

# garage to global

using tech to scale,  
disrupt, and empower

Auckland  
edition





Te manawa tū  
Te manawa ora  
Te mauri tū  
Te mauri ora

Haumi e, hui e, **taīki e!**

The brave heart  
The force of life  
Stand together  
Stand in wellness

Join, gather, **unite!**

with thanks to

Google Cloud

CREATIVE  
HQ



# the running order



Welcome and intro with Igor from D6

Hengjie Wang and Jordan Thoms from Kami

Joe Slater from Creative HQ

Paul Dearlove from Google Cloud

Brody Nelson from Parkable

Panel & Q&A

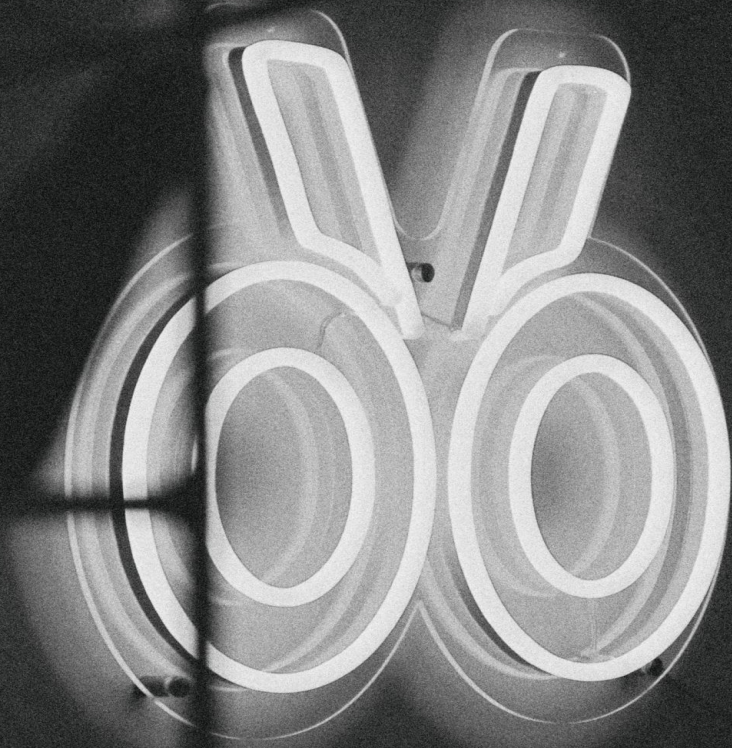
Goals and challenges survey

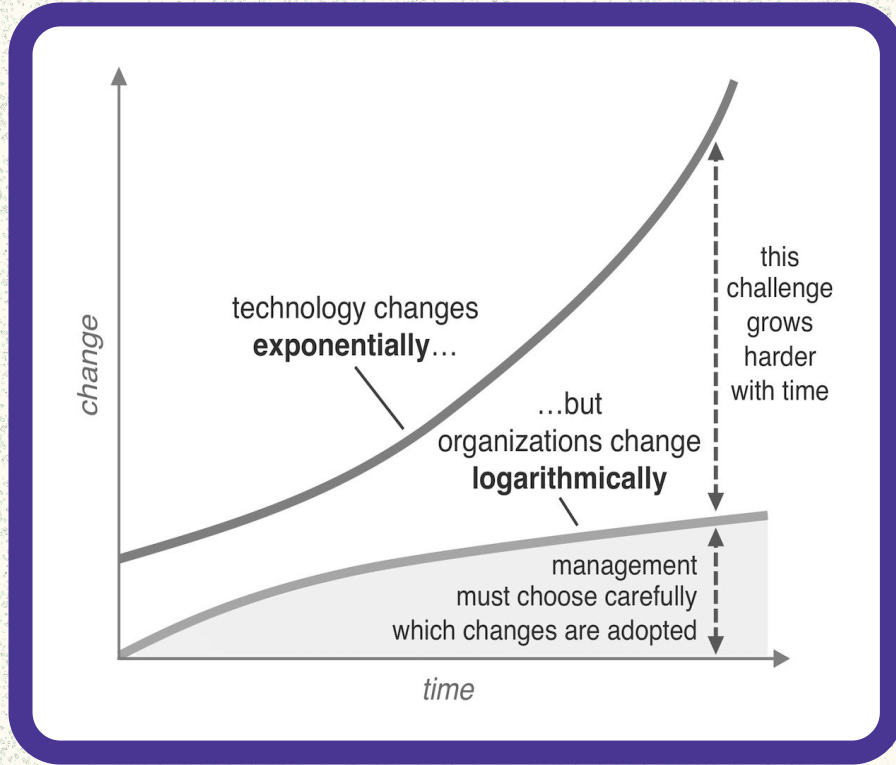
Lunch & networking



we empower  
organisations to  
innovate in the  
digital world

Dynamo6's mission





Changes in technology occur very rapidly, changes in organisations do not.

“ Culture eats  
strategy for  
breakfast. ”



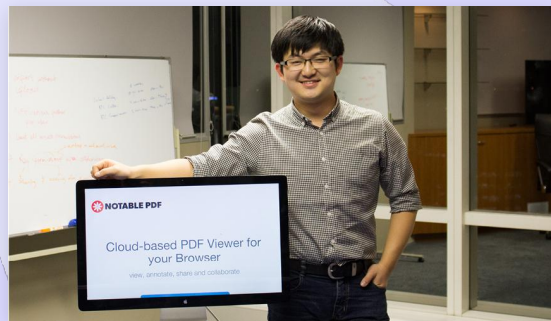
*Peter Drucker*







## CEO Hengjie Wang and CTO Jordan Thoms



2023

2013

# Add a little Kami magic to your classroom

kamiapp.com

