



Partner Success Story

Arizona's Startup Surge: The Arizona Commerce Authority and Plug and Play's Partnership

The Arizona Commerce Authority (ACA) has partnered with Plug and Play, a global innovation platform, to supercharge Arizona's startup ecosystem. Discover the impactful results of this collaboration.

🌐 Vertical Industries

Advanced Manufacturing

Sustainability

📅 Year They Joined

2023

📍 Location

Phoenix, Arizona

📌 Startups Accelerated

47



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The **Arizona Commerce Authority (ACA)** leads Arizona's economic development, focusing on attracting out-of-state companies, supporting local businesses, and creating new jobs. Key innovation sectors include advanced manufacturing, particularly in semiconductors, aerospace, defense, and space technologies, supply chain logistics, and sustainable energy, encompassing renewable power and battery manufacturing. ACA's initiatives are driving Arizona's growth and positioning the state as a leader in cutting-edge industries essential for future economic success.



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“We want to make sure that Arizona is viewed as a global marketplace for businesses of all sizes and ensure that the entrepreneurial ecosystem in Arizona continues to thrive.”



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Partnering with Plug and Play to Drive Innovation in Arizona

Established in 2023, this powerful partnership leverages Plug and Play's global network to attract venture capital, facilitate corporate engagements, and mentor startups, positioning Arizona as a thriving tech hub.


Partnership objectives:

- Facilitate local startup growth through engagements with corporate partners and opportunities for commercial agreements.
- Attract venture capital investments to Arizona startups by leveraging Plug and Play's global ecosystem.
- Provide mentorship and expertise to startups, including market fit, and developing



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- Enhance global recognition of Arizona as an emerging tech

 Playbook

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and Play's Achieved Outcomes:

- **Startup acceleration:** 47 startups accelerated through Plug and Play's programs — 31 based in Arizona.
- **Pitch events:** 62 participating startups, 33 of which were based in Arizona.
- **Pilot project discussions:** Over 40 that are currently in progress.
- **NDA agreements:** More than 60 signed between startups and partners.
- **Community events:** Held 23 events within the first 18 months, attracting more than 1,400 attendees. Now at 29 events held with 2,000 attendees at Arizona events.
- **Representation in Silicon Valley:** 23 Arizona startups showcased their innovations at numerous Plug and Play Silicon Valley Summits.
- **Venture investments:** Investments in three Arizona startups, with funding rounds totaling more than \$25 million.
- **Investment attraction:** Catalyzed over \$4 million in out-of-state venture funding through direct introductions.

"We've had the opportunity with Plug and Play to get the corporations involved, so it becomes this well-rounded ecosystem."

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Melissa Lamson

EVP of Venture Development & Innovation Strategy, Arizona Commerce Authority



Timeline

04/2023

Arizona Commerce Authority and Plug and Play launch the Plug and Play Arizona Office



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12/2023

At the Silicon Valley Summit, Sandra Watson, President & CEO of the ACA, announces the launch of the Plug and Play accelerateAZ Sustainability program to support startups in the energy, water, mining, and circular design industries

04/2024



Plug and Play Arizona and partner Intel hosted the Future of AI deep-dive sessions during the Intel Vision 2024 conference. Startups with technologies for the advanced manufacturing sector showcased their cutting-edge solutions

05/2024

The Plug and Play accelerateAZ Sustainability program is launched

06/2024

Plug and Play accelerateAZ host Quantum Day, showcasing innovative quantum startups, insights from top quantum research initiatives, and discussions on how Arizona's economy can benefit from quantum computing

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Ready to start your innovation journey?

Please, choose the profile most suited to you*



First name*

Last name*

Email*

Organization name*

What is your organization's primary goal?



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Please Select 

In which industry are you looking to innovate?*

Please Select 

What is the best phone number to reach you on?

What is your job title?*

Please Select 

What is the reason for your enquiry?*

Company Size (dropdown)

Please Select 

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