List of Startups Given Ranking of 2 that Didn't Meet Threshold of Being Called a Missed Investment

LEL Ranking System:
0 — Given to startups that weren't considered
1 — Given to startups that were highlighted yellow (potentially promising)
2 — Given to startups that were highlighted green (very promising)
3 — Given to startups LEL invested in

Nada — Seed Stage

Industry/Sector: Gaming
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $100,000.00
Multiple: <=1x

Description:
Real estate tech co. eliminating costly realtor fees with technology
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Talos — Seed Stage

Industry/Sector: Healthcare
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $100,000.00
Multiple: error

Description:
Talos is a full-service school management system. It began as a system made for one school, but now has expanded usability functions to any school. It has customized scheduling, which includes a dynamic graduation requirements interface so it can handle each student automatically. It is visually friendly with table-based rules for requirements, and can group students according to needs. It enables administrators to easily edit regulations and classes as they see fit - for instance if you want to make a class only available for students who obtained a certain grade in a certain class, Talos can create that rule within its scheduling system, and create exceptions if necessary. Talos handles everything from the intricacies of scheduling to email commincations and templates, to document and record management.

Skoop — Biz Stage

Industry/Sector: Marketing & Advertising
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $120,000.00
Current Funding: $20,000.00
Multiple: <=1x

Description:
SKOOP is a cloud-based digital billboard management software. SKOOP makes it easy to manage the complexities of monetizing your own digital billboard network. Finally, an affordable way to run your very own digital billboard network. Turn any TV or screen into a billboard today.

Handprint — Unattributed Stage

Industry/Sector: ESG
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $100,000.00
Multiple: <=1x

Description:
Handprint delivers Impact as a Service. As a double-sided market, Handprint connects companies to sustainable projects that they and their consumers care about. Once a project is selected, companies can make each sale greener through plug-ins (e.g. for e-commerce platforms like Shopify and WooCommerce) that communicate the company's sustainability pledge and action at a critical juncture of the consumer journey, the moment of payment.

Braid — Dead Stage

Industry/Sector: Accounting & Finance
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $16.00
Multiple: error

Description:

Set up shared accounts to pool and spend money together with your squad. Use Braid for your community organization, impromptu virtual conference, DIY weekend bakery, renovation project, music studio, Etsy shop, or shared house. Fund it together. Ditch your spreadsheet.

Reti Health — Pre-Seed Stage

Industry/Sector: Health / Software
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $110,000.00
Current Funding: $100,000.00
Multiple: <=1x

Description:

Preventing heart attacks and strokes with cardiovascular health screening from retinal images

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Quadridox — Grant Stage

Industry/Sector: Med Tech / Software
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $50,000.00
Multiple: error

Description:

Quadridox was founded by four university professors (Duke & Arizona) to innovate the process of X-ray system design and analysis by developing more accurate X-Ray technology and simulation tools. It operates in 3 main segments:

- X-RAY DIFFRACTION IMAGING TECHNOLOGY -- The company has prototyped a hybrid X-ray system that combines conventional X-ray transmission radiography with X-ray diffraction tomography to scan both the shape and molecular composition of an object with high accuracy and resolution. They had a successful test for weapons detection at airport security and the technology can be scaled to many disciplines such as geology, cancer surgery, pathology, and drug inspection. Working with colleagues at Duke Health, the researchers scanned tissue lumpectomies before they were sent to the resident pathologists for their clinical workups. The scanner not only matched the clinical diagnosis accurately, but it also reliably distinguished between the subtypes of tissue in and around the cancerous tissue.

- X-RAY SIMULATION TOOLS (QSIM) -- rapid, end to end X-ray physics simulation package, capable of modeling a variety of non-destructive testing methodologies including food inspection systems, security screening systems, X-ray CT scanners, X-ray diffraction (XRD) or Compton systems, and differential phase contrast systems (DPC)
- SYNTHETIC X-RAY DATA GENERATION -- quickly generate large amounts of high-fidelity, tailored synthetic data via QSim for any use case

All 4 founders have PhDs (Physics, Biomedical Engineering, Electrical Engineering) and 10+ years of experience. Their patented research was supported by the North Carolina Biotechnology Center (2018-BIG-6511) and the U.S. Department of Homeland Security (18STEXP00001-03-02).

LightBox
(demo video) — 0 Stage

Industry/Sector: Digital Ad?
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $450.00
Multiple: error

Description:
Summary: LightBox equips retailers with interactive digital content to allow customers to search for products, sign-up for promos, and pay digitally. LightBox is composed of an interactive hardware panel and enterprise analytics & data platform. With LightBox, customers can view store collections, unlock offers and product info with a scan, and frictionless buying options such as BNPL or shipped home. All this is done without ever downloading an app. Can be up and running in 20 min, AI optimization engine, and frictionless for consumers.
Traction / Partnerships: within 9 months, contracts with 350 stores and on track to do $1M in ARR; growing pipeline with the largest brands. So far, stores are seeing 30% increase in store sales and 100+ leads per month
Market: 1M+ retail establishments in the US; Untapped market?
Team: Sumant Yerramilly - University of Illinois, serial entrepreneur; Aditya Mugali - George Mason University; SWE @ Oracle & Medallia

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Rectify — Seed Stage

Industry/Sector: Monitoring & Security
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None

Current Funding: $30,000.00

Multiple: error

Description:

Summary: Rectify offers an automated, secure end-to-end redaction platform that organizations can use when sharing content externally.

Problem: Companies produce millions of pages of sensitive information every day, making privacy more and more difficult to manage. A standardized process for document distribution doesn't exist and most companies manually redact private information, if at all. Even companies that are redacting private information could make mistakes, resulting in reputational damage and large monetary fines.

Solution: Rectify's technology automatically removes and protects sensitive or private data with minimal human interaction. This results in significant time and cost savings, as well as reduced operational risk. In pilot studies, the technology proved to be 131x faster, with 92% cost savings vs. manual processes and 8.5x faster than other automated solutions.

Traction / Partnerships: $175K Revenue, Protected 707K Pages for clients including Liberty Mutual, Daimler, Ohio State University, Porter Wright, Liquid Networx, Caldwell East & Finlayson, Willis Spangler Starling

Market: The Document Management Software market will register an incremental spend of about $3.15B, growing at a CAGR of 10.53% during the five-year forecast period

Team: Founding team worked together in SBC Communications (AT&T)'s Corporate Legal Department. Lisa McComb (Former AT&T Associate Director-Regulatory; Oklahoma City University, MBA & BS Legal Studies 1994); Melissa Unsell-Smith (UTSA, BS Biology 2004; AT&T)

Fova Energy — Seed Stage

Industry/Sector: Data Analytics/AI/Battery

Ranking LEL Gave: 2 out of 3

Funding when Pitched: None

Current Funding: $100.00

Multiple: error

Description:

Problem: Current challenges faced by the battery industry include 1. safety issues from battery failure in operation 2. long cell-testing R&D process 3. product inconsistency due to lack of product grading before delivery.

