People

- Growing from two to six people in 2015.
- Adding Bruce Hilbert PhD in December who worked six years performing grid optimization for the National Center for Computational Engineering. He is now working to optimize our algorithms and digital workflow.
- Melody Rees started in December. She worked with Gensler (#1 architecture firm in US) as the head of computational design in the NY office and firm-wide head of building information modeling. She is project management, customer interaction and competition lead for Branch.

Product

- General algorithm achieved in the past two months that handles any geometry (walls, beams, seating, & columns all produced in the last month).
- 100% level of robotic automation in the past month. No longer need a QC person going along with the robot process.
- Produced first 3D printed beam spanning 9’ and holding a 210lb person.

Pipeline

- Awarded 140k grant from Oak Ridge National Labs to further add extrusion speed. Branch internally increased speed 4.5X in the last 9 months.
- Finished 150k grant from the National Science Foundation. Applying for 750k Phase II grant + 500k to match investor funds. 50% of all Phase I grants receive Phase II. With Branch illustrating technology traction and commercial development, it further increases award probability.
- Our Lighthouse Partners program began in January. We are targeting 12 design oriented architecture firms across the nation to build our capabilities around their needs. A $20,000 pre-paid, discounted project will be printed at the end of a 3 to 9 month process. One mid-sized firm can equate to +$700k in yearly recurring revenue for Branch.
- We met with our first batch of firms in January – three out of three wanted us to build projects with them.
- 650+ people have signed up for our Freeform Home Challenge to design our first 3d printed house. This begins building a community around design utilizing our platform and will help illustrate possibilities to the broader public.
- Branch will have an initial close of our investment round by the end of January.
TENN INVEST CONNECT

People

- Added Brad Moritz to head up our sales, marketing and strategic alliance initiatives. Brad brings extensive experience in leading similar efforts with large and small companies. He has already jumped in to help create a strong on boarding process. This rounds out the leadership team with a great set of skills that complement one another’s strengths.

- We have started to work with our intern, Ellie McDonough. She will be working 20 hours a week and has started to immerse herself in our social media efforts as well as helping create some tutorials for the website.

Product

- The product continues to be refined and have continued to receive positive feedback on the simplicity of using the platform.

- We have had 4 attorneys commit to using the platform. Two are onboarding clients between 1/21 and 1/29.

- We have added several useful reports and features that will continue to streamline the process and guide the divorcee.

Pipeline

- We have contact information of 968 attorneys. We have been testing various scripts through email marketing.

- We have had 2 clients placed on the platform and one has completed the entire process.

- There are 28 firms in our pipeline that we have had active conversation with.

- Of the 28 firms we are engaging with, 11 have recently had meeting or will have meetings by 1/27.

- Have done demos for 6 attorneys.

- We have 4 attorneys who have committed to using our platform. We have on boarding meetings set up with them over the next 11 days.
People

Innovasan's founding team has over 60 years of experience in applied research and development in both the private and public sectors across a variety of industries. Throughout their careers, Med-San technology co-inventors Jeff Hubrig and Joe Dooley have built successful track records taking ideas from concept to commercialization and have worked specifically with the development and commercialization of fluid waste management technologies for use in hospitals worldwide.

Product

Innovasan has completed the minimum viable product build for the Gauntlet Disinfection System. The MVP is not suitable for use in the field but is capable of treating infectious fluid waste streams in a continuous flow, closed system. During Q1 the Innovasan team plans to treat a representative waste stream in the Gauntlet system and validate its disinfection capability at a third party microbiology laboratory.

Pipeline

Innovasan continues to collaborate with one of the region's leading medical centers as its primary beta-site and field trials location for the Gauntlet Disinfection System. We are engaged in strategic partnership discussions with contract manufacturers to build Gauntlet field trial prototypes, provide necessary engineering support and blend our IS-101 Pretreatment Conditioner in support of the field trials program and commercial launch. Additionally the team is working on expanding its pipeline for Gauntlet to include to additional hospitals in the southeast.

www.innovasan.com
People
KaraoQ's team is built with the pillars of two tech-minded co-founders with deep experience in execution on a global scale and data-driven business analytics, having worked on and deployed major projects for Fortune companies such as Dell and Caterpillar. The team's advisory board were strategically selected in areas of focus such as scalability, music industry executives, and go-to-market masters in their respective industries.

KaraoQ has also formed national KJ Advisory board with KJs in 6 target markets across the U.S., with focus on piloting in-venue marketing and increasing patron growth. KaraoQ's senior staff includes former and current Sr. management at companies such as Caterpillar that are leading overall strategy review and deployment - and helping focus on putting the people in the best position to support the success of our customers.

Product
KaraoQ has been live and in the hands of venue owners, DJs, and patrons since May 2015, where a $15B karaoke market that has been ripe for disruption had seen no such product focus on the entire ecosystem - song request, tipping, marketing, social engagement.

KaraoQ has gone through over two dozen updates to its patron-facing free mobile app on iOS and Android, and a dozen updates to its venue-and-DJ facing web platform since it's inception and continually refines and innovates on the product using lessons learned, direct customer/user feedback, and data collected and aggregated based off app and platform usage. KaraoQ currently has over 5,000 active users and 4.5% week-over-week user (downloads) growth.

