

# NYC AI Nexus RFP

Informational Session | February 26, 2025

Responses Due by April 2, 2025

Questions? Email [AINexusRFP@edc.nyc](mailto:AINexusRFP@edc.nyc)

**NYC/EDC**

# Agenda

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**NYCEDC:**  
Our Work &  
Impact

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Networking**

## **New York City Economic Development Corporation**

**Corporation** is a mission-driven nonprofit organization that takes a comprehensive approach to New York City's economy.

**Strengthen business confidence**

**Grow innovation sectors, focusing on equity**

**Build neighborhoods where people live, learn, work, and play**

**Deliver sustainable infrastructure**



# Project Summary

# NYC's AI Advantage

New York City is a global leader in Applied AI — the creation and adoption of AI solutions for industry-specific, real-world problems.

## 3 strategic goals to ensure NYC meets its AI potential:

Advance NYC's position as the global leader in Applied AI

Foster new business creation and partnerships to build a dynamic and prosperous AI ecosystem

Develop a diverse AI-ready workforce to power the future of the economy

NYC / EDC

# New York City's AI Advantage



Scan Here to Read the Report



Driving Economic Growth & Technological Transformation

# NYC's Strategic Position in AI

2nd largest global  
tech ecosystem

360k+ tech employees

2,000+ AI startups

1,200+ VC firms

Global leader across  
finance, healthcare, real  
estate, media, etc.

Big Tech presence:  
Google, Meta, IBM,  
Microsoft, Amazon, etc.



# The AI Adoption Challenge

- 1 Bridge the gap** between AI innovators and industry use cases, ensuring solutions align with real business needs
- 2 Drive AI development and adoption across key NYC industry sectors** where AI solutions can drive transformative impact, with a focus on SMEs and industries that may be falling behind on AI adoption (“Applied AI Opportunity Sectors”)
- 3 Reduce disparities in AI access and usage**, enabling equitable integration across New York City’s economy

# NYC AI Nexus Snapshot

## Goals

Support exceptional NYC-based founders

Facilitate collaborations between industry & startups

## Outcomes

Create/grow 10-25 new ventures per year

Support 3-5 “Applied AI Opportunity Sectors”

