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Philadelphia's Opportunity in Enterprise AI

Grace Francisco, Founder Philly Builds AI

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Founder, Philly Builds AI
Chief, m2i

Grace Francisco

Technology Executive & Ecosystem Builder

20+ years as an executive leader at the world's most influential tech companies.



Ecosystem Builder

Founded Philly Builds AI Alliance to unite enterprise leaders, founders, and capital around B2B innovation.



Operator & Inventor

Founder of advisory firm m2i. Co-author of 3 patents. Advisor and early-stage investor.



Voice on AI & Tech

Speaks and writes on AI, developer strategy, and building tech ecosystems that scale with intention.

The Regional Reality Check

\$355B

Regional Economy

42nd

Productivity

Out of 50 metros

50th

Upward Mobility

Last

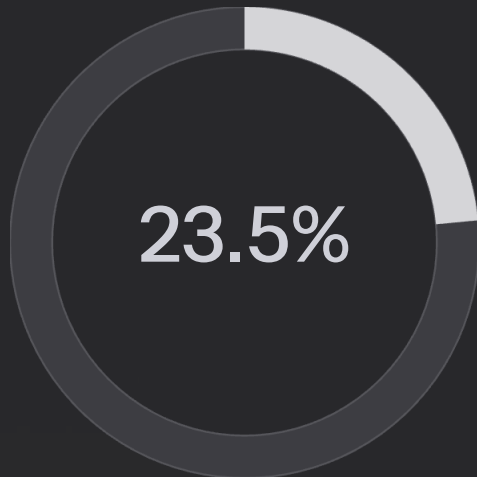
Tradeable industries = 1/3 of jobs -> 53% of output and \$48K higher wages.



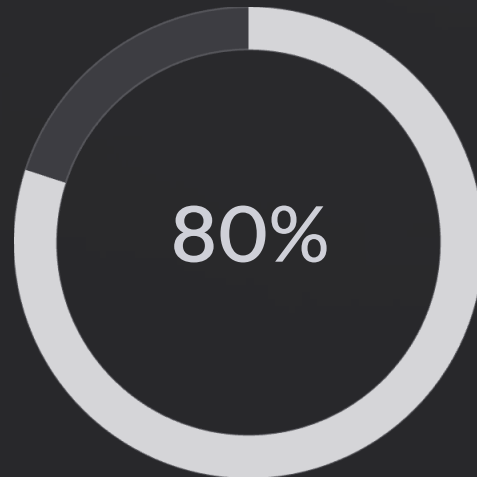
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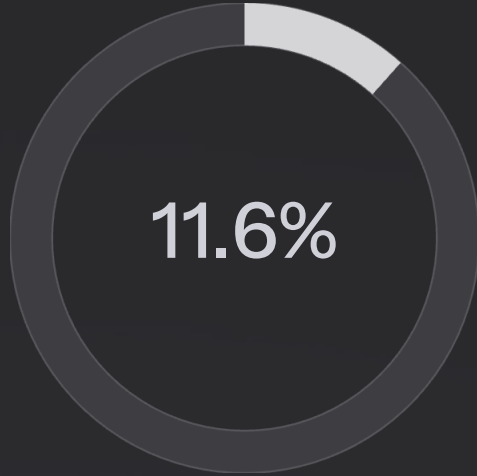
Why Enterprise AI Is The Opportunity



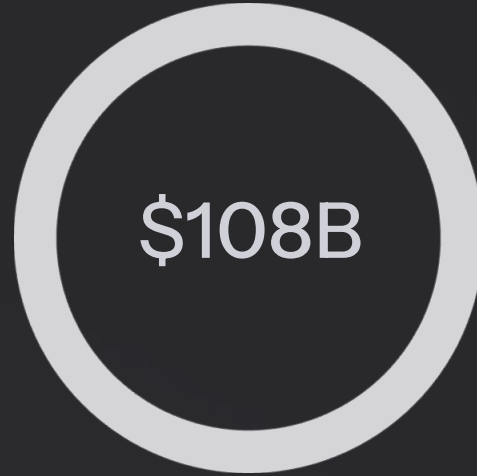
Job Growth
EDS sector, last decade



Quality Jobs
Good or promising roles



Annual Growth
North America



Market Size
North American EDS

📄 Brookings names Enterprise Digital Solutions as Priority Sector #1 for Southeastern PA.

Why Philly Is Built for This Moment



Deep Regulated Industries

Finance, insurance, healthcare,
pharma



World-Class Research

Penn, Drexel, Temple



AI & Robotics Anchor

GRASP Lab at Penn



Affordable + Strategic

40% of US GDP within 4 hours



Operational Expertise

Enterprise-ready talent



Philly Builds AI Alliance: Our Ecosystem

Driving Philadelphia's leadership in Enterprise AI through strategic connections and a vibrant ecosystem.

Startup & Community Builders

- The Foundry
- Code & Coffee
- PhilaCon Valley
- AI Collective
- 1Philadelphia

Investors & Capital

- VC Village
- Robin Hood Ventures
- Ben Franklin Technology Partners of Southeastern Pennsylvania

Corporate & Industry Leaders

- PACT
- SIM
- Comcast
- Boomi
- UE Ventures
- Chamber of Commerce for Greater Philadelphia
- i2n

Academic & Government Institutions

- Commerce Dept of Philadelphia
- PA Economic Development
- Penn
- Drexel
- Temple

How to Win

Five moves to activate Philadelphia's enterprise AI advantage.



Enterprise Activation

Get into the hands of enterprise customers first — prove the value in the field.



Founder Enablement

Equip local founders with tools, capital access, and enterprise connections to build faster.



Unified Messaging

Align how we talk about Philadelphia's AI identity across talent, investors, and media.



Community Connectivity

Build network effects by connecting builders, buyers, and backers in one ecosystem.



Academic + Gov Alignment

Secure institutional support, shape workforce pipelines, and influence policy early.



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Be Part of What's Next

Philadelphia's enterprise AI moment is here. We need builders, believers, and backers.

Volunteer



Join a Working Group

Contribute your expertise to one of our industry or strategy teams.



Host or Speak

Bring your voice to our events, panels, and community convenings.



Connect the Ecosystem

Make introductions. Open doors. Help us grow the network.

Sponsor



Founding Sponsor

Shape the alliance's direction and be recognized as a regional leader.



Program Sponsor

Fund specific initiatives.



In-Kind Support

Contribute tools, space, talent, or resources to accelerate our work.



Join Us!
phillybuildsai.org