Solution: Fova is using AI to predict battery life-cycle and long-term safety. Claims to have found problematic car 3 months ahead, and problematic cells in storage stations 2 months in advance.

Traction: Commercial contact negotiation with Delta, Envision AESC, Farasis; POC with power grid, utilities, and power grid companies; $20k ARR 2020, $130k ARR 2021; MIT sandbox seed fund, $1M angel fund 2020, >$1M round in April 2021

Market: TAM - $55.5B EV Battery, $10B Stationary Battery, $300B Battery OEM

Team: Xia Miao - MIT PhD '19

Better Meal — Incubator/Accelerator Stage

Industry/Sector: Health & Wellness
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $100,000.00
Current Funding: $100,000.00
Multiple: <=1x

Description:
Problem: Gut impacts food in uncountable ways, often unseen by nutritionists and dieticians.

Solution: BetterMeal AI is a deep tech capable of predicting genomic and gut biotas to better understand the relationship between human health, nutrition, and gut biomes. The reviver algorithm synthesizes longstanding chronic health issues like PCOS, Thyroid, Type 2 Diabetes, IBD, and Celiac to make specific food recommendations.

Business model: Subscription based, cost depending on treatment

Traction: ~500,000 users

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vipLink — Incubator/Accelerator Stage

Industry/Sector: Advertising, Sales & Marketing
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $50,000.00
Current Funding: $50,000.00
Multiple: <=1x

Description:
vipLink is a platform that allows businesses to engage with content creators and influencers, hiring them and paying only for the results of the marketing

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Rella — Incubator/Accelerator Stage

Industry/Sector: Content Management

Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $2.00
Multiple: error

Description:
Development of a platform to allow digital creators to automate and easily manage their content across numerous platforms and networks as well as plan and track financials

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Diagnio — Pre-Seed Stage

Industry/Sector: Health & Wellness
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $50,000.00
Multiple: error

Description:
Development of platform for female fertility and ovulation tracking with at home/non-invasive hormonal test kit and online platform to predict and plan fertility cycles

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Seam — Seed Stage

Industry/Sector: Operating Systems & Utility
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $125,000.00
Current Funding: $130,000.00
Multiple: <=1x

Description:
Seam is an API for developers to control homes and buildings. Seam develops an IoT platform to enable organizations to control devices—to open door locks, control thermostats, or turn off lights, etc.

With Seam, users can create physical automations just by hitting a REST API, and avoid all of the headache of implementing low-level protocols from scratch.

OLIMP — Seed Stage

Industry/Sector: Freight Forwarding & Courier Services
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $300,000.00
Current Funding: $220,000.00
Multiple: <=1x

Description:
OLIMP is a platform for on-demand warehousing solutions for truckers. The platform connects carriers and warehouses in real time for short-term service, making it easier easy and cost-effective to post, find, book, and pay for services including storage as short as one day and loads as small as one pallet.

Mellow — Seed Stage

Industry/Sector: fintech
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $20,000.00
Current Funding: $200,000.00
Multiple: 5-10x

Description:
Mellow is a personal finance and digital payment solution made for kids and their parents. Mellow digitalises pocket money with e-wallets, where parents are able to give and track allowance. Mellow creates a kid-driven learning experience for them to build financial responsibility through saving, earning, and spending. Over 5,000 families are currently using the app. They are only operating in Hong Kong and are looking to expand to other countries.

Nth Party — Acq Stage

Industry/Sector: Saas, software
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $357,500.00
Current Funding: $360,000.00
Multiple: <=1x

Description:
Nth Party provides a software that allows collaboration without sharing to ensure secure, confidential computation without creating a central database of proprietary or sensitive information

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Worthright — Incubator/Accelerator Stage

Industry/Sector: Life Insurance
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $120,000.00
Multiple: error

Description:
We help families navigate the process by connecting them to people who deeply know the system. We help families pay for the care they want by selling or refinancing an existing life insurance policy or other illiquid asset they may own.

COUTURME — Seed Stage

Industry/Sector: Apparel & Accessories
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $650,000.00
Current Funding: $150,000.00
Multiple: <=1x

Description:
COUTURME is AI-powered custom dress designer online, starting with bridal and formal gowns.

Ash Wellness — Seed Stage

Industry/Sector: Imaging & Diagnostic Equipment
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $0.00
Current Funding: $150,000.00
Multiple: error

Description:

Ash is a remote diagnostic testing platform that enables providers to shift to telehealth.

Traction: achieved $500K monthly revenue in 4 months after launched

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Script Health — Seed Stage

Industry/Sector: Healthcare
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $235,000.00
Current Funding: $120,000.00
Multiple: <=1x

Description:

Scripted is a cloud-based platform that empowers pharmacists to prescribe common tests & treatments. Pharmacists have always been trusted healthcare professionals, but with Scripted they can now be prescribers.

I feel the pain - 95% people live within 5 miles away from pharmacy

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Blush
Crunchbase — Seed Stage

Industry/Sector: Adult Entertainment
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $130,000.00
Multiple: error

Description:

Add stunning illustrations to your work with collections made by artists across the globe. All art is customizable, create something unique!
50K sign-up
MRR: $6,630

RCE Technologies — Incubator/Accelerator Stage

Industry/Sector: Imaging & Diagnostic Equipment
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $550,000.00
Current Funding: $460,000.00
Multiple: <=1x

Description:
RCE Technologies is an AI-based medical device and technology company that detects the early progression of underlying cardiac muscle injury prior to a heart attack. The company develops wearable technology that allows for the monitoring of cardiac protein biomarkers without the need for a blood draw.

Parrots — Seed Stage

Industry/Sector: Device Design & Manufacturing
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $150,000.00
Multiple: error

Description:
Parrots has developed Polly, an AI and robotics solution to assist those with neurological conditions better navigate through everyday life. The "parrot" can attch to a wheelchair and provides patients with important metrics and information.

AHEAD Medicine — Convertible Stage

Industry/Sector: Healthcare
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,400,000.00
Current Funding: $110,000.00
Multiple: <=1x

Description:
AHEAD Medicine focus on developing AI-enabled immunoprofiling diagnostics for cancer precision medicine

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Ivy Natal — Seed Stage

Industry/Sector: health tech
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $250,000.00
Current Funding: $200,000.00
Multiple: <=1x

Description:
Ivy Natal develops a process to create human egg cells from skin samples as a treatment for most cases of infertility.