kami Turn In

## Maluku Islands

The Maluku Islands or the Moluccas are an archipelago in the east of Indonesia. They are made up of approximately 1027 forested and mountainous islands. Several of the islands are actually volcanoes which emerge from the sea.

**Tectonically** they are located on the Halmahera Plate within the Molucca Sea Collision Zone.

**Geographically** they are located east of Sulawesi, west of New Guinea, and north and east of Timor.

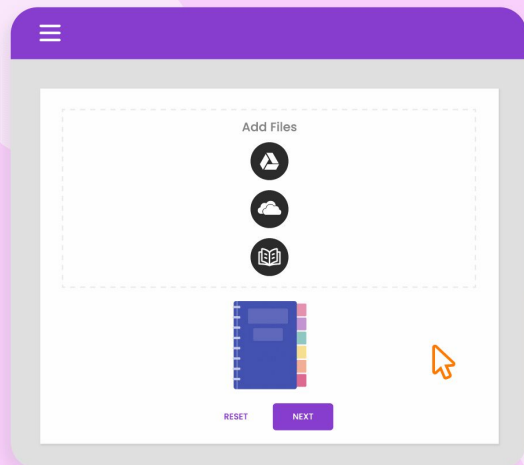
The islands were also known as the Spice Islands

Sarah M.  
5 mins ago  
REC

No active volcanoes

About plate tectonics

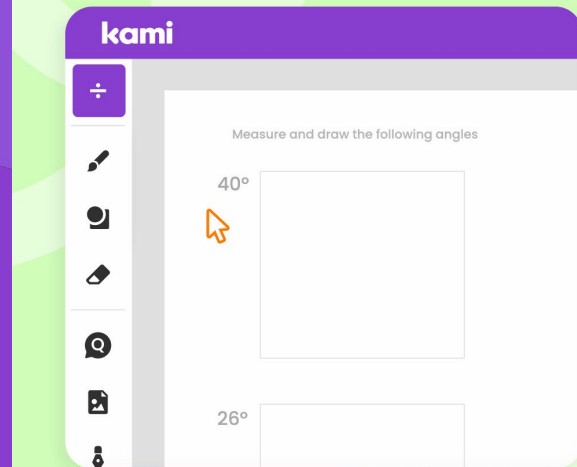
## Kami Library in Split &amp; Merge



## Multilingual Dictionary



## 180° Protractor



From: hengjie@notablepdf.com | 10:34 am

Hello,

I'm Hengjie from Notable Docs. I just want touch base with regards to our Google Chrome Extension. I would like to know what you think of our product. Is there anything that you like or dislike about it?

