

CRAIG: HELLO. GOOD EVENING AND WELCOME TO THE SECOND ANNUAL SWARM STARTER PITCH COMPETITION AT THE UNIVERSITY OF ROCHESTER, MY ALMA MATER. I'M CRAIG DUBITSKY, A LONG-TIME ENTREPRENEUR. THANK YOU FOR JOINING US. THE AIN CENTER FOR ENTREPRENEURSHIP INVITED ME TO M.C. THIS EXCITING EVENT. CAN'T TELL YOU HOW FLATTERED I AM. IF YOU CAN'T TELL, IT IS MODELED AFTER THE SHOW "SHARK TANK" AND YOU, THE AUDIENCE, WILL GET TO DETERMINE THE WINNER. FIRST, A BIT ABOUT YOUR HOST -- AIN CENTER FOR ENTREPRENEURSHIP. WHOOPS. I'M TOLD MY VIDEO ISN'T ON AND I KNOW YOU REALLY WANT TO SEE ME; RIGHT? A LITTLE BIT ABOUT OUR AIN CENTER FOR ENTREPRENEURSHIP. THE AIN CENTER HAS BEEN FOSTERING FOUNDATIONS SINCE 2006, OFFERING SPEAKER SERIES IN THE SPACE AND OF COURSE, POSITIONS AND FOUNDED BY MIKE AIN AND HIS WIFE AND BY DUNCAN MOORE, ENTREPRENEURSHIP HAS GROWN ACROSS THE UNIVERSITY REACHING ALL SCHOOLS AND DISCIPLINES. TONIGHT IS A SHOWCASE OF STUDENT ENTREPRENEURS WHO ARE ON A JOURNEY TO CHANGE THE WORLD FOR THE BETTER! THE TEAMS INCLUDE -- DRUM ROLL, PLEASE -- ADVANCED GROWING RESOURCES FOUNDED BY A TEAM OF GROWING UNDERGRADS. THEY ARE INVENTING GROWERS FOR QUICK AND EASY CROP DETECTION. AND EXER DIAGNOSTICS -- I HOPE I'M PRONOUNCING THAT OKAY IS DEVELOPING A DEVICE FOR MULTI-PLEX DETECTION OF COMMON ALLERGENS. HOSPIPAL, STUDENTS FROM ENGINEERING AND THE MEDICAL CENTER IS CREATING AN APPLICATION FOR PATIENTS TO COMMUNICATE ASYNCHRONOUSLY WITH HOSPITAL STAFF AND DATA ON SERVICE OPTIONS AND DIRECTORIES. PHOTON-NECK BY TWO STUDENTS IS AN INTEGRATED PACKAGING SOLUTIONS COMPANY THAT BRIDGES THE GAP BETWEEN ELECTRONICS AND INTEGRATIVE PHOTOINICS AND FOUNDED BY THE EASTMAN SCHOOL OF MUSIC IS DESIGNING AND CODING A PLATFORM THAT CONNECTS HIGH SCHOOL STUDENTS FOR ALL OF THE RESEARCH THEY NEED FOR THE COLLEGE APPLICATION PROCESS. THE TEAMS WILL PITCH IN FRONT OF A PANEL OF DISTINGUISHED JUDGES, WHICH I'M EXCITED TO INTRODUCE TO YOU ALL NOW. FIRST WE HAVE QUINCY ALLEN A SCIENCE BUSINESS ALUM THAT CURRENTLY SERVED AS CHIEF MARKETING OFFICER FOR IBM CORPORATION. QUINCY HAS EXTENSIVE EXPERIENCE IN ENTREPRENEURSHIP HOLDING POSITIONS AT XEROX AND GATEWAY AND NCR CORPORATION. HE SERVES AS CHAIR FOR THE AIN CENTER FOR ENTREPRENEURSHIP'S