Kilobaser — Bankrupt/Admin Stage

Industry/Sector: Medical Devices
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $160,000.00
Multiple: error

Description:
Kilobaser has developed a technology which allows for fast synthesis of DNA for lab experiments. This can be used to synthesize DNA probes for analysis, which are common in expereiments
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Hura — Unattributed Stage

Industry/Sector: Imaging & Diagnostic Equipment
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $250,000.00
Current Funding: $250,000.00
Multiple: <=1x

Description:
Hura Imaging develops and commercializes novel CT technology that decreases radiation dose significantly in patient management. (FDA application in 2021)

Reproductive Solutions — Unattributed Stage

Industry/Sector: Medical Device?
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $300,000.00
Current Funding: $300,000.00
Multiple: <=1x

Description:
Reproductive Solutions develops a semen collection container (ProteX) that protects sperm from stress during and after collection.

Sira Medical — Seed Stage

Industry/Sector: Healthcare
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $150,000.00
Multiple: error

Description:
Sira Medical is developing augmented reality software to help clinicians with pre-surgical planning by providing them with patient-specific high fidelity 3D holograms.

BioFeyn — Biz Stage

Industry/Sector: Food/Farming
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $380,000.00
Current Funding: $480,000.00
Multiple: <=1x

Description:
Biofeyn is developing improved ingredients for improved nutrition and sustainability for farmed seafood

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Curie Vision — Seed Stage

Industry/Sector: E-Commerce Enablement
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $150,000.00
Current Funding: $300,000.00
Multiple: 1-5x

Description:
Curie Vision is a no-code platform that uses AI to generate 3D models from 2D photos on the Web and help digitize stores and products at scale. The platform is integrated with Shopify and founded by 2 serial entrepeneurs. Value proposition is that they can significantly reduce the time and cost it takes for business owners to digitize their stores because their AI algorithm can help build 3D models from 2D photos vs. other services that require professional photographers / videographers.

CodeLock — Grant Stage

Industry/Sector: Monitoring & Security
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $110,000.00
Multiple: error

Description:
CodeLock offers a patent-pending algorithm approach that continuously monitors and protects code by inserting specialized "digital signatures" at predetermined locations throughout an entire body of code to create containers of code that are then sealed, signed, and linked together. It's the first platform to monitor security at the code level. The platform has 2 dimensions:
- Developer Interface: language-agnostic, requires programmers to confirm their identity through multiple mechanisms – including tiered passwords, multi-factor authentication, digital foot-printing, and biometrics. The entire login process takes less than 20 seconds – and it ensures user authentication and verification. Gives supervisors full transparency into the software development lifecycle.
- Alert Monitor: Accessible from anywhere, on any device (PC, laptop, tablet, smartphone), the Alert Monitor is an early warning system; a capability that can be configured to send emails, texts, and even pre-recorded calls to anyone you designate.

Product has been endorsed by the DHS and is gaining traction -- in talks to close $1M in pilot users (in government, financial, pharma sectors) --> convert to $10M in recurrent revenue, 90% margin. Is also being evaluated by the government as a potential requirement for any company providing software services to the government. Founders have government security and technology experience.

The Collaboratory — Incubator/Accelerator Stage

Industry/Sector: Science & Engineering
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $120,000.00
Current Funding: $270,000.00
Multiple: 1-5x

Description:
Problem: New drugs are brought to market by connecting internal company data with new research. Unfortunately, the dots are not always connected (ie. Lyrica almost didn't make it to the market, now worth $54B). Too much scientific data out there, and research teams are not capable of analyzing all the information. As a result, cost to deliver 1 new drug to market has gone up to ~$2.6B.
Solution: The collaboratory is a discovery platform for biopharma that uses AI to auto-curate the most useful information for every research situation. By automatically analyzing millions of documents, the Collaboratory is aiming to reduce time to market for new drugs. Features include automated data ingestion, AI-based summarization of documents, concept-based recommendations, and automated literature reviews.
Traction / Partnerships: Confirmed pilot with bugworks, in discussion with others (Novo Nordisk, Gilead, BCG, etc)
Market:$25B TAM; Mid-market biopharma as beachhead market; expansion into biopharma/other R&D intensive industries.
Team: Nick Lilovich - Eng. BSc @ Purdue, MBA @ Booth, ex-NASA researcher, ex-McKinsey Data Scientist; Branton DeMoss - AI PhD (c) @ Oxford; Sruti Balakrishnan - BCom @ UofVirginia; MBA @ Booth, ex-McKinsey EM, ex-PM @ Amazon

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Out of the box — Seed Stage

Industry/Sector: Education & Training
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $45,000.00
Current Funding: $130,000.00
Multiple: 1-5x

Description:
Problem: Early child education is critical, but many parents don't really know what they're doing. Working parents don't have the time to home school their children, high-end preschools are expensive and nannies are not educators.
Solution: Out of the box is the complete solution to a child's learning needs. Software + Box - Software is a learning platform that have customized learning activities and lesson plans. Toy is a patent-pending box that transforms any space into a learning environment. Box is versatile, can be used to learn various subjects from coding to architecture to science. End goal is to develop a learn ecosystem for kids - it's like Apple for kids where others can develop content for SaaS and hardware.
Traction / Partnerships: Validated in the US and Singapore via paid pilots; >1000 on waitlist
Market: The market size for childcare alone is $339B. 1.4B children, and 25M children in the US alone.
Team: Yu Qian Ang - Architecture PhD (c) @ MIT, MPhil Tech Policy @ Cambridge, MSc BSc @ NUS; Kloe - MIT Legatum Fellow 2020; MSc @ NYU, BSc @ NUS; Team previously co-founded edTech startup with clients including Google

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Voiceform — Convertible Stage

Industry/Sector: Enterprise SaaS, Marketing Technology
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $200,000.00
Multiple: error

Description:
Problem: Right now, product and marketing teams are completely missing out on this dimension of customer insight. Existing customer analytic tools are either solely focused on text data, or make the implementation of voice analytics so complicated that customer-centric teams are blocked from accessing. Collecting and analyzing qualitative insight does not scale - it's slow, expensive, and complex.
Product: Voiceform is a customer feedback solution that allows marketers to collect and analyze actual human voice in a matter of minutes.
Business Model: subscription model that charges on a per seat basis and based on the number of responses a customer receives
Traction: $18K ARR; customers include Slack, UserTesting, and TechTO w/ zero paid marketing

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Hireguide — Option/Warrant Stage

Industry/Sector: HR & Workforce Management
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $120,000.00
Multiple: error

Description:
Helps companies hire better by provided a strucutred interviewing process driven by a community of global experts.
Product: The company allow you to prepare for a structured interview process in minutes by allowing you to select criterias for desired employee, pre-selected guide for the specific roles, give you questions, and ultilizes conversational AI to transcribe and record answers, and provides interview analysis to help you make unbiased decisions. The platform uses conversational AI to learn from thousands of interview transcripts, ratings, and questions and an growing community of professionals that is gives you access to an ever growing library of best practices. Bringing interviewing into the future by ultilizing technology to coach employers and help them make unbiased suggestions, not replace interviewers and human decision.

