



**PLUG AND PLAY EXECUTIVE IN RESIDENCE PROGRAM**  
**OBJECTIVES & EXPECTATIONS**

The Plug and Play EIR Program was created to be a dynamic platform by which executives and entrepreneurs could meet and agree on a mutually beneficial relationship that would accelerate the success of startups at Plug and Play.

As such, we foresee the following to happen:

1. For angel investors or VCs, the executive would find investment opportunities among the startup community.
2. For angel investors, the executive may bring their startups to join the Plug and Play community.
3. The executive would find a permanent position as a co-founder in a startup.
4. The executive would find a permanent management position in a startup.
5. The executive would find consulting or mentoring activities with a couple of startups.

The Plug and Play EIR Program should be self-managed. Each opportunity to invest, mentor, consult, or join permanently, would be evaluated by the executive and the startup themselves. The role of Plug and Play will be to facilitate the introductions and networking events to possibly channel common interests and needs. However, it is the EIRs responsibility to carry out the deals with the startups:

1. Each transaction will have a clear understanding between the executive and the startup in terms of the specific service, as well as the remuneration in terms of cash or shares.
2. Plug and Play will receive a copy of each agreement.
3. Plug and Play will receive a monthly summary of the EIR's activities that may potentially lead to deals with the startups.

To successfully build relationships and opportunities:

4. The EIRs are expected to attend the following internal events at Plug and Play:
  - a. Friday Mixers between the EIRs and startup companies (11:30am to 1:00pm)
  - b. Plug and Play Angels (PAPA) meetings every other Monday
  - c. Participate in at least 5 VC brainstorming and deal review sessions per month
  - d. Participate in at least 2 other Plug and Play sponsored events per month
5. We request the EIR to champion the relationship between their alma mater and Plug and Play, and co-organize an event with the university at Plug and Play.
6. We request the EIR to participate, possibly moderate, one of the Circle of CEOs at Plug and Play