

Abhi Nemani

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Impact-driven technology leader with 15+ years driving innovation across public, private, and nonprofit sectors. Built Code for America and helped launch the modern GovTech movement. Appointed to executive roles within city government (CDO / CIO), and led product and growth strategy for large PE-backed companies. Graduate degrees in business, finance, and public administration. Keynote speaker and educator. Track record of building high-performing teams, launching new products, and translating complex technology — including AI — into measurable public value.

Areas of Expertise

Civic Technology

Open Data & Analytics, AI/ML Strategy, Digital Service Delivery, Smart City Infrastructure, Civic Engagement

Executive Leadership

Organizational Design, Team Building, Change Management, Stakeholder Engagement, Public-Private Partnerships

Strategy & Operations

Product Strategy, Go-to-Market, M&A Integration, Budgeting & Fiscal Policy, Grants Management, Procurement

Professional Experience

Senior Vice President, Product Strategy

June 2023 – June 2025

Euna Solutions

Euna Solutions is a government technology SaaS provider delivering purpose-built public sector software across budgeting, grants, procurement, and payments to 3,000+ agencies.

- Unified a **\$100M+ SaaS portfolio** by integrating 10+ acquisitions and 12+ legacy products under a cohesive public finance narrative—streamlining GTM and improving cross-sell velocity across 3,000+ governments and launching new products within the portfolio including **Strategic Budgeting** and the **Euna Supplier Network**.
- Architected Euna's **AI strategy**, launching the AI Innovation Center, driving generative AI features, and establishing internal AI governance used across product, sales, and operations.
- Built the **Product Marketing** group from the ground up, aligning positioning, packaging, and messaging across five acquired companies to unlock new revenue and reposition Euna as a category leader.
- Led end-to-end **product and GTM integration** for two major acquisitions, for Euna Grants and Euna Procurement, from product alignment to sales enablement, ensuring retention of key customers and talent through transition.
- Amplified Euna's market voice through **thought leadership**, leading joint initiatives with GFOA, associations, and influencers—shaping the national conversation on AI in government, fiscal resilience, and modernization.
- Developed and implemented "down-market" strategy, building a specifically-trained GTM motion and sales team, with a focus on **small cities and counties** typically overlooked by technology companies to open up new markets and expand impact.

Founder & Managing Director

February 2017 – June 2023

EthosLabs

EthosLabs is a civic-tech advisory and investment firm, serving the public sector technology market.

- Supported the development of product-market fit, go-to-market, and financing for over a **dozen civic startups**, including SPIDRTech (acquired), CityGrows (acquired), GovDelivery (acquired), Camino (acquired), ZenCity (Series C), POLCO (Series B), and ClerkMinutes (seed).
- Advised **philanthropy and private equity (PE) firms**—including the Knight Foundation, Arnold Ventures, WCAS, and ONEX—on market trends and investment diligence, on deals ranging from \$10M to \$2B.
- Designed and implemented **growth playbooks**, spanning product strategy, customer targeting, and GTM enablement, purpose-built for the highly regulated public sector market.
- Developed and delivered strategic workshops and trainings for startups, NGOs, and government agencies on **AI in government**, digital service delivery, and procurement innovation.

Civic Technology Lecturer

January 2019 – September 2019

University of Chicago, Harris School of Public Policy

The University of Chicago is a globally ranked research institution offering a premier policy and data science program through its MS-CAPP degree.

- Designed and taught UChicago's **first graduate Civic Tech course** as part of the MS-CAPP program at the Harris School of Public Policy; published course materials have been reused by multiple universities internationally.
- Guided 40+ students through real-world projects with local government and nonprofit partners, focused on digital equity, civic data, and public UX.
- Placed multiple students in civic technology roles inside government and industry; recognized as **Mentor of the Year** for the Harris School of Public Policy.

Chief Innovation Officer

January 2016 – February 2017

City of Sacramento

- Designed and launched the **\$10M Innovation & Growth Fund**—the largest innovation fund of any mid-sized city in the country—focused on entrepreneurship, economic diversification, and inclusive civic tech development; approved unanimously by City Council (9–0).
- Built the **Mayor's Office for Innovation and Entrepreneurship (MOFIE)**, including org design, funding structure, and hiring of permanent staff to carry the work forward beyond the administration—codified by ordinance and funded with sustainable revenue.
- Created and executed **RAILS (Rapid Acceleration, Innovation, and Leadership in Sacramento)**, a \$1M grant program supporting 15 startup ecosystem builders across STEAM education, maker spaces, and civic technology; launched and completed the entire program—from concept to funding—in under four months, receiving over 140 applications.
- Attracted venture capital to Sacramento by structuring a first-of-its-kind municipal investment into **500 Startups**, making the city a limited partner and securing a commitment to establish a local presence—putting Sacramento on the national startup map.
- Established the **Mayor's Tech Council**, a hand-picked advisory group of startup and technology leaders that reviewed investments, advised strategy, and actively supported execution—deliberately small and high-impact, modeled after best practices from LA and Kansas City.