Similar model to Gong and Chorus → these companies listen to sales calls to coach sale rep and predict sales close. Hireguide does the same to hiring plus provide end to end interviewing platform to provide an effective and structured interview process

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Thrivelution — Incubator/Accelerator Stage

Industry/Sector: Health & Wellness
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $250,000.00
Current Funding: $370,000.00
Multiple: <=1x

Description:
Problem: Today it is more important than ever to find, not only a therapist, but the RIGHT therapist. Failures in therapy cost the economy many millions of dollars each year - not including the human suffering/suicides resulting from those failures.
Product: Thrivelution is an AI powered technology platform for mental health that takes their proven manual process of matching clients with therapists and automates it using proprietary AI technology.
Traction: 350+ therapists gained organically, 150+ clients helped through matching tool; Signed Betas & Regional Payors in sales pipeline
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Well Traveled Club — Seed Stage

Industry/Sector: Travel
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $150,000.00
Current Funding: $150,000.00
Multiple: <=1x

Description:
Problem: It is often hard to find trustworthy information when traveling. This process can be overwhelming due to the excessive amount of information as well.
Solution: Well Traveled Club help members discover, plan, and book travel by tapping into the power of community and human connections.
Business Model: Saas, Subscription
Traction: 5000 monthly visitor

Bean — Dead Stage

Industry/Sector: Accounting & Finance
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $0.00
Current Funding: $120,000.00
Multiple: error

Description:
Problem: For companies, especially SMBs, finding accountants is time-costly to sort through complex filters, endless job boards, and countless interviews. For accountants, seeking accounting jobs limits project opportunities and often starts at low pay.

Solution: Bean is a B2B SaaS platform matching SMBs and accountants. They vet accounting and financial professionals from Big 4 and F500, accepting less than 4% and match them with client projects that companies post. Bean manages their time, creates invoices, and any overhead legal forms. Bean maintains project integrity by enabling transparent reviews and ratings.

Business model: B2B, SaaS, subscription model, pricing unknown

Traction: paying users, number unclear

Preskale — Pre-Seed Stage

Industry/Sector: Advertising, Sales & Marketing
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $500,000.00
Multiple: <=1x

Description:
Problem: PreSales—the most crucial product trial period before clients sign contracts—for any company's GTM process is extremely complicated for one team and requires a lot of platform and operations juggling. Most effect pre-sales teams deliver 5% improvement in conversion rates and up to 13% increase in revenues.

Solution: PreSkale is an all-in-one PreSales platform that unifies workflow and addresses consumer pain-points through team-wide collaboration. PreSkale integrates data from CRM, calendar, PM software into one, centralizes workflow for the whole team on one dashboard, and creates playbook of consumer interactions and contributions and shares the playbook with the rest of the team.

Business model: SaaS, free trial, subscription model after (pricing unclear from website)

Traction: Paying customers, plans to increase client number 20x with pre-seed funding.

Ondecare — Seed Stage

Industry/Sector: Health & Wellness
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,000,000.00
Current Funding: $120,000.00
Multiple: <=1x

Description:
Problem: Supporting aging in place can be hard on the family. There seems to be shortgage of caregivers because caregivers are usually underpaid so that they find other jobs as alternatives and that most caregivers have no business expertise to be successful independent caregivers.
Solution: Connects pre-vetted caregivers and education professional with families needing on demand in-home care for children, parents, or individuals with special needs. Its platform provides realtime matches to caregivers and allows for efficient pricing negotiations. The platform also creates value for caregivers as it allows caregivers to control pay, control schedule, and have access to tools & supports they need.

Business Model: Pricing negotiated between family and caregivers, Ondecare takes 20%

Traction: in 2021, 2,800 fulfilled care events (2x YoY), Spent from repeat clients up 43% YoY, +3 B2B clients (using Ondecare for employee benefit)

Two To Tango (TTT) — Convertible Stage

Industry/Sector: Social
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $160,000.00
Current Funding: $270,000.00
Multiple: 1-5x

Description:
Problem: Even though events bring people together, very few leave them having made meaningful business networks.

Solution: TwoToTango is an event-based B2B matchmaking platform that links attendees with similar business interests together, so attendees will always find exactly who they are looking for.   TTT provides real-time analytics that lets organizers see number of matches, meetings, and deals made as well as who comes; while it sets up future meetings and connections with event attendees after.

Business model: SaaS, with subscription pricing; tiered based on events

Traction: Sponsoring tech events in Boston and New York

PennyChain — Seed Stage

Industry/Sector: Asset & Financial Management & Trading
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $0.00
Current Funding: $120,000.00
Multiple: error

Description:
Problem: Investing in crypto is confusing and perceived as excessively risky.

Solution: PennyChain is a platform aiming to democratize DeFi by allowing investors to automatically invest their pocket change. Investors create a suitable risk profile and PennyChain optimizes investment accordingly. They use coin bundles to reduce volatility and leverage a 256-bit secure encryption.

Business model: Unclear, possibly commission per transaction

Traction: Beta stage, not live yet

Cubtale — Seed Stage

Industry/Sector: Healthcare
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $220,000.00
Current Funding: $130,000.00
Multiple: <=1x

Description:
Problem: There isn't an easy and connected solution to track and manage routine vital care of a baby; millennial parents log billions of data points in various locations.

Solution: Cubtale is the first platform that captures and links routine care data to caregivers, experts, baby services, and baby products. Cubtale links "Cubs" or smart buttons according to specific tasks (breastfeeding, diapers, vitamin, etc) next to the location the logging takes place. The data from all the buttons are then synced on an app and also accessible through smart watch for compiled data overview and logging. Based on statistics, they analyze data to offer recommendations for products and services.

Business model: $5/month for each cub and up to $7/month for app/watch users only; product matching anywhere from $50-300.

Traction: in 3 months and $0 marketing: $6K cub sales and 6 months: 10K app users, 4.9 star ratting, 80% of logging from cubs buttons. Awarded #1 coolest parenting tech and Mom's Choice Award by USA Today

Deck

Videolity — Seed Stage

Industry/Sector: AI, Fashion E-Commerce
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $120,000.00
Current Funding: $120,000.00
Multiple: <=1x

Description:
Problem: Consumers may see a product they like in videos and want to know where they can purchase it. Companies miss out on revenue opportunities of monetizing from videos.
Solution: Videolity is an AI software that provides a list of items shown in videos. Videolity can create "shoppable videos" for retailers/brands, which have an instant buy option for consumers.
Their next steps is to target streaming and video sharing platforms and provide analytics from detailed metadata.
Business Model: B2B Says company. Two pricing models- flat subscription fee or pay-as-you-go (based on API calls and video usage)
Traction: currently in talks with Ikea Turkey and few medium size retailers.
There currently raising another $250K at a $4M cap valuation.

