



**MICHIGAN ECONOMIC**  
DEVELOPMENT CORPORATION

## **Gateway Representative Program**

The Gateway Representative program is funded by the Michigan Strategic Fund (MSF) and is managed by the Michigan Economic Development Corporation (MEDC) Entrepreneurship and Innovation division. This program provides funding for a Gateway Representative (GWR) at each SmartZone.

The GWR is responsible for the local SmartZone client services including:

- Welcoming and introducing the technology-based start-up to the local ecosystem
- Providing an overview of the Michigan statewide tech ecosystem
- Recruitment and development of tech companies in the local SmartZone
- Local SmartZone business development activities
- Vetting of local tech companies
- Providing strategic business guidance and helping companies with fundraising efforts.
- Connecting companies to the various MSF funded entrepreneurial resources available to tech companies across the state.
- Supporting the start-up companies' applications to MSF funded entrepreneurial programs such as the Business Accelerator Fund, First Capital Fund and the Preseed Fund.
- Supporting the start-up companies' applications to federal funding agencies and programs such as the SBIR/STTR program.
- Support start-up companies through other SmartZone specific services or expertise.

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