In IQT’s mission is invest in and develop the innovative technology needed by U.S. intelligence agencies. Installing a Neo4j-based system has enabled IQT to more efficiently identify tech innovations from multiple industries and combine them to develop entirely new solutions for the U.S. government.

The Company

In-Q-Tel (IQT) is a non-profit venture capital firm and technology accelerator that helps America’s intelligence agencies gain access to the most innovative technologies needed to keep the nation safe. IQT was founded in 1999 by the Central Intelligence Agency (CIA) when it became clear tech innovation was shifting away from government R&D and toward startups, who were developing new technologies more quickly and cheaply.

The Challenge

IQT bridges the gap between its government customers, the startup world and the venture capital (VC) community funding them. It uses its deep understanding of these diverse communities to identify and support the tech innovations that best match America’s intelligence missions – the most enduring and difficult problems facing U.S. security agencies.

IQT invests in approximately 50 companies a year. But to do so successfully, its staff must maintain a network of connections with VCs, startups, universities and technology centers. They must also evaluate tech innovations from a wide range of sectors – including biology, space systems, communications, cybersecurity, analytics, infrastructure, IoT, robotics, artificial intelligence, materials and energy.

IQT’s ultimate aim is to break down (or “decompose”) these often very different product sets – anything from a drone to a 5G wireless communication system, for example – into their core complementary capabilities. It will then mix-and-match these features to create new custom technology “stacks” that solve its customers’ complex problems.

But IQT faced a significant problem in achieving this mission.

“We had no way to automate these exercises,” explained Chief Architect Ravi Pappu. “Technology evaluation and decomposition was done manually in spreadsheets and presentation diagrams. Tech suppliers were matched manually, and the process of identifying new product combinations was slow and generated few ideas.”

The Solution

Pappu recognized that IQT had a series of connected data challenges: mapping the connections between intelligence agencies, their mission problems and startups; integrating masses of information drawn from different suppliers and other sources; and quickly pinpointing significant links between the different tech products to create new
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Using this relationships-first approach, applications built with Neo4j tackle connected data challenges such as analytics and artificial intelligence, fraud detection, real-time recommendations, and knowledge graphs. Find out more at neo4j.com.

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“The #1 Platform for Connected Data

Case Study

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