DB Creations — Seed Stage

Industry/Sector: Gaming
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $150,000.00
Current Funding: $150,000.00
Multiple: <=1x

Description:
Problem: In the present, virtual games are more often than not isolating and pull players away from local social groups, unlike past offline games.

Solution: DB Creations builds VR and AR games meant specifically for shared gaming experiences. Mobile AR market is growing extremely fast, with examples like Pokemon Go and Niantic. DB Creations has developed table Trenches, a multiplayer AR strategy game, Operation Living Room, a joint partnership with Snapchat's Ghost Innovation Lab, and Park Scale, their next product.

Business Model: Own game releases on the App store and partnerships with other social media apps, ie. Snapchat.

Traction: So far 4 products launched, with latest operation Livving Room set to launch this July.

Deck

TeamOut — Convertible Stage

Industry/Sector: Personal & Professional Development
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $600,000.00
Current Funding: $500,000.00
Multiple: <=1x

Description:
Problem: Booking team retreats for teams is especially difficult, with large party numbers, tight budgets, and planning itineraries.

Solution: TeamOut is the Airbnb for team retreat venues, selecting unique venues like ranches, homes, and boutique hotels with guaranteed room privacy, catering, meeting rooms, common spaces, and team activities. Locations are vetted for their ability to support corporate needs and optimized for nearby airports. Great for teams of 15-300 people.

Business Model: 10% charge on all services booked through TeamOut.

Traction: Parters with 6+ boutique hotel and ranch franchises and used by 6+ large corporations and startups.

Feather — Convertible Stage

Industry/Sector: Asset & Financial Management & Trading
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $500,000.00
Multiple: <=1x

Description:
Problem: 90% of startups don't have financial infrastructure to offer employees 401k support because there is often overhead compliance, doesn't scale in pricing, and takes time to onboard.

Solution: Feather is a fintech platform offering 401k to founders and early team members. For founder-only startups, 401k saves income taxes and builds safety net; for growing startups, 401k helps hire and retain top talent. Onboarding takes <20 minutes, with full set of financial tools and forecasting reports, monthly compliance updates and

notifications. Offering integration witht payroll provider, annual IRS and DOl compliance, range of stocks and ETFs available.

Business Model: $79/month/plan + $8/month/active participant

Traction: Unknown, just released product as part of YC22

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https://vert.run — Seed Stage

Industry/Sector: Consumer
Mobile App
Health and Wellness
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $350,000.00
Current Funding: $120,000.00
Multiple: <=1x

Description:
 Vert.run is the home for the trail running lifestyle. Users are able to
follow training plans designed by the top Ultrarunners in the world, do video
workouts, engage with curated running content, and connect with trail runners
from over 100 countries to stay motivated and inspired. Paying members can
access weekly coaching and get personalized answers from their Vert.run coach,
giving them an experience that is catered to the individual.

Joggr — Seed Stage

Industry/Sector: Data & Document Management
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $120,000.00
Current Funding: $120,000.00
Multiple: <=1x

Description:
Generative AI platform that automatically generates new documentation and updates existing ones as developers
write code.

Loki.code — Seed Stage

Industry/Sector: Blockchain
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $144,000.00
Current Funding: $120,000.00
Multiple: <=1x

Description:
No-code solution for building Smart Contracts. Fully customizable and already audited.

Kai — Dead Stage

Industry/Sector: Health & Wellness
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $120,000.00
Multiple: error

Description:
(not a startup) Allows ChatGPT to live in your iPhone keyboard.

Pair AI — Convertible Stage

Industry/Sector: Education & Training
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $500,000.00
Multiple: <=1x

Description:
AI-based mobile-first education platform

Linum — Seed Stage

Industry/Sector: Multimedia & Graphics
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $500,000.00
Multiple: <=1x

Description:
AI creative platform which allows everyone to make animated videos.

PentoPix — Seed Stage

Industry/Sector: Software
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $0.00
Current Funding: $120,000.00
Multiple: error

Description:
Generative AI solution that turns scripts to 3D animations.

Immigo — Seed Stage

Industry/Sector: Education & Training
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,400,000.00
Current Funding: $120,000.00
Multiple: <=1x

Description:
Learning English is tough. One-on-one classes are expensive, group classes lack speaking practice, and self-learning apps like Duolingo don't hold you accountable. At Immigo, learners can learn English effectively by quickly finding the right cohort of peers to practice with through enrolling in a structured English that works through a cost-effective peer-to-peer approach.

Dapple Security — Seed Stage

Industry/Sector: Monitoring & Security
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $20,000.00
Current Funding: $120,000.00
Multiple: 5-10x

Description:
Market themselves as the first passwordless login that is truly phishing-resistant and purpose-built for enterprises, using biometrics only.

Akin Mental Health — Convertible Stage

Industry/Sector: Health & Wellness
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $0.00
Current Funding: $200,000.00
Multiple: error

Description:
Akin Mental Health is on a mission to meaningfully improve the wellbeing of families affected by severe mental illness. We're building tools including skill building, care management and community support to help families manage disorders like schizophrenia, bipolar disorder and severe depression.

Endless Health — Pre-Seed Stage

Industry/Sector: Health Care
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $480,000.00
Current Funding: $180,000.00
Multiple: <=1x

Description:
We are a one-stop-shop for cardiovascular health. Empower yourself with research-backed info on your heart condition and how to prevent progression. Connect with a certified healthcare professional via video chat, messaging,

and goal-setting to stay accountable. Stay in control of your health journey with a single dashboard that combines key dataand behavior tracking.

RootNote — Seed Stage

Industry/Sector: Data & Document Management
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $480,000.00
Current Funding: $120,000.00
Multiple: <=1x

Description:
RootNote is a Saas tool for Content Creators that provides actionable insights through collecting data, such as growth insights for each content tyoe

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Equell — Pre-Seed Stage

Industry/Sector: Health & Wellness
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $770,000.00
Current Funding: $550,000.00
Multiple: <=1x

Description:
Equell offers a mobile app that helps people train to build a healthier relationship with technology.

TracFlo — Seed Stage

Industry/Sector: Accounting & Finance
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $1,000,000.00
Multiple: error

Description:

TracFlo is an online financial management platform that help contractors manage project risk. The platform provides a central location to create, track, and maintain all costs associated with your construction projects – from initial award, change orders, allowances, monthly billing, all the way to project closeout.

Along — Pre-Seed Stage

Industry/Sector: Collaboration & Project Management
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $980,000.00
Multiple: error

Description:
Along creates a shopping experience through staging environments. They work with short-term rental locations, vacation homes, boutique hotels, and co-living and working spaces. They partner with brands (furniture, design, art, cosmetic) who sell at a discount or give away their products for display at these spaces, and people who stay in or look at the space can buy the products on site, using an app that gives an in depth description of the products they encounter. It's a win for both space owners and brands - space owners receive discounted furniture and 10% commision on each buy, while brands who are looking for physical customer exposure can reach their target audience in a unique way.

