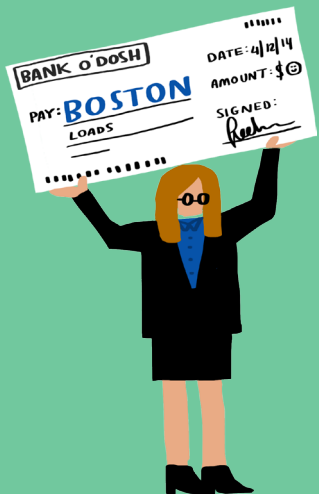
ROCK
HEALTH

START
TANK

FINDING CAPITAL

Massachusetts is a top destination for venture capital – ranking first in VC as a percent of GDP.

In 2013, Massachusetts VC firms raised around a third of all U.S. venture capital, tripling the amount raised in 2012.
(Massachusetts Innovation Economy Annual Index)



FINDING CAPITAL

BOLT

matrix
PARTNERS

FOUNDER
COLLECTIVE



.406 Ventures



ATLAS VENTURE

HIGHLAND
CAPITAL PARTNERS



FLYBRIDGE
CAPITAL PARTNERS

Bain Capital *Ventures*



LaunchCapital



General Catalyst
Partners

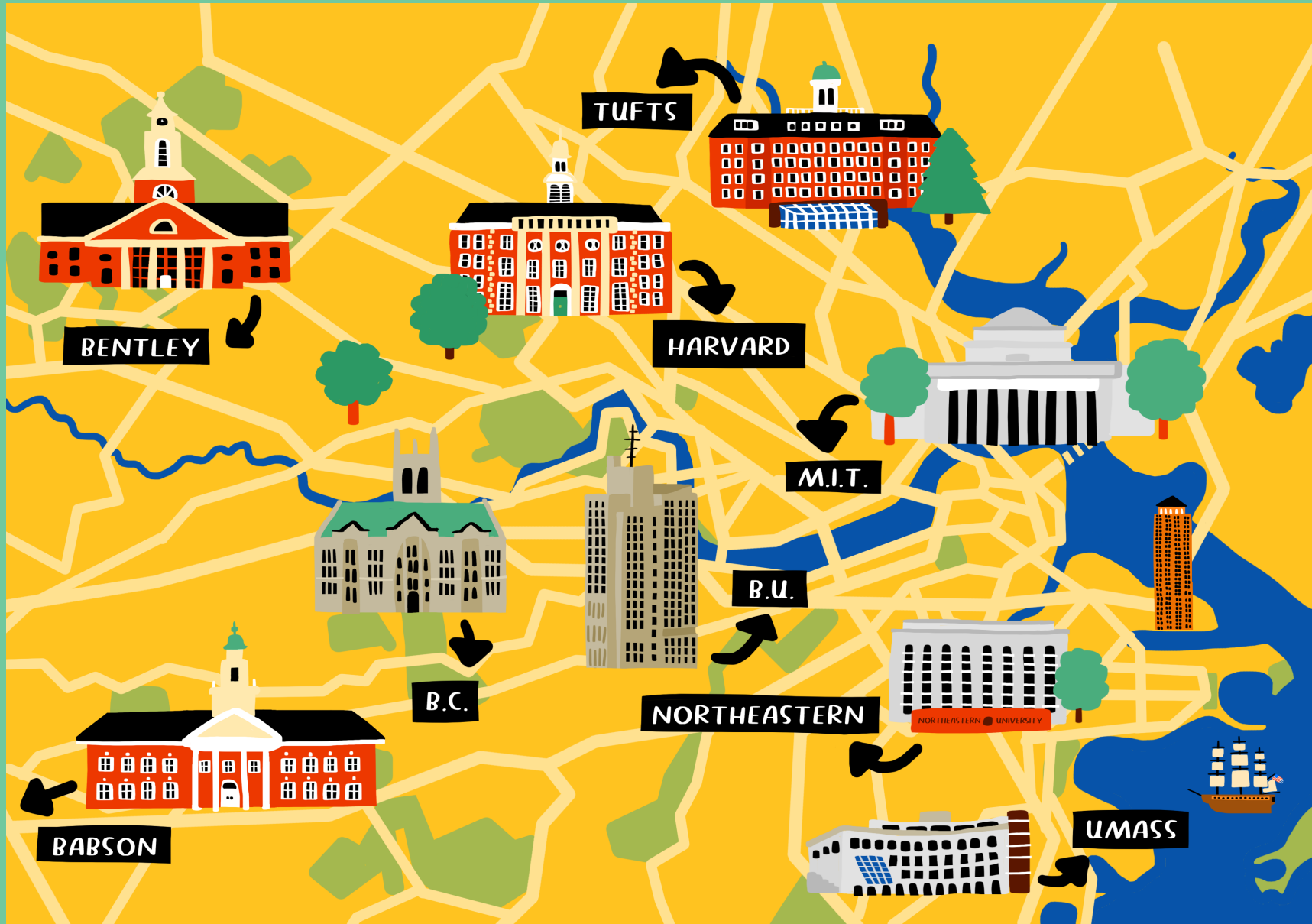
greylockpartners.

