

Tuesday, August 29, 2023 at 19:14:03 Pacific Daylight Time

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**Subject:** Re: Inquiry for Winnow Demo, Research Collaboration, and Purchase  
**Date:** Friday, August 11, 2023 at 2:58:07 PM Pacific Daylight Time  
**From:** Kanavikar, Disha Basavaraja  
**To:** Gina Sears  
**CC:** Clark, Jason V, Clark, Quincy

Dear Gina,

I wish to extend my sincere appreciation for promptly sharing the presentation slides. I understand the constraints that led to the inability to provide the product specifications document, and I respect the technical privacy concerns your team might have in such matters.

In addition, I would be grateful if you could ascertain whether there have been any discussions within the technical team concerning the potential outsourcing of projects to our organization. Do they have any projects they can outsource to us?

I look forward to hearing from you. Thank you for your continued cooperation.

Warm regards,  
Disha Kanavikar

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**From:** Gina Sears <[gina.sears@winnowsolutions.com](mailto:gina.sears@winnowsolutions.com)>  
**Date:** Wednesday, August 9, 2023 at 3:10 PM  
**To:** Kanavikar, Disha Basavaraja <[kanavikd@oregonstate.edu](mailto:kanavikd@oregonstate.edu)>  
**Cc:** Clark, Jason V <[jason.clark@oregonstate.edu](mailto:jason.clark@oregonstate.edu)>, Clark, Quincy <[quincy.clark@oregonstate.edu](mailto:quincy.clark@oregonstate.edu)>  
**Subject:** Re: Inquiry for Winnow Demo, Research Collaboration, and Purchase

[This email originated from outside of OSU. Use caution with links and attachments.]

Hi Disha,

Thank you very much for the thorough follow-up! It was great speaking with you and Jason last week, and I'm sorry for taking some time to get back to you here.

Attached you will find a summary version of the Winnow Vision presentation. I had also asked my team if it would be okay to share our technical specifications document, and unfortunately it was a no. I truly apologize that in this case I would not be able to share those materials with you due to our team's concerns about some sensitive information being circulated. I do wish I could be of more help here, but please know that if you would like to send me a list of specific questions about our tech requirements, I will do my best to answer them. I hope this is okay with you as an alternative.

Also, please see answers on those follow-up questions below. If I am forgetting any of those outstanding questions we discussed, please let me know!

1. Data storage and hosting service (answer from my Head of Tech >>): "Food waste data is collected via our waste tracking hardware, in-kitchen. Waste events are then securely transferred to the Winnow Cloud, hosted by AWS. We utilize the us-east-1 region. Data is encrypted in transit and while at rest."
2. Scale sensitivity: The lowest sensitivity to which we can set the scale is 7.05oz (i.e. anything under that weight would not register a transaction) and the highest sensitivity is 0.70oz. The sensitivity can easily be changed in the system's settings anytime.
3. Camera specs: Unfortunately I am having no luck finding relevant info on this.

Very best,

Gina

On Tue, 8 Aug 2023 at 18:38, Kanavikar, Disha Basavaraja <[kanavikd@oregonstate.edu](mailto:kanavikd@oregonstate.edu)> wrote:

Hi Gina,

I hope this email finds you well.

I wanted to take a moment to follow up on our recent meeting last week. It was a pleasure discussing Winnow's system functionality, data collection, analysis, and other relevant aspects with you.

As part of our discussion, I had kindly requested a few materials to support our ongoing efforts:

**1. Product Specification Manual:** This document would greatly assist us in understanding Winnow's offerings comprehensively.

**2. Presentation Slides:** The PowerPoint presentation you shared during the meeting would be a valuable reference.

**3. Information on Outsourced Projects:** If Winnow engages in outsourcing projects, details about these would be insightful.

**4. Follow-Up Questions:** There were a few additional questions that arose from our conversation, and I'm eager to receive your insights on these.

I understand your commitments and responsibilities, and I appreciate your time in addressing these requests when you can. Your assistance in providing these materials will be immensely valuable as we move forward.

Feel free to reach out if you need any clarification or if there's any additional context required. Thank you once again for your contributions during the meeting.

Warm Regards,  
Disha Kanavikar

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**From:** Kanavikar, Disha Basavaraja <[kanavikd@oregonstate.edu](mailto:kanavikd@oregonstate.edu)>

**Date:** Friday, August 4, 2023 at 8:01 AM

**To:** Gina Sears <[gina.sears@winnowsolutions.com](mailto:gina.sears@winnowsolutions.com)>

**Cc:** Clark, Jason V <[jason.clark@oregonstate.edu](mailto:jason.clark@oregonstate.edu)>, Clark, Quincy <[quincy.clark@oregonstate.edu](mailto:quincy.clark@oregonstate.edu)>

**Subject:** Re: Inquiry for Winnow Demo, Research Collaboration, and Purchase

Hi Gina,

I wanted to express my gratitude for the valuable time you dedicated to assisting us with the information yesterday. Your willingness to help is truly appreciated, and it made our meeting exceptionally fruitful.

We eagerly look forward to hearing from you soon and continuing this positive collaboration.

Once again, thank you very much!