Courage Theraputics — Seed Stage

Industry/Sector: Pharma
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,000,000.00
Current Funding: $1,000,000.00
Multiple: <=1x

Description:
Courage Theraputics is focused on creating pharmaseuticals which target eating disorders, an issue typically dominated by behaviorial treatments.

Unravel Biosciences — Grant Stage

Industry/Sector: Life Science/Drug Discovery

Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $1,000,000.00
Multiple: 1-5x

Description:
Unravel Biosciences has developed a vertically integrated computational platform to improve drug discovery. Instead of classic pharma, which takes a target of interest and develops drugs to bind that specific target, Unravel's platform screens many drugs in parallel for their real-world impact (e.g., the complete gene expression profiles and resulting physiological changes), reversing this process to identify the likely target(s) a drug is interacting with. Unravel's integrated system, a combination of cell culture, a scalable CRISPR-based disease model (tadpoles), and proprietary computational software, transforms the linear process of drug discovery into an iterative loop where the outputs are continually refined.

Particle Space — Angel Stage

Industry/Sector: Real Estate
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $650,000.00
Current Funding: $630,000.00
Multiple: <=1x

Description:
Problem: Building a real estate app is complex and expensive. $30B was raised last year to create real estate technology. 60% of funding goes to product development and 90% of startups will fail.
Product: Particle Space is the proptech-as-a-service platform that lets you embed powerful real estate features into your product by helping software developers build real estate apps faster with pre-built customizable templates.
Business Model: usage-based freemium SaaS model (70% conversion rate from free to paid plan)
Traction: $650K raised in July 2021, product released December last year, $1K+ CMRR (committed monthly revenue), powering 10+ real estate products, 5% churn rate, average LTV of $6,500, CAC up to $80, projected $3.3M revenue from 500 customers, currently working w/ real estate companies in Japan who manage billions (USD) in assets

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Growth Channel — Unattributed Stage

Industry/Sector: Advertising, Sales & Marketing
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $360,000.00
Current Funding: $1,000,000.00
Multiple: 1-5x

Description:
Problem: Planning marketing campaigns have people using numerous tools to actually execute an idea in addition to complications with outsourcing and other employees having to manually stitch all the compiled data together.
Product: Growth Channel is an automated marketing intelligence platform for research, planning, advertising, and campaign optimization.
Business Model: charges 10% on ad spend, subscription tier model
Traction: 19x growth LTM w/ agency customers from 15 to 300, 1900+ business users, 2.08% churn rate in the past month, 11x growth in ad spend in Q1, last month between $90-100K in MRR, average CAC of $75, monthly average spent per customer is $550, average LTV is $266K

Witty Works — Incubator/Accelerator Stage

Industry/Sector: Content Management
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $843,400.00
Current Funding: $780,000.00
Multiple: <=1x

Description:
Problem: Many companies want to become diverse and inclusive. Language is a simple and everyday tool to trigger and ensure sustainable change.
Solution: Enables companies to consistently apply inclusive language and brand voice through an AI-based writing assistant that makes world choices to be more inclusive (works in both English and German). Enterprise solutions also include SSO, team and personal anaytics, unconscious biase awareness, corporate language rule trainings, etc.
Business Model: B2B SaaS; Two sets of pricing for smaller companies vs larger companies
Traction: $310k run rate, 25 signed enterprise contracts, $600k in enterprise contracts in pipeline from 119 companies; Customers include: Microsoft, Deloitte, Accenture, UBS, Intel, Maxon, SwissLife, etc. Raising $2.2mm Seed round

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Retrievables — Seed Stage

Industry/Sector: Advertising Network or Exchange
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $185,000.00
Current Funding: $770,000.00
Multiple: 1-5x

Description:
Problem: Businesses across industries don't maximize income from past services.

Solutions: Retrievables is a B2B marketplace that connects businesses with law firms to collect on past due invoices. Companies enter invoices and on each account then attorneys on the shared account can easily find accounts suitable to their practice. With transparency in offers, Retrievables then connects the two parties. Collections law firms specifically operate on a contingency fee basis, only earning a percentage upon succeeding in the collection.

Business model: Retrievables takes a cut out of each successful offer depending on the amount of the account

Traction: Operating in beta mode

Storia — Seed Stage

Industry/Sector: Content Management
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $250,000.00
Current Funding: $620,000.00
Multiple: 1-5x

Description:
Generative AI solution that allows you to generate story boards and videos through text.

Relive — Unattributed Stage

Industry/Sector: Real Estate, Mobile Apps
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,100,000.00
Current Funding: $1,000,000.00
Multiple: <=1x

Description:

Relive is an app that helps real-estate "Locators" build their own businesses and avoid going through the process of doing all the work from deal-scouting to marketing while brokers take most the profit. Relive helps with the scouting and marketing work, so that Locators can focus on lead conversion.

Bonfire Analytics — Pre-Seed Stage

Industry/Sector: Advertising, Sales & Marketing
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $1,000,000.00
Multiple: error

Description:
Platform for healthcare device market intelligence and customer acquisition software specifically for the healthcare industry with AI enhancement to isolate regions/leads of greatest interest

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Doyobi — Seed Stage

Industry/Sector: Education & Training
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,000,000.00
Current Funding: $3,800,000.00
Multiple: 1-5x

Description:
Doyobi enables educators to teach science and coding in a fun and interactive way. Its guided courses integrate videos, quizzes, and projects to make teaching easy. Doyobi's courses are used in programs supported by Google and the Singapore government, as well as by educators from different parts of the world.

Candidate — Seed Stage

Industry/Sector: HR & Workforce Management
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,000,000.00
Current Funding: $5,000,000.00

Multiple: 1-5x

Description:
Candidate is the marketplace that empowers and incentivizes every person to be a recruiter for their network.

Spokn — Seed Stage

Industry/Sector: Conferencing & Communication
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $450,000.00
Current Funding: $4,130,000.00
Multiple: 5-10x

Description:
Spokn's bite-sized audio insights help companies develop their talent and build a culture of continuous learning
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Doc-doc — Corporate Stage

Industry/Sector: Healthcare
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $1,060,000.00
Multiple: 1-5x

Description:
Doc-Doc is your personal doctor in your pocket. With our app, powered by AI, you can connect instantly and affordably with certified doctors by 3 services: free chat, video consultation and house calls. We are developing a neural network to increase the accuracy of our doctor's diagnosis based on symptoms, patient history and, mainly, image recognition
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Babbly — Seed Stage

Industry/Sector: Education & Training
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $450,000.00

Current Funding: $2,620,000.00
Multiple: 5-10x

Description:
Babbly offers an AI-powered platform to track a baby's speech and language development. Analyze your baby's voice, Learn from experts and Get personalized activities from expertise and coaches. $175 4-week program
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Qoins — Seed Stage

Industry/Sector: Accounting & Finance
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $770,000.00
Current Funding: $3,030,000.00
Multiple: 1-5x

Description:
Qoins is an automated micro-payment platform that uses your spare change to help pay off your debts faster
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Geopipe — Seed Stage

Industry/Sector: Gaming
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $0.00
Current Funding: $2,520,000.00
Multiple: error

Description:
Geopipe leverages a cutting-edge AI pipeline to turn the real world into rich digital environments for gaming, simulation, architecture, and beyond. getting or creating 3D maps and 3D models of reality today is expensive, time-consuming, and often impossible. Geopipe delivers instant access to customizable maps and models of any scale and level of detail to use in your favorite software, game engine, or workflow.