Develop collaborative AI ecosystem to meet industry needs

## Duration & Funding

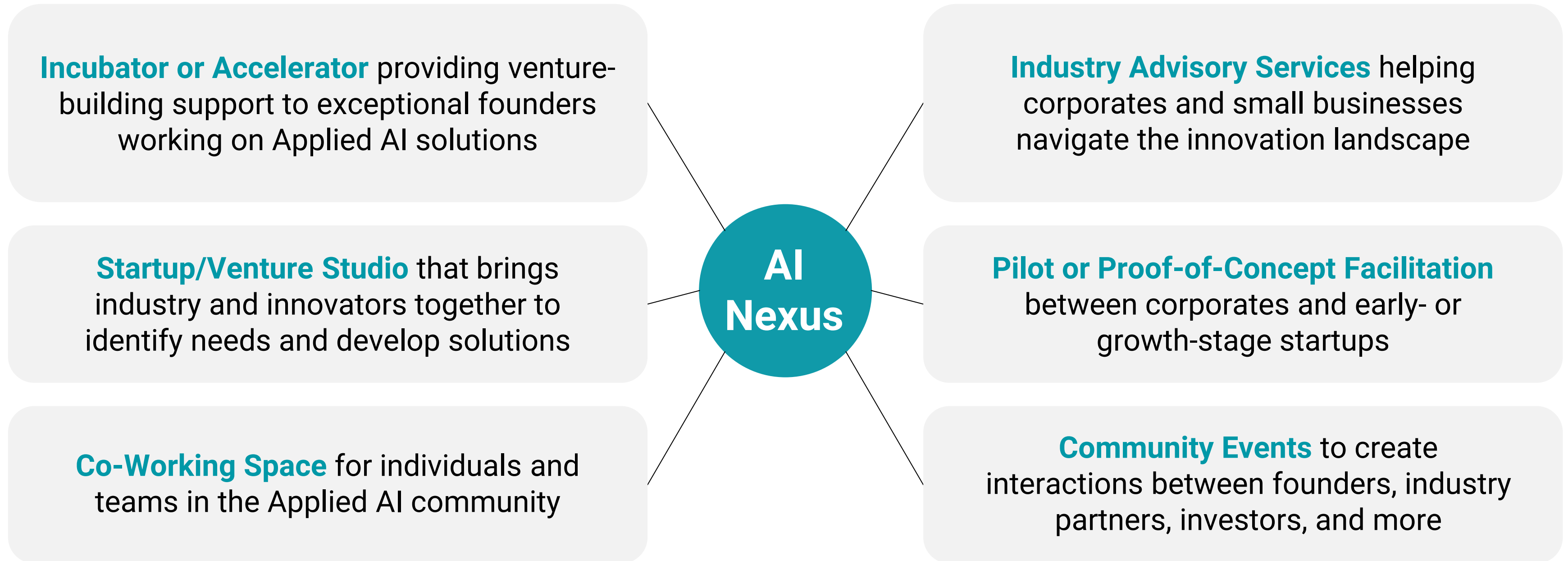
Three (3) years

Up to \$3,000,000

Alternate disbursement schedules may be proposed



# Potential Models for NYC AI Nexus



# Project Workstreams

| Workstream  | 1: Venture Creation & Growth   | 2: Industry Connection Services   |
|-------------|--|---|
| Overview    | Supporting Applied AI venture creation and growth across NYC's Applied AI Opportunity Sectors  | Driving connection and collaboration between Applied AI startups and businesses in Applied AI Opportunity Sectors       |
| Programming | Funding, mentorship services and startup expertise, and additional support programming, including additional means to reduce operational expenses for participating startups | Co-development partnerships, proofs-of-concept and implementation, demo days and reverse pitches, and/or industry treks |

# Scope of Services: Workstream 1: Venture Creation & Growth

|  |  |
|--|--|
| <b>Design and Finalize Program Plan</b>    | Detail key components of program, develop marketing materials, and host a launch event   |
| <b>Scale Operations</b>                    | Secure and fit out spaces, hire staff, and recruit initial founder participants  |
| <b>Implementation and Management</b>       | Develop policies and processes, conduct ongoing founder recruitment, deliver startup-support programming, build partnerships, manage facilities, provide compute resourcing, and execute marketing activities and events |
| <b>Monitoring and Evaluation (M&amp;E)</b> | Deliver impact and financial reporting   |

# Scope of Services: Workstream 2: Industry Connection Services

|   |  |
|---|--|
| <b>Design and Finalize Industry Connection Services</b> | Develop program plan, identify and secure partners, engage stakeholders, and identify and secure mentors   |
| <b>Launch and Operation</b>                             | Hire staff, host a launch event, facilitate introductions, host industry-specific events, host “treks”, corporate-startup collaboration frameworks, and publish public reports |
| <b>Monitoring and Evaluation (M&amp;E)</b>              | Deliver impact and financial reporting   |

# Matching Funds Requirement

Up to \$3M committed by NYCEDC

Up to \$3M Matching Funds required

To ensure the long-term commitment and sustainability of the AI Nexus, NYCEDC will require that its funds be matched by the Operator(s) on at least a \$1:\$1 basis, during the period funds are dispersed, through one or more of the following methods:

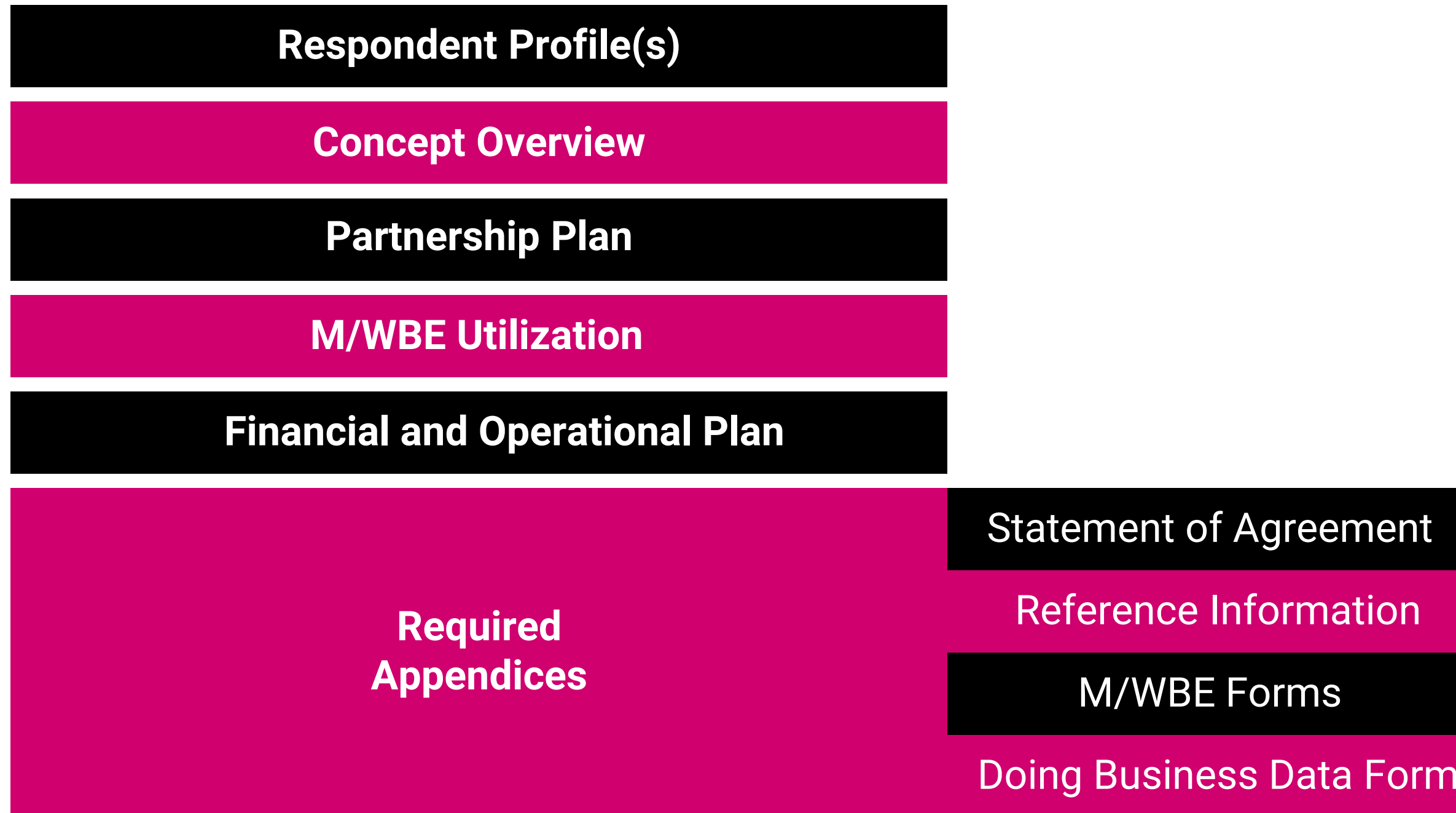
1 Net-new cash expenditures by the Operator(s)