Your reply is greatly appreciated. This will help us improve Notable Docs to suit your needs.

Looking forward to your response.

DELETE REPLY

From: support@notablepdf.com | 4:12 pm

Hello,

Thanks for your emails and very detailed feedback you've given us. I'm sorry it took this long for me to get back to you, I certainly try to answer every time that comes through my inbox, but our app has had a tonne of users sign up recently and I haven't been able to answer all of them.

We are working on a highlight functionality that we'll be releasing next week. As the other points of feedback, we'll definitely look into it as well :)

PS Hengjie Wang is real:)

DELETE REPLY

**Stephanie Crumpler**

17 February · 🌐



Going into this school year, we faced a lot of unknowns. With Kami, teachers and students could bridge the gap that would have usually kept them from communicating, completing, and collaborating during an unknown time in the school year. We can now not focus on the small things hindering the students from accessing quality lessons but focus on where their distance learning goes from here with Kami.

**Heather Nagle**

15 December 2020 · 🌐



My school became fully virtual in March and has been ever since. I ended last year without any knowledge of Kami and it was the most stressful time. Lots of tears were shed. This year, with kami, its like I'm back in the classroom! I can do so much more with my students and I love being able to assign group work in a virtual environment. Kami is a time saver!!

**Lisa Harris**

18 February · 🌐



Impact post:

Kami has made a huge difference for many teachers in the Meridian CUSD 101. The district purchased the license and it has been a lifesaver for me! With Kami, I can share my screen and work examples while students watched and asked questions. It has been a game changer during this hybrid learning year with more than half my students virtual!!! Some virtual students have learned to use Kami and prefer it over scanning and uploading their math work to Google Classroom. Once we get back in person, I will make sure all my students learn to use the Kami tools.

Thanks Kami Crew! ❤️

**Feb Ns**

25 November 2020 · 🌐



Kami is a heaven sent. Can't imagine teacher's life without it.

kami

**We're  
hiring**

[kamiapp.com/careers](https://kamiapp.com/careers)



CREA.  
TIVE  
HQ

Your place  
of innovation





Since 2003, Creative HQ has helped innovators around the world to transform their ideas into real-world solutions.