Chief Data Officer

September 2014 – October 2015

City of Los Angeles

- Led LA to the **#1 Open Data City** ranking nationally within a year—publishing over 400 datasets across 20+ departments, and earning the Platinum Open Data Certification from the World Council on City Data.
- Designed and deployed the **Mayor's Performance Dashboard**, used weekly by senior staff and department heads to drive operational improvement and cross-department accountability; saved the city \$180K by replacing third-party tools with open-source infrastructure.
- Built LA's first citywide **data science team** and launched multiple predictive analytics pilots in fire risk prevention, workforce hiring, and sanitation—establishing the city as a leader in evidence-based policymaking.
- Founded and launched the **GeoHub**, a pioneering open GIS platform featuring 1,000+ datasets, built in collaboration with Esri; became a national model and was cited by White House officials as a best practice in spatial data infrastructure.
- Consolidated and modernized departmental reporting systems, replacing siloed Excel-based processes with cloud-based dashboards and real-time KPIs integrated into citywide strategy reviews.
- Mobilized LA's civic tech community by organizing hackathons and meetups with over **10,000 volunteers and coders**, growing engagement through the largest local Code for America Brigade in the country.
- Partnered with departments such as Fire, Personnel, and Economic Development to embed analytics in hiring, permitting, and inspections—producing measurable efficiency gains and improved resident experience.

Code for America

Code for America is the pioneering nonprofit that launched the civic tech movement, helping hundreds of local governments modernize digital services through design, data, and open-source development.

- Co-founded and scaled the organization from pilot to national institution—growing staff from 3 to 60+, **growing revenue to \$15M+ annually**, and expanding partnerships from 3 cities to 30+.
- Built CfA's product and strategy functions, leading development of tools for permitting, public records, justice reform, and benefits access—many of which laid the groundwork for modern government service delivery (e.g. Clear My Record).
- Created and scaled the **Code for America Fellowship**, embedding 75+ technologists in city halls and producing 30+ digital services now used by millions; Fellowship alumni now hold senior posts in city, state, and federal government.
- Launched and ran the **first-ever GovTech startup accelerator**, seeding companies like OpenCounter, NextRequest, and Remix—each of which achieved successful exits and shaped the commercial civic tech market.
- Built and led Code for America's growth strategy, including communications, business development, and fundraising—managing multi-million-dollar partnerships with Omidyar, Google.org, and the Knight Foundation.
- Chaired the **Code for America Summit**, growing it from a small community convening to a global stage of 1,000+ civic leaders — establishing the premier event in the civic tech field.
- Published *Beyond Transparency*, the foundational book on open data and government innovation, and helped catalyze formation of **18F**, the **U.S. Digital Service**, and international sister NGOs through Code for All.
- Helped **20+ cities** rethink their technology organizations, setting up offices of technology and innovation, reorganizing the city for tech capacity development.

Community & Industry Involvement

Rose Institute of State and Local Government – Research Affiliate / Visiting Scholar (May 2023 – Present)

Leading Cities (GovTech Accelerator / NGO) – Board of Directors (July 2022 – Present)

Public Interest Technology University Network (PIT-UN) – University Challenge Selection Committee (May 2022 – Present)

Government Finance Officers Association (GFOA) - Innovation Lab Concept Advisor (May - July 2025)

CivicAI Studio - Civic Startup Advisor (May 2025 - Present)

Coding it Forward (GovTech NGO) – Mentor & Speaker (January 2020 – Present)

SmartCityX (GovTech Accelerator) – Leadership Circle (May 2019 – Present)

Newsom for California (Governor) – Chair, Tech and Innovation Policy Committee (August 2017 – November 2018)

OpenGov Foundation (GovTech NGO) – Board Member / Vice-Chair (May 2014 – May 2017)

Honors & Recognitions

- Mentor of the Year, University of Chicago Harris School of Public Policy
- Top 10 Chief Data Officers (CDOs) to Watch, *Technical.ly* Magazine
- "2025 Best Budgeting and Planning Tool" - Globe Awards (for Euna Budget)
- GovTech 100 (multiple companies), *Government Technology* Magazine
- Partner, Truman National Security Project
- Blair Award for State and Local Government, Claremont McKenna College
- Harrison Fellow, Salvatori Center for Statesmanship
- All-American Attorney, American College Mock Trial Association

Education

USC Price School of Public Policy

Master of Public Administration (MPA)

Phi Kappa Phi Honors | Dean's Award

January 2021 – December 2022

The Wharton School

Advanced Finance Program (AFP)

September 2021 – February 2023

Stanford Graduate School of Business

Executive Masters in Business Administration (eMBA)

August 2020 – August 2021

Oxford University

Philosophy, Politics & Economics

August 2008 – December 2008

Claremont McKenna College

B.A. in Philosophy, Politics & Economics

Magna Cum Laude

August 2006 – May 2010

Publications

- Rethinking budgeting: A transformative approach for state and local governments - Route Fifty
- Strategic Planning in a Time of Change - Funkhouser & Associates
- Dashboards: The Underbelly of the Smart City – UMKC Law Review
- Beyond Transparency (Editor & Publisher) – Code for America Press
- GIS Hub Vision – ArcNews
- How Cities Can Compete in the Future of Work – USC Price School
- Here's what we need for civic tech to flourish – Apolitical
- Restoring Cities as Engines for Opportunity – CityMinded

Presentations

- TEDxSacramento: "Hack of the Century: Cities"
- Texas Association of State Systems: "How the Smart City Failed"
- Federal Communications Summit: "Government is What We Do Together"
- Leading Cities: "GovTech Tailwinds"
- Fabric of the City (Paris): "Building an Open Data Community"
- Big Kansas City: Technology and the Liberal Arts [video]
- NAGW – "Let's Move Beyond Open Data Portals"
- Coding it Forward: "Building a Civic Tech Career"
- SXSW, Hacking for Sustainable Cities
- Agile Alliance: "The Principles of Agile and of Government"
- Digital Cities (Buenos Aires): A Tale of Two Cities