



Hopkins Robotics Cup 2020

Delali Dzirasa

 @DelaliD

01/25/2020

 @DelaliDzirasa

Who is Delali?





Delali Dzirasa

Founder and CEO of Fearless

- Founder of Fearless, 2009
- UMBC Outstanding Young Alumni of the Year, 2011
- Board Member, Downtown Partnership of Baltimore
- Board Member, UMBC College of Engineering & Information Technology
- Co-Founder / Chair DevOpsDays Baltimore, 2015 - 2017
- Co-Founder, Digital Services Coalition, 2018
- Co-Founder, Hack Baltimore, 2018
- GBC LEADERShip class of 2018
- BBJ's 40 under 40, 2017
- BBJ's National List of Influential 100 Young Executives, 2018
- BBJ's Tech 10, 2019
- HUBZone National Corporate Citizen of the Year 2020



**When your mom is
big on work ethic,
you have to be, too.**



Being the youngest is pretty motivating.

Two older brothers who are both really smart. Like, REALLY smart

- 7 degrees between the three of us
- I have 1 of them 😂



Especially when you have this to live up to.



So I became a Retriever in the process.

- Major: Computer Engineering
- Volunteered with college students on campus
- Helped Start Homecoming
- SGA Speaker of the Senate



Applying it on the ground



Business

- Graduated in 2004
- Member of the entrepreneurship program
- 5 startups while on campus
 - 2 Technology
 - 1 Non-Profit
 - 1 Barber Shop
 - 1 Event Planning
- Shadowed some interesting people



Technology

- Supported 3 different tech startups / small businesses
- Programmed and freelanced for money on the side



People

- Started Non Profit
- Volunteered at Church
- Started Young Adult Ministry



Who is Fearless?



Software with a soul.

Our vision is to create a world where good software powers the things that matter. We're serious about creating software that makes the world a better place. We want to build tools that empower communities and make a difference, so we take on projects that have a lasting impact.



The tools we use.

When it comes to software development, we're not afraid to push boundaries. Building sleek visualizations, powerful geospatial infrastructures, and cutting-edge user interfaces, we transform the way users interact with software.



Design



Data Analytics



Development



Geospatial



DevOps & Cloud



Digital Transformation





**Helping entrepreneurs
succeed in business**





**Securing online access
to govt programs**

 **LOGIN.GOV**



**Supporting the men and
women who serve our country**



U.S. AIR FORCE



**Unlocking information and
providing access**





Improving health





**Helping our citizens
reenter society**



Returning Home
BALTIMORE



Civic Tech Incubator

- Growing future civic minded tech leaders and companies
- Growing the economy in Baltimore
- Growing future partners

Baltimore software firm Fearless launches new business incubator

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Baltimore software Fearless Solutions is headquartered at the Spark Baltimore coworking space at Power Plant Live!

COURTESY OF FEARLESS

By Morgan Eichensehr – Reporter, Baltimore Business Journal
May 9, 2019, 2:26pm EDT

IN THIS ARTICLE

Claudia DeCarlo
Person

Technology
Industry

Deloitte
Private

Seizing opportunity
Learn how emerging tech

Baltimore software firm Fearless Solutions has launched its own incubator to help other tech-based firms looking to grow.

The 10-year-old tech company, which specializes in developing software platforms for nonprofit organizations and public agencies, was launched out of an incubator at University of Maryland, Baltimore County and moved to Baltimore in 2015. The company has grown quickly over the last few years. It recently expanded its office space inside the Cordish Co.'s Spark Baltimore coworking operation at Power Plant Live!, as it looks to reach the 100-

TRENDING

RESIDENTIAL
Among last
most exper
sold is an A
mansion

RESIDENTIAL
Manny Mac
South Flori
for \$11M (P

Hack Baltimore #CivicHackersUnite

1. Building Sustainable Solutions
2. Removing Silos and Increased Collaboration
3. Positive Press

HOME ABOUT US PARTICIPATE SCHEDULE SPONSOR

< HACK BALTIMORE >

Is an opportunity for individuals to be engaged residents and take an active role in our community.

HOUSING

While housing prices to the rest of the country, affordability continues to decline in Baltimore City residents' household income of unemployment

EDUCATION

At the end of the weekend - long event, we have > \$2,000 and in-kind resources to provide to teams to help them move their ideas forward even further.

[Learn more](#)

COMING SPRING 2020

YOU are the HERO Baltimore has been waiting for.