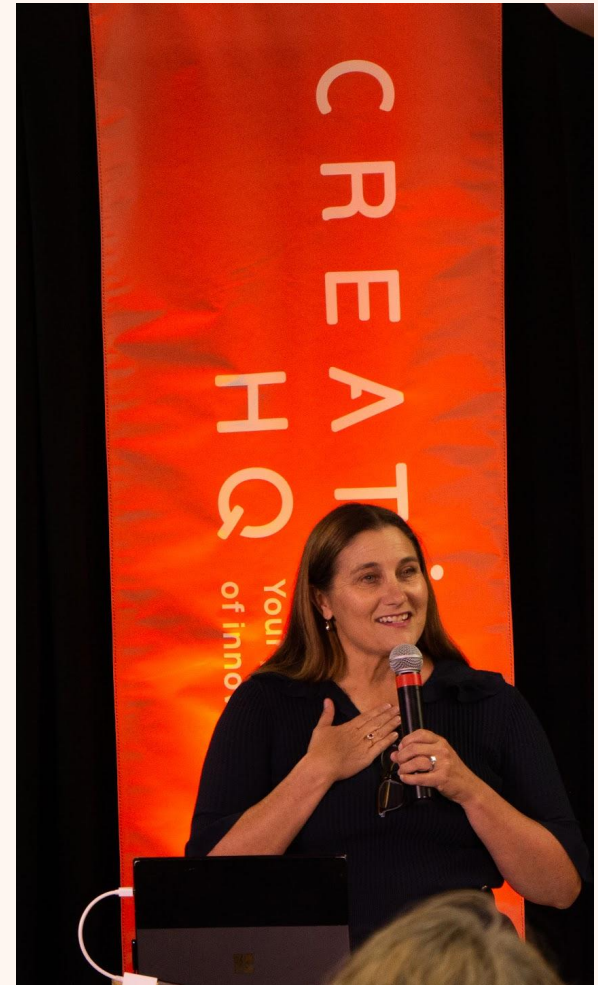
3,000+  
founders  
supported

340+ startups  
through our  
programmes

\$1b+  
shareholder  
value

1,000+  
high value  
jobs for  
Wellington

Creative HQ's startups are **6 times more likely to survive** their first 5 years compared to the global average.



# Our startup services

## We support founders from idea to scale

Pre-Incubation	Startup	Scaleup	Community
<b>Early Stage Support</b>  Startup Sessions  1:1s  E-learning Modules	<b>Accelerators</b>  We run themed accelerators twice per year in partnership with corporates and govt. We have run accelerators on tourism, impact, climate and many more.	<b>Tech Support</b>  Scale Up Incubator  Expert workshops  Events - careers, tech week	<b>Events, Network</b>  Community - Angels, Founders drinks  Talk Innovation Leadership  Political Leaders debates

# Accelerator process

## 12 months' progress in 12 weeks



Bootcamp

Whakawhanaungatanga, wellness, goal setting, key programme concept training e.g. Impact

Coaching

Weekly business coaching, goal setting, tools training, accountability

Mentorship

Advisory board style weekly mentor meetings. Mainly made up of alumni founders giving back.

Connection

Opportunity to jump the gap from starting out to connecting with leading business and community people, investors, government and corporates. Connection for established players with new innovative founders.

Showcase

A celebration of the accelerator journey. Audience is govt. & corporate partners, Investors - Angels, VCs and business community.

# Some of our alumni



CREA.  
TIVE  
HQ

**Joe Slater - GM Startups**

[joe.slater@creativehq.co.nz](mailto:joe.slater@creativehq.co.nz)

+64 21 1196 257

**Building the plane  
while we fly it**

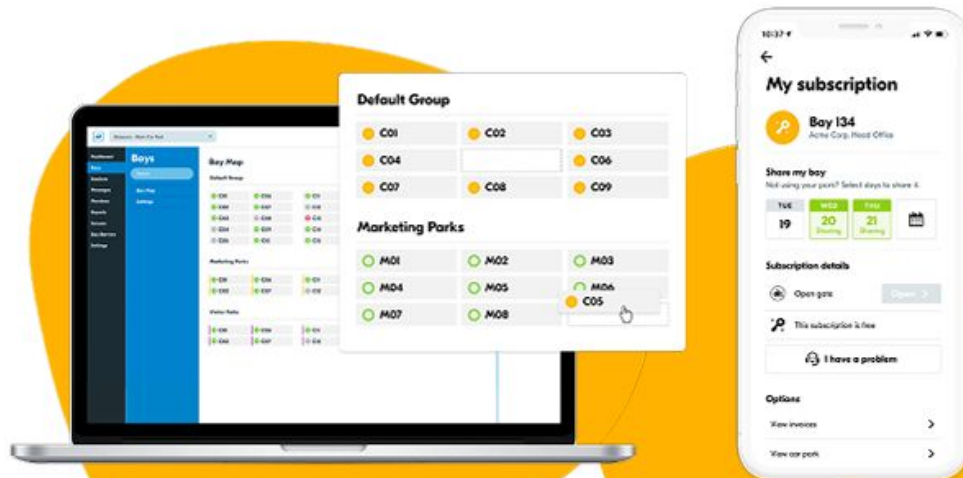
# What is Parkable?



parkable

Parking management software that:

- Improves employee parking experience
- Reduces car park admin time
- Enables efficient use of parking space



# From the Garage



## 2016-17

Founded to disrupt and democratise parking. In 2017, launched SaaS product for enterprises.