Kidas — Seed Stage

Industry/Sector: Monitoring & Security
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $120,000.00
Current Funding: $3,120,000.00
Multiple: 20-50x

Description:
Kidas is an AI service that protects children from cyberbullying and online predators by alerting parents about potentially dangerous activities in their child's digital life.

Chums — Convertible Stage

Industry/Sector: Social
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $820,000.00
Current Funding: $4,080,000.00
Multiple: 1-5x

Description:
Chums is a 50,000+ community of friends sharing and recommending new products and services. it is a mobile and desktop platform to find, share and refer friends to our favorite products and services. People like millenials make so many decisions based on our friends' recommendations. Chums is the way to see what products and services friends use when you are looking for a new product or service.

HedgeHog — Seed Stage

Industry/Sector: Asset & Financial Management & Trading
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $350,000.00
Current Funding: $3,500,000.00
Multiple: 5-10x

Description:
Revolutionizing education technology and wellness care for families with children diagnosed with ASD and ADHD

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retrocausal — Seed Stage

Industry/Sector: Manufacturing, Warehousing & Industrial
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,100,000.00
Current Funding: $3,520,000.00
Multiple: 1-5x

Description:
Retrocausal leverages an AI-enabled camera that watches assembly line operators perform routine tasks, and offers audible and visual alerts when it notices a mistake, thereby improving skills training, task guidance, and analytics of front-line workers by parsing their activities through cameras and sensors.

Sugar — Corporate Stage

Industry/Sector: Social
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $400,000.00
Current Funding: $1,840,000.00
Multiple: 1-5x

Description:
Sugar is an app that seeks to transforms the residential experience inside apartment buildings. With the app, residents can perform all daily activities such as paying rent, submitting maintenance requests, unlocking doors and engaging with other residents. Property management can also monitor community engagement and customize unique smart integrations such as keyless entry, on-site dry cleaning boxes, video surveillance, smart lighting and more.

V One — Unattributed Stage

Industry/Sector: Software,
Information Technology
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $150,000.00
Current Funding: $1,200,000.00
Multiple: 5-10x

Description:

The easiest no code platform to build apps without hiring a dev shop, finding a CTO or learning to code.

Tribevest — Debt Stage

Industry/Sector: Asset & Financial Management & Trading
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $5,000,000.00
Multiple: 5-10x

Description:
Tribevest is the easiest and safest way to create an investor group with your friends.
Flow: 1. Assemble partners. 2. File your LLC. 3. Invest together.

Robomart — Seed Stage

Industry/Sector: Marketplace
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $2,250,000.00
Multiple: error

Description:
Robomart, Inc. is a full-stack robotics company that has created the world's first store-hailing platform and the fastest way to shop. Robomarts are on-demand mobile stores, engineered with cutting-edge tech, including automation, a proprietary checkout-free system, and purpose-built refrigeration.

AvidHrt — Option/Warrant Stage

Industry/Sector: Patient Monitoring
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $1,020,000.00
Multiple: error

Description:
Avidhrt has developed a handheld cardiac monitor with AI driven ECG rate and rhythm analysis, blood oxygenation analysis (pulse oximetry) and infrared temperature measurement. The Avidhrt Sense has superior accuracy, more consistent readings and enhanced diagnostic capability.

MicrobiomX — Debt Stage

Industry/Sector: Other Medical Devices
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,000,000.00
Current Funding: $3,680,000.00
Multiple: 1-5x

Description:
MicrobiomX provides a rapid, safe, reliable, and non-invasive way to restore a healthy intestinal microbiome. Specifically, MicrobiomX has developed an innovative device for safe, standardized, convenient processing of a stool sample into capsules or suppositories.

4D Biomaterials — Seed Stage

Industry/Sector: Biomedicine / Biomaterial
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $478.00
Current Funding: $2,840,000.00
Multiple: 100x+

Description:
4D Biomaterials develops novel solutions for the targeted and controlled regeneration of human tissue.

XOStem — Unattributed Stage

Industry/Sector: medtech, therapeutics
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $302,000.00

Current Funding: $3,020,000.00
Multiple: 5-10x

Description:
next generation treatment for Type 1 Diabetes and produces Engineered Exosomes.

Sonavi Labs — Incubator/Accelerator Stage

Industry/Sector: Healthcare
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,000,000.00
Current Funding: $1,760,000.00
Multiple: 1-5x

Description:
Sonavi Labs creates medical devices and software rooted in AI and applied to auscultation, the act of listening to body sounds. They aim to transform the way respiratory diseases and infections are detected and managed.

Lightning Law — Seed Stage

Industry/Sector: Legaltech
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $205,000.00
Current Funding: $1,210,000.00
Multiple: 5-10x

Description:
Lightning Law is focused on fixing the issues which come with operating in a remote environment and provide a complete, secure platform for attorneys to conduct testimony, mediations, and legal proceedings.

Parallel Bio — Seed Stage

Industry/Sector: Life science/Drug discovery
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None

Current Funding: $4,560,000.00
Multiple: error

Description:
Parallel Bio created a human 'immune system in a dish' to discover drugs and immunotherapies more likely to work in patients.

Bubo.ai — Unattributed Stage

Industry/Sector: Price Optimization Software
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,200,000.00
Current Funding: $1,160,000.00
Multiple: <=1x

Description:
Summary: Bubo.AI is an AI-driven willingness-to-pay based dynamic price optimization solution for B2B businesses.
Problem: Profit is one of the main indicators of business health but one of the most difficult metrics to manage successfully and consistently.
Solution: Bubo's algorithms identifies the optimal price a customer will pay for a product on a given day using ~50 internal and external parameters such as historical prices and volumes, seasonality, distance from customer, competitor and the profile of a customer. Their latest case study showed gross margin improvement of 19% in 8 weeks.
Traction / Partnerships: Bubo partners with academic institutions (Teesside University, Newcastle, Staffordshire, Cranfield) to drive pricing insights and AI partners like Microsoft. Paying customers including Tarmac.
Market: The Global Price Optimization Software Market size is estimated to be $882M in 2020 and expected to reach $2.3B by 2026, at a CAGR of 17.47%
Team: Alan Timothy -- MBA UCLA Anderson 1986; experience as CEO / Chief Data Scientist at various firms; has founded and sold three technology/data businesses

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Variational.ai — Seed Stage

Industry/Sector: AI Drug Discovery
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $3,500,000.00
Multiple: error

Description:

Problem: current standard of drug discovery is a structure-based exploration which is timely and expensive. Additionally, only a small segment of chemical drug space is explored with current drug discovery process.