Pipeline
To-date, using only word-of-mouth, karaoQ have developed a pipeline of 434 venues and 169 KJs (all inbound), averaging 10 new venues on-boarded per week. This results in a growth of 30 potential new nights of karaoke per week. KraoQ will go-live with an integration to PCDJ, the #2 playback tool for KJs, which has an active customer base of 60,000 KJs, with an additional 47,000 additional prospects. This partnership creates exclusive integration with karaoQ, eliminating a primary competitor, SongbookDB, and opens a KJ acquisition channel to the 60,000 active KJ users of PCDJ.

www.karaqo.com
People

LendMed is actively reviewing candidates with specialties in medical sales to join as dedicated sales leaders. The initial contributors of our published study is being finalized to include several renowned individuals with career works in medical supply chain and patient risk assessment.

Product

The product feature set is improving weekly to support better real-time management of assets. Our talented UI/UX director is doing fantastic work prototyping a more simplistic interface to accommodate the fast paced environment of our customers and greater study of the features most important to our users.

Pipeline

• We have received a renewed interest from an older pilot candidate on their demand for a asset accountability solution. We will be pursuing possible opportunities with this candidate over the next few weeks.

• We are exploring opportunities with the state association this week to determine the potential of distribution and partnerships.

www.lendmed.com
People
Preteckt’s success stems from a dedicated and talented team that focuses decades of business, science, and engineering experience onto an ugly-duckling industry that is fundamental to the economy. Our leadership team of Peter Bassa (CEO), Sasha Kucharczyk (COO), and Ken Sills (CTO) is complemented by a team of advisors that have success after success under their belts, and experience deploying technology into fleets of trucks.

The core of our technology is data science, and our data science team is top-notch. Headed by Ken Sills, former astrophysics professor, with graduate degrees in both science and engineering, the team consists of Rory Wood, Bertrand Brelier, and Mikhail Klassen, all with Ph.D.’s using high-performance computing to solve cutting-edge data science problems.

Product
The team has its own hardware and software platform that applies machine learning to predict truck breakdowns. This platform is installed in customer’s vehicles today, Preteckt’s technology learns as it grows. As we collect more and more data from our installed network of devices, our predictive power grows. The Preteckt team have proved a savings of $850 per truck, per year and currently that number will continue to climb as our machine learning algorithms improve.

Pipeline
Our roadmap to achieving success involves piloting the technology and proving out case studies.

- Raised $300K in seed round.
- 3 fleets totaling over 800 trucks are currently using Preteckt.
- Another 3,000 trucks are in the pipeline waiting for hardware to get manufactured.
- A new version of the Preteckt hardware is soon to be released that will allow the manufacturing to scale to demand.
- Revenue of $1.6M once the pilots have successfully completed
- Working with the GrowthX traction accelerator.
People

The experience of the Remix Hits team spans the gamut of the music industry, from artistry to record production and audio technology to distribution. CEO Sam Brooker, CTO Matt Wilder, and CMO Seth Johnson are leading a charge in the music industry to give music creators access to hit song samples - something that used to be reserved for the musical elite - regardless of their prestige or finances. Accordingly, we are providing budding acts with a cutting-edge music distribution platform for their formerly illegal remixed work, all while supporting the careers of the established artists they have sampled.

Product

Remix Hits is working to democratize the creative process by creating a transparent music sample marketplace and the licensing system necessary to legitimize the massive influx of new remixes and derivative works. RH has created a stable release of our virtual instrument and are working to begin architecture for our comprehensive e-commerce platform and digital rights management portal.

Pipeline

Remix Hits is gearing up for the LaunchTN curated roadshows in Tennessee, New York, and California over the next two months, during which we will pitch to and network with mentors, investors, and connected local community members. We’re excited to announce that RH will be a featured ALPHA startup in this year’s Collision Conference in New Orleans April 26-28. Let us know if you are planning to attend - we’d love to meet up!

www.remix-hits.com
TENN INVEST CONNECT

People

Children’s Media Studio’s animated edutainment products are crafted through the leadership of CEO and former schoolteacher Cathy Vangieri, leveraging a creative team led by Mark Radice, a 3-time Emmy-nominated songwriter, and CTO Todd Carter’s thirty years of experience in video and film production.

Product

Our complete kindergarten readiness program, Sing And Spell, teaches pre-readers alphabet knowledge basics that get children on the reading runway, and makes learning fun. Top-shelf songs and animations are delivered through freemium apps and online streaming subscription models, with fully licensable characters.

Pipeline

CMS has leveraged winning the Knoxville Entrepreneur Center’s “What’s The Big Idea 48-Hour Launch” and an invitation to participate in Launch TN into pre-installation of our Sing And Spell freemium app on over 300,000 children’s tablets, and a YouTube channel partnership with Hoopakidz/YoBoHo, the world’s #1 digital-first content producer for kids, driving traffic to our revenue portals.

www.singandspell.com