Warm regards,  
Disha Kanavikar

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**From:** Gina Sears <[gina.sears@winnowsolutions.com](mailto:gina.sears@winnowsolutions.com)>  
**Date:** Thursday, August 3, 2023 at 6:54 AM  
**To:** Kanavikar, Disha Basavaraja <[kanavikd@oregonstate.edu](mailto:kanavikd@oregonstate.edu)>  
**Cc:** Clark, Jason V <[jason.clark@oregonstate.edu](mailto:jason.clark@oregonstate.edu)>, Clark, Quincy <[quincy.clark@oregonstate.edu](mailto:quincy.clark@oregonstate.edu)>  
**Subject:** Re: Inquiry for Winnow Demo, Research Collaboration, and Purchase

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Hi Disha,

So sorry that I should have shared an email instead of just adding a note to the invitation -- I realized I had had a conflict at the originally scheduled time so I moved it to 1PM, assuming that might still be open for you and the team.

I see that everyone has accepted but if anyone has an issue with the new time please let me know!

Gina

On Wed, 2 Aug 2023 at 19:16, Kanavikar, Disha Basavaraja <[kanavikd@oregonstate.edu](mailto:kanavikd@oregonstate.edu)> wrote:

Dear Gina,

I hope this message finds you well. Thank you for taking the time to send us the meeting invitation.

I noticed a small discrepancy in the schedule. In your email, you mentioned that the meeting is scheduled for 10 am, but the invitation shows it as 1 pm PDT tomorrow. I wanted to bring this to your attention respectfully, so we can ensure everyone is on the same page regarding the meeting time.

Please let me know if there have been any changes or if we need to clarify the timing further. I appreciate your assistance in resolving this matter.

Thank you again for organizing the meeting, and I'm looking forward to our discussion.

Warm regards,  
Disha Kanavikar

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**From:** Gina Sears <[gina.sears@winnowsolutions.com](mailto:gina.sears@winnowsolutions.com)>

**Date:** Tuesday, August 1, 2023 at 12:48 PM

**To:** Kanavikar, Disha Basavaraja <[kanavikd@oregonstate.edu](mailto:kanavikd@oregonstate.edu)>

**Cc:** Clark, Jason V <[jason.clark@oregonstate.edu](mailto:jason.clark@oregonstate.edu)>, Clark, Quincy <[quincy.clark@oregonstate.edu](mailto:quincy.clark@oregonstate.edu)>

**Subject:** Re: Inquiry for Winnow Demo, Research Collaboration, and Purchase

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Hi Disha,

I have a decent understanding of our technical specifications as well as some client-facing documentation that may help, however we do need to be a bit careful with that information -- so I am happy to talk through those requirements with you and the team during the call and I can then determine which follow-up materials would be most appropriate to share. Is there any chance you could share a few of those questions with me ahead of time so that I can ensure I am able to answer them? If someone from our product or tech team will need to join, we may need to look into scheduling a bit further out (or simply planning on a second meeting if needed).

I have just shared a Zoom invitation for Thursday at 10AM PDT, but please let me know if you would prefer to share the invite from your side instead!

Kind regards,

Gina

On Tue, 1 Aug 2023 at 14:24, Kanavikar, Disha Basavaraja <[kanavikd@oregonstate.edu](mailto:kanavikd@oregonstate.edu)> wrote:

Hi Gina,

Thank you so much for your prompt and courteous response.

My advisors Dr. Jason Clark and Dr. Quincy Clark will also be joining us tomorrow. As it is a technical research paper, it would be great if you could provide us some technical information, if possible or have someone who can answers some of the questions.

Could you please let us know if you are available before 10am or between 1 - 4pm PDT this Thursday ? Kindly let us know your availability as well and we can schedule the meeting accordingly.

Once again, I extend my gratitude for your cooperation and I am looking forward to our meeting.

Warm regards,

Disha Kanavikar

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**From:** Gina Sears <[gina.sears@winnowsolutions.com](mailto:gina.sears@winnowsolutions.com)>

**Date:** Tuesday, August 1, 2023 at 7:55 AM

**To:** Kanavikar, Disha Basavaraja <[kanavikd@oregonstate.edu](mailto:kanavikd@oregonstate.edu)>

**Subject:** Re: Inquiry for Winnow Demo, Research Collaboration, and Purchase

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Hi Disha,

Thank you so much for reaching out. It is great to hear your interest in learning more about Winnow to aid with your research!

I would be happy to speak with you soon via Zoom so that I can share a virtual demo of how our technology works, as well as what an agreement might look like in order to provide you with a system.

Could you let me know if you have any time this Thursday or Friday? Totally fine if you would prefer next week instead, just let me know what will work best for you.

Kind regards,

Gina

On Mon, 31 Jul 2023 at 12:21, Kanavikar, Disha Basavaraja <[kanavikd@oregonstate.edu](mailto:kanavikd@oregonstate.edu)> wrote:

Dear Team,

I hope this message finds you well. My name is Disha Kanavikar, and I am a graduate student at Oregon State University, currently researching sustainable solutions to address the global issue of food waste.

In my quest to explore innovative methods, I came across Winnow, a remarkable technology that has captured my attention. To enhance the depth of my research and offer comprehensive insights in my survey paper, I am keen on obtaining a demo of Winnow to better understand its operational prowess and efficiency in curbing food waste.

Furthermore, I believe that hands-on experimentation with the Winnow bin would provide valuable empirical data for my research. As such, I am also interested in purchasing one for academic purposes.

I kindly request your support in arranging a demo session for Winnow, and I would be truly grateful if you could direct me to the appropriate person who can provide further details about the demo and guide me through the purchase process.

Your expertise and assistance would be invaluable to the success of my research project, and I am enthusiastic about the possibility of collaborating with your esteemed team.

Thank you for considering my inquiry. I eagerly await your response.

Warm regards,

Disha Kanavikar  
Oregon State University

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**Gina Sears**  
Business Development Manager, Americas  
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