2 Cash contributions from third parties

3 Equity investments in startups substantially created and/or grown through AI Nexus programs

# Application Process

# Submission Requirements



# M/WBE Utilization

- **M/WBE Program**
  - M/WBE Program established in NYC Administrative Code, LL129 of 2005 and LL1 of 2013
  - M/WBEs must be certified by NYC Dept. of Small Business Services (SBS)
- **M/WBE Participation Goal Minimum for RFP: 10%** (as a percentage of the total dollar value of the Contract)
- **Respondents must submit Narrative demonstrating how they will meet the M/WBE Participation Goal. The Narrative should:**
  - Speak in detail to respondent's commitment to ensuring proposed level of M/WBE participation
  - Outline specific strategies to drive participation and methods for ensuring accountability
  - Include any other info that demonstrates the likelihood that the proposed M/WBE Participation Goal will be met or exceeded
- **M/WBE Plan will be rated and factor into selection**
  - M/WBE plans will be competitively evaluated against other M/WBE submissions and graded on a sliding scale
- **Final M/WBE Goals will be incorporated into the Final Contract**
  - Selected Respondents will be required to meet the stated M/WBE goals or demonstrate good faith efforts
- **Identifying M/WBE Partners**
  - Use SBS directory to find M/WBEs in a specific field
  - Check out the Interested Subcontractor and Supplier List for this RFP



# Selection Criteria

| Criteria                              | Weight |
|---------------------------------------|--------|
| Quality of the Proposal               | 25%    |
| Operator Track Record                 | 30%    |
| Financial and Operational Feasibility | 30%    |
| M/WBE Narrative                       | 15%    |

# RFP Timeline

- **January 31, 2025** RFP Release Date
- **February 26, 2025, 9:00AM ET** RFP Informational Session
- **March 5, 2025, 5:00PM ET** Question/Clarification Submission Deadline
- **March 12, 2025** Question/Clarification Posting Deadline on NYCEDC website
- **April 2, 2025, 11:59 PM ET** **Submission Deadline for Proposals**
  - Submit here: <https://edc.nyc/consultant-services-nyc-ai-nexus-rfp>
  - Upload response as a single .zip file with your company name & the title of this RFP
- **Q2 2025** Anticipated Interviews with Shortlisted Respondents
- **Q4 2025** Anticipated Public Announcement of AI Nexus Winner
- **Q4 2025** Anticipated Commencement of AI Nexus

# Questions?

- Submit questions using the webinar's Q&A feature
- Questions can also be sent to [AINexusRFP@edc.nyc](mailto:AINexusRFP@edc.nyc) by no later than 5:00pm ET on **Wednesday, March 5, 2025**
- Answers will be posted by **Wednesday, March 12, 2025** on the RFP webpage: <https://edc.nyc/consultant-services-nyc-ai-nexus-rfp>
- Technical questions pertaining to downloading and submitting proposals for this RFP should be sent to [RFPrequest@edc.nyc](mailto:RFPrequest@edc.nyc) on or before **Wednesday, April 2, 2025**



## NYC AI NEXUS INFORMATION SIGN-IN SHEET

DATE: 2/26/25

TIME: 9:00AM

PROJECT: NYC AI Nexus RFP

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