ADVISORY COUNCIL. NEXT UP -- WE HAVE BRENNAN Mulcahey AND BRENNAN IS IN THE BOSTON AREA AT 424 CAPITAL LEADING TECHNOLOGY AT TECH-ENABLED SERVICES COMPANIES. HE ALSO SEVERS AS CHAIRMAN OF THE AIN CENTER FOR ENTREPRENEURSHIP'S ADVISORY COUNCIL. NEXT UP WE HAVE SONG PAK GENERAL COUNCIL AND CCO OF REVOLUTION GROWTH WHICH IS FOUNDED BY STEVE CASE OF AOL. AND SONG HAS EXPERIENCE IN LAW AND REPRESENTING CLIENTS IN VENTURE CAPITAL, PRIVATE EQUITY, AND OTHER INVESTMENT FUNDS. ROUNDING OUT OUR JUDGES IS HAWA SULTANI AND BEFORE EMBARKING ON BUSINESS SCHOOL SHE SPENT SEVERAL YEARS IN THE HEALTH CARE AGENCY INCLUDING SERVING AS RESEARCHING AUTO-IMMUNE DISEASES. SHE IS FAMILIAR WITH VENTURING IN CAPITAL AND THE FUND FOUNDED BY DAN LAZERICK HAS GENEROUSLY AGREED TO SPONSOR TONIGHT'S SWARM STARTER EVENT FOR THE SECOND CONSECUTIVE YEAR. THE IDEA FOR THE SWARM CENTER ORIGINATED WITH THE ADVISORY COUNCIL. SO WE WERE EXCITED TO SEE IT BECOME A REALITY LAST YEAR AND EVEN MORE THRILLED TO SEE IT CONTINUE HERE, IN 2020, IN THE MIDDLE OF A PANDEMIC, NO LESS. NOW, ONTO THE RULES. HOPE YOU GUYS ARE READY. THE FIVE TEAMS HAVE FARED -- EXCUSE ME. THEY PREPARED FIVE-MINUTE PITCH VIDEOS. AFTER THEIR PITCH, EACH TEAM WILL HAVE SEVEN MINUTES OF LIVE QUESTION-ANSWER-ANSWERS WITH OUR ESTEEMED JUDGES. THERE WON'T BE ANY TIME FOR, LET'S SEE, INTERPRATIVE DANCE. THERE WILL NOT BE ANY INTERPRATIVE DANCE TONIGHT. NONE OF THAT. JUST OLD-FASHIONED Q&A AFTER THE PITCH. ONLY THE JUDGES ARE PER M&TED TO ASK QUESTIONS. ONLY THE JUDGES WILL STATE IF THEY ARE IN OR OUT AND IF THEY WOULD PERSONALLY INVEST IN THE STARTUP. THE WINNER WILL BE DECIDED BY A COMBINATION OF THE JUDGES AND YOU, THE AUDIENCE MEMBERS, OR THE HIVE. PLEASE TAKE THE JUDGES' FEEDBACK INTO ACCOUNT WHEN MAKING THE DECISION, AND CHOOSE WISELY. THE PRIZE IS SUBSTANTIAL -- \$20,000 IN CASH AND A PASSPORT BY THE ONE VALLEY. WHEW! THAT'S PRETTY SERIOUS STUFF. NOW, YOU MAY HAVE NOTICED THE VOTING BUTTON ON YOUR SCREEN. THE POLL WILL ONLY BE ACTIVATED AFTER ALL FIVE TEAMS HAVE CONCLUDED THEIR PITCHES AND Q&A SESSION WITH THE JUDGES. I'LL ANNOUNCE WHEN THE VOTING WINDOW OPENS. AND YOU'LL ONLY HAVE FIVE MINUTES TO VOTE AND YOU'LL ONLY BE ABLE TO VOTE ONCE. [LAUGHTER] AFTER FIVE MINUTES, WE'LL CLOSE THE POLL, TALLY THE

VOTES, AND ANNOUNCE THE WINNER. AND I DON'T THINK I NEED TO INSERT ANY KIND OF BIZARRE COMMENT ABOUT VOTING AND TALLIES. BUT JUST KNOW, WE'RE GOING TO GET IT RIGHT. WE'RE GOING TO GET IT RIGHT ONCE. YOU'RE ALL GOING TO HAVE ONE VOTE, AND IT'S ONLY GOING TO COUNT ONE TIME. IT'S GOING TO BE FABULOUS. SO, WITH THAT, LET'S HAND IT OVER TO THE FIRST TEAM. UNIM8, YOU'RE UP.

AYAT: GOOD EVENING, EVERYONE. TODAY I'LL BE PRESENTING UNIM8 FOR STUDENTS TO GET INTO TOP UNIVERSITIES. OUR MOTTO IS LEARN FROM THE BEST TO BE BEST. AND THIS WILL MAKE A LOT MORE SENSE AT THE END OF THIS PRESENTATION. LET'S GO TO TWO YEARS BACK WHEN I WAS IN HIGH SCHOOL. I WENT FROM A STUDENT WHO WAS GETTING A MINUS TO STUDENTS