Community

Digital Services

Coalition

DevOpsDays Baltimore

Dent Education

Code in the Schools

I AM O'KAH

Project Pneuma

NPower



Where we are going

100M+

in revenue

600+

headcount

25+

in new companies

150+

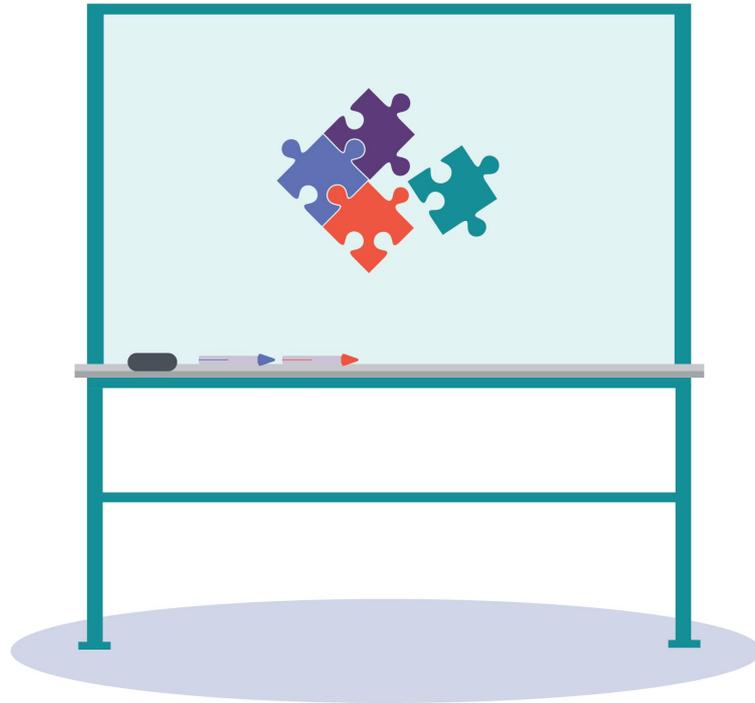
new workforce in the
tech market



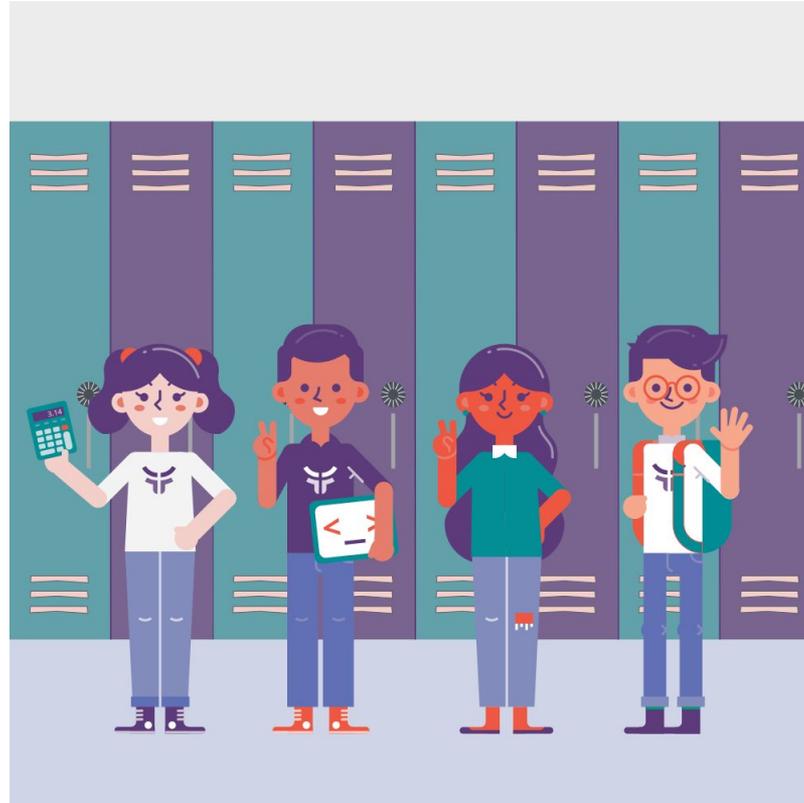
Lesson Learned



Break problems down



Be lazy



Get mentors



Collect new tools



Key Takeaways



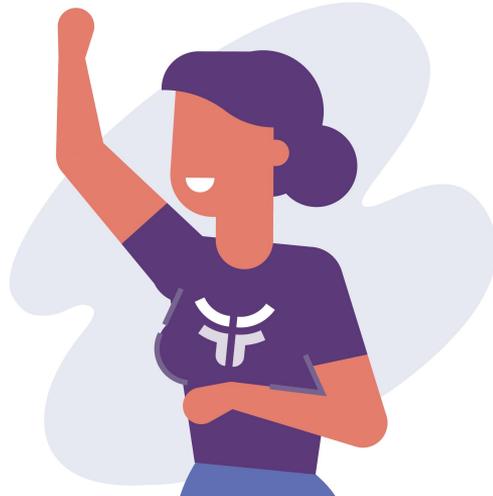
Tech powers the world



**Do what you love, the money
will follow**



Be a Purple Cow



Do it your way

- ⊘ Fitting in
- ⊘ Playing it safe
- ⊘ Focusing on the money
- ⊘ Being all things to all people

**Wearing
this**



**not
this**





fearless.tech

@fearlessbmore



@DelaliDzirasa



@DelaliD

Backup Sides



Why we do it.

Customers

People who are doing good deserve the best tools to accelerate their efforts.

Culture

Employees deserve to have an environment that supports them to achieve their goals.

Community

We believe in giving back wherever we can, and we don't consider a project a win unless it helps our communities thrive and flourish, too.



What we Value

- Efficient Government
- Human Life
- Quality Living
- Social Justice



Who we serve.

We seek out customers who share our passion for using tech to make a difference, and we've worked on many government, healthcare, and nonprofit projects to build software with a soul.



Government



Healthcare



Nonprofit & Education



Fearless Labs



We are fearless to be purple.

Standing apart from the herd.

There are plenty of brown cow software shops around. We are a purple cow that stands apart from the herd by being surprisingly remarkable through the work we do.