Solution: variational.ai is developing an AI platform that searches a larger space of potential drug-like molecules to uncover drugs with similar property instead of structure.

Traction: COVID-19 drug discovery program w/ UBC ($1.3M CAD funding); Prostate cancer drug discovery program with Vancouver Prostate Centre; TDP1 oncology drug discovery pilot with adMare (hit rate ~30x higher than HTS)

Team: Handol Kim - Business leader/Serial Entrepreneur; Jason Rolfe - CalTech PhD '11, MIT BS '03

Market: the global market for Artificial Intelligence (AI) in Drug Discovery estimated at $589.5M in the year 2020, is projected to reach a revised size of $2.6B by 2026, growing at a CAGR of 25.7% over the analysis period.

QuoteMachine — Seed Stage

Industry/Sector: E-Commerce, Retail Tech
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,000,000.00
Current Funding: $4,580,000.00
Multiple: 1-5x

Description:

Problem: Today's digital commerce has lost the personal connection that most customers and store owners strive for.

Product: QuoteMachine is a software to help local retailers turn any in-store conversation into an online sale. When a customer leaves the store without buying, the sales associate sends them a personalized microsite that contains the list of the products they talked about. When the customer is ready, they can then order directly from the microsite.

Business Model: subscription fee plans, $49/month for basic plan, $89 for regular, $169 for premium + commissions from the partners they help

Traction: microsites have 70% conversion rate; last month alone, their 400 customers generated $20M in sales, integrating w/ leaders of SMB software ecosystem including Shopify, Lightspeed, and Quickbooks, $1K in average annual revenue per account

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RIIICO — Pre-Seed Stage

Industry/Sector: Multimedia & Graphics
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,000,000.00
Current Funding: $1,700,000.00
Multiple: 1-5x

Description:
Guy Adam Ailion: CEO
George Hart: (co-founder)

NPCx — Seed Stage

Industry/Sector: Gaming
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $0.00
Current Funding: $3,000,000.00
Multiple: error

Description:
Problem: Animating characters in video games, film and XR is a tedious and extremely expensive process, and the results are often less than ideal. The resulting animated characters lack fluid movements, do not interact smoothly with their environments and lack realism. Even worse, Non-Player Characters (NPCs) in video games often make decisions that are illogical or unrealistic.
Product: NPCx uses AI and machine learning to train neural networks that animate character movements frame by frame in real time—increasing the volume and quality of 3D animation at a rate that has never been seen before. This AI trained animation also results in fluid, natural animation that is modeled after how humans move and react to situations in the real world. Suite of products include:
- TracerX - faster motion capture tracking software
- AIMX - AI-generated, predicted character animations
- FacialX - facial recognition tracking
- BehaviorX - carbon copy of real players turned into NPCs
Business Model: licensing and service revenue; NPCx offers two tech licensing programs: 1) Throughput, whereby 3D assets and animation seconds will be gated and billed; and 2) Seat licensing, for productivity tools.
Traction: year 1 revenues of $248K and a AAA video game studio early adopter client; in late 2021, they entered into an agreement with one of the largest motion capture stages in NA; two working prototypes, AIMX and TrackerX

Ned — Series B Stage

Industry/Sector: Lending Platform
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $0.00
Current Funding: $3,510,000.00
Multiple: error

Description:
Problem: Business owners seek capital alternatives from organizations that aren't traditional lenders. New capital providers need technologies and infrastructure to make their operation fast, simple, and safe. Traditional lenders will lose due to high underwriting costs and inability to qualify business risk.
Product: Ned's all-in-one solution replaces outdated and piecemeal loan origination and servicing providers, contracting or legal solutions, and payments and money transfer providers. Ned transforms any organization into a revenue-based capital provider.
Business Model: charges monthly platform fees that are tiered based on a customer's platform requirements and the GMV they deploy
Traction: launched a first generation revenue-based financing platform and currently have four enterprise customers in an active pilot program

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Franshares — Seed Stage

Industry/Sector: Asset & Financial Management & Trading
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $1,400,000.00
Current Funding: $4,850,000.00
Multiple: 1-5x

Description:
Helping individuals invest and diversify portfolio through investing in franchises. Users can invest as little as $500 into well established franchises. Target Returns for the franchise portfolios are 16.00 – 21.86%. Franchise categories can be hair salons, gyms, services, etc. FranShares does the due diligence of picking out franchises with viable business models, and then creates a communal fund where FranShares users can pool their money. After a set holding period, FranShares then pays out monthly or quarterly dividends to investors, so they can start generating a passive stream of income.
Business Model: free for investors. "company makes money from the franchise organizations and by participating in its own portfolios."
Traction: over 1,500 people have signed up for the waitlist

UpKid — Seed Stage

Industry/Sector: Education & Training
Ranking LEL Gave: 2 out of 3

Funding when Pitched: None
Current Funding: $1,820,000.00
Multiple: error

Description:
Problem: Daycares are regulated by states to main a max student-to-teacher ratio. However, while 50% daycares have sufficient space take in more children, there is a childcare staffing shortgage. Therefore, for every 4 kids, there is only one spot available. Daycare waitlist are up to 18 months long.
Solution: An app that matches up daycares/preschools with early childhood professionals who need a more flexible job. Daycare can use the app to post spots available and get matched with qualified teachers. UpKid also handles paperwork, background check, and state training required for teacher licensing. Teachers can use the platform to have flexible schedule and get certified and trained to be qualified to work with children.
Business Model: B2B? Not very clear
Traction: as of Oct 2021, already working with 27 daycares in Utah within 5 months of launching
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Syncly — Seed Stage

Industry/Sector: Customer Relationship Management
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $500,000.00
Current Funding: $3,140,000.00
Multiple: 5-10x

Description:
Uses AI and GPT-3 to automatically analyze team's communications with customers, giving an early summary of how to avoid customer churn. Helps customer success, account management teams collect, organize, and analyze user feedbacks from various channels
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PairUp — Convertible Stage

Industry/Sector: HR & Workforce Management
Ranking LEL Gave: 2 out of 3

Funding when Pitched: $0.00
Current Funding: $2,650,000.00

Multiple: error

Description:
PairUp is a digital platform designed to connect and support staff across organizations. PairUp matches employees using a research-backed pairing algorithm and then helps staff get the ongoing support, learning, and connection that they need to thrive and grow at work.