BOSTON SEED | CAPITAL

FINDING CAPITAL

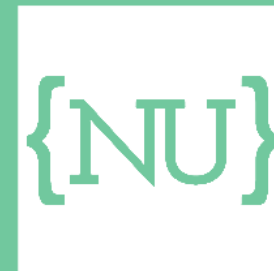


A SCHOLAR'S CITY



A SCHOLAR'S CITY

Key Tech/Startup Student Organizations

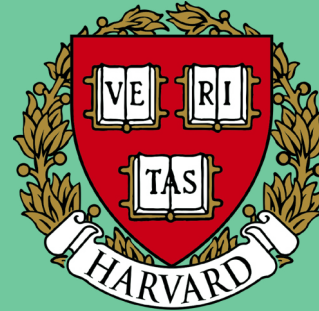


A SCHOLAR'S CITY

Academic Organizations and departments with Irish Ties:



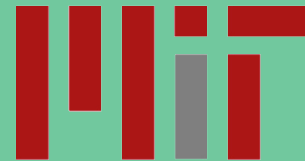
BC's Center for Irish Programs



Harvard's Department of Celtic Languages and Literatures



UMass – Irish Studies minor with Professor Thomas O'Grady



Irish Association of MIT



LIVING IN BOSTON



THE COST OF LIVING AND WORKING IN BOSTON

\$82K

Average front-end
developer salary

\$89K

Average back-end
developer salary

\$76K

Average sales salary

\$72K

Average marketing salary

(All salary data courtesy of AngelList)



\$44.05

Average office rent
per square foot

**\$1300-
\$3200**

Cost of one-bedroom
apartment (depending on
neighbourhood)

\$75

Monthly MBTA LinkPass

OTHER TIPS

"Wicked"

**THAT PARTY
WAS WICKED!**

THAT PARTY
WAS WICKED
FUN!

Logan Airport

Only 10 minutes from downtown Boston! The Silver Line also has a direct line

Irish Cultural Center in Canton

Apartment Hunting

In the search for a new home?
Check out Craigslist.

Bike

Boston is accessible, but beware:
Hubway bike share doesn't
operate in the winter.

Car

ZipCar is popular among Boston residents.