## 2018

Expanded into Australia via acquisition of Park Genie. Won the Deloitte Fast 50 Rising Star award.



## 2019

Expanded into China. Completed Series A fund raise with major backing from Spark.



## 2020

Expanded into the UK and launched EV charging. Exceeded 600k parking sessions.



## 2021

Expanded into the USA in late 2021. Exceeded 2m parking sessions on the platform.



## 2022

First global deployments - Meta, CBRE, WCP  
  
First UK and US employees



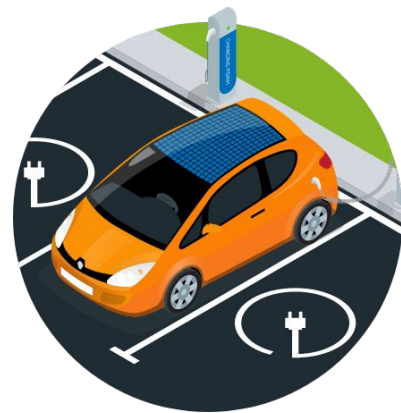
# Finding focus



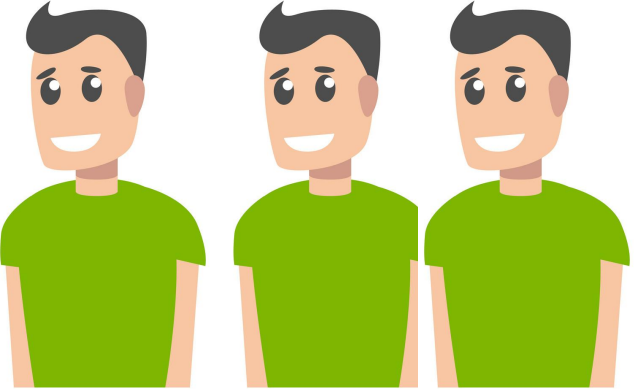
**When every  
opportunity is  
too good to  
pass up**



Where do you  
direct  
resource?



Big shiny  
thing # 1



# Big shiny thing # 2

# 46

PARKABLE

是时候用Parkable  
创建更多停车场了



## Focus looks like this

- Create a process for idea validation
- Consider resource requirements and business goals
- Don't be afraid to pull the ejector cord



IDEA



PRODUCT

# Cultivating culture



# Getting the right people on the bus





**Our culture is  
deliberate**

**We set our values and live by them**

**Committed**

**Game Changers**

**Who Have Fun**

**and are decent humans**

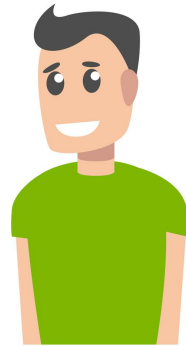
## In summary

**Our vision is  
crystal clear &  
we live our  
values**



IDEA

**We get the  
best people  
we can**



**Focus on the  
biggest  
constraint to  
growth**



**Thank you!**

# your panelists



**Igor Matich**

Executive Director  
of Dynamo6



**Hengjie Wang**

CEO & co-founder  
of Kami



**Jordan Thoms**

CTO & co-founder  
of Kami



**Brody Nelson**

Technical Director  
& co-founder of  
Parkable





[or click me!](#)

## goals & challenges

We've put together a short survey to capture results on the biggest goals and challenges for this coming year.

Results will be shared after the event and could provide insights into how you're doing compared to your peers.



Thanks  
Ngā mihi

