

WE MAKE THINGS HERE

IDEAS + PRODUCTS + PROFITS

FINANCIAL TECHNOLOGY

OHIO
FEATURES THE **SIXTH-LARGEST**
FINANCIAL SERVICES SECTOR
IN THE COUNTRY AT
\$50 BILLION

Source: JobsOhio

Cleveland+
Akron+ Canton+ Youngstown

WE MAKE

FINTECH BUSINESSES PROSPER

Northeast Ohio offers an ideal environment for financial technology (fintech) businesses. With some of the nation's most prominent healthcare systems, banking institutions, and insurance and other professional services organizations based here, fintech companies are leveraging outstanding access to customers, along with a broad spectrum of funding sources and an abundance of workforce talent.

ACCESS TO CUSTOMERS

Northeast Ohio has strength in many industries, including financial services (banks, insurance), headquarters, professional services, healthcare institutions, manufacturing, automotive and more, that offer great potential as markets for fintech products and services. Below is a sampling of organizations in the region:

Major Banking Operations

- First National Bank
- Huntington Bank
- KeyCorp
- PNC
- Quicken Loans

Headquarter Operations

- Oswald Insurance
- Progressive Insurance
- The Goodyear Tire & Rubber Company
- The J.M. Smucker Co.
- The Sherwin-Williams Company
- The Timken Company
- Westfield Insurance

Healthcare Institutions

- Cleveland Clinic
- Summa Health
- University Hospitals

FUNDING OPPORTUNITIES

Organizations such as JumpStart and BioEnterprise, as well as angel investors in the region, support businesses and entrepreneurs with access to business expertise, mentorship, capital and talent. In addition, the nationally recognized Ohio Third Frontier initiative is committed to transforming the state's economy through the accelerated growth of diverse startup and early-stage technology companies.

FINTECH COMPANIES CHOOSE NEO

Among the many Fintech companies based in Northeast Ohio are the following:

- + Big River Online – Cloud-based fundraising software for non-profits.
- + BuyerQuest – Electronic procurement for the buying process.
- + CardinalCommerce – Authenticated payments, secure transactions and alternative payment brands for eCommerce and mCommerce.
- + eCollect – Payments intelligence, recovery and automation solutions.
- + ExpenseBot – Automated expense reporting software.
- + GradSchoolLoans – Digital lending platform refinancing medical school student loans.
- + MedData – Internet-based prescription assistance program.
- + Segmint – Technology platform that leverages consumer data to help marketers target their audience and deliver message across mobile, web and more.
- + SherWare – Oil and gas accounting software.
- + Tap.in2 – In-venue app that enables fans to purchase in-seat, grab-n-go concessions, merchandise and VIP experiences directly from their smartphones.

CLEVELAND
PLUS IS HOME
TO 20 FORTUNE
1000 COMPANIES

More than **6,500** finance and insurance establishments in NEO employ **68,000** workers. Source EMSI 2016.2

BANK PARTNERSHIPS REFLECT FINTECH MOMENTUM

According to Crain's Cleveland Business, Cleveland's largest bank, KeyBank, has engaged in partnerships with several fintech companies, and is seeking additional opportunities for collaboration and investment in these businesses, as it strives to increase its involvement in this surging industry. Key has expressed interest in incorporating fintech approaches throughout its treasury management line of business, looking to provide clients with leading-edge payment technologies and other solutions. Key is one of many banks in the region that are testing, or diving into, the fintech waters.

RESOURCES FOR IGNITING YOUR BUSINESS

Cleveland Plus supports fintech startups with a strong network of economic development agencies, corporate partners, and business and community leaders who serve as advocates for the industry, and helps companies make the connections they need to thrive. Among our advocate organizations:

- **JumpStart Entrepreneurial Network** – A network providing entrepreneurs with access to the space, capital, advice, support and connections they need to grow.
- **BioEnterprise** – Experienced entrepreneurs and experts in biotechnology, health IT and services, and medical devices, committed to helping bioscience innovators grow their companies through funding, networking, recruitment and more.
- **Youngstown Business Incubator (YBI)** – Named the No. 1 High-Impact Incubation Program in North America by UBI Global in 2015, YBI facilitates the creation and growth of innovative technology companies through collaborative partnerships.
- **Braintree Business Development Center** – Supports new and growing technology-focused businesses through collaborative services, below-market lease rates and access to a network of Braintree partners.

- **Akron Global Business Accelerator** – One of the country's top-performing technology business incubators, this entrepreneurial community offers programs to help young companies in diverse fields — biomedical; energy; advanced materials; IT; instruments, controls and electronics, and more — to take their businesses to the next level.
- **OHTech** – With 700 members representing all facets of IT — software development, IT services, website design and development, custom application development, IT recruiters and more — OHTech advocates for the industry by supporting member needs with talent and business development assistance.
- **Digital C** – By bringing together and collaborating with a variety of technology, business, civic and non-profit leaders, Digital C creates new technology-driven programs and services to help organizations make smarter digital decisions.

ROBUST DIGITAL INFRASTRUCTURE

Northeast Ohio boasts an ultra-high speed network, which spans 24 counties and 2,500 miles, and provides reliable, high-speed broadband internet throughout the region. The City of Cleveland's advanced 100 gigabit network is one of the fastest fiber corridors in the world, 300 times faster than the national average.

ACCESS TO TALENT

Northeast Ohio has 25+ accredited colleges and universities, with almost 400 more within a 150-mile radius. Our educational institutions recognize the importance of developing young professionals versed in finance and technology, annually awarding more than 1,000 bachelor's degrees and 300 graduate degrees in financial-related programs.

Source: EMSI 2016.2



NORTHEAST OHIO IS A FINANCIAL HUB

including The Federal Reserve Bank of Cleveland, one of 12 Reserve Banks that, together with the Board of Governors in Washington DC, comprise the Federal Reserve System.



THERE ARE 15,800 ANNUAL GRADUATES IN COMPUTER-RELATED FIELDS WITHIN 200 MILES OF NEO. Source: EMSI 2016.2

Fintech companies choose Cleveland Plus. From ideas to products to profits, we make things here. We make things happen.

Cleveland+
Akron+Canton+Youngstown

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Ideas + Products + Profits

To find out more about Cleveland Plus, contact us at **888.NEO.1411**. Or visit **clevelandplusbusiness.com** today.

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