Apps

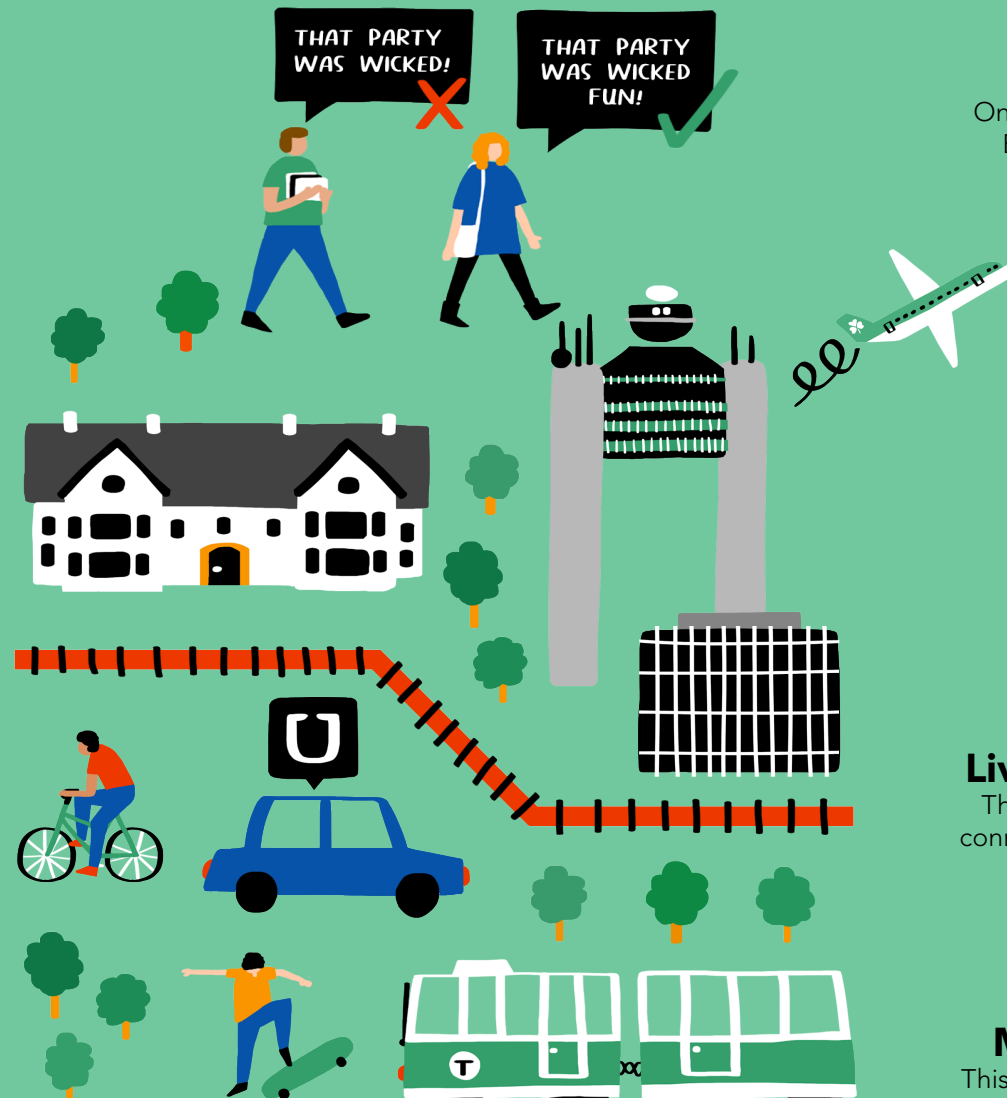
Embark Boston, Uber, Lyft,
OpenMBTA

Live on the Red Line!

The Red Line is the main artery connecting up many of the startup neighbourhoods.

MBTA (or "The T")

This is Boston's public subway and bus system. Most lines shut down at 1am Sunday-Thursday and 2:30am Friday and Saturday.



DID YOU KNOW?

The very first St. Patrick's Day parade in America was hosted by the Charitable Irish Society of Boston in 1737.



DID YOU KNOW?

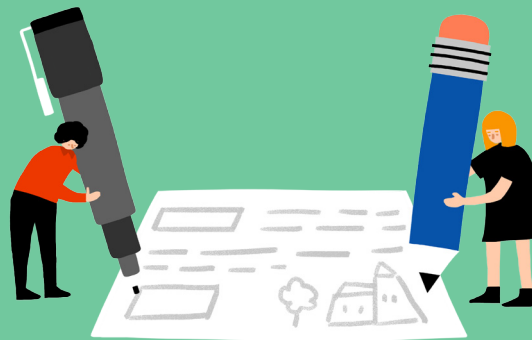
Boston Mayor Marty Walsh's
parents are from Connemara,
Co.Galway.



HAVE ANY QUESTIONS, SUGGESTIONS,
OR HIGH FIVES FOR US?

Follow and tweet us at:
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ADDITIONAL READING

NEVECA Campus Guide:

<http://www.newenglandvc.org/tools/get-your-copy-campus-recruitment-guide-20>

Hitchhiker's Guide to Boston Tech:

<http://robgo.org/2013/09/09/the-hitchhikers-guide-to-the-boston-tech-community-fall-2013-edition/>

Annual Index of the Massachusetts Innovation Economy:

<http://index.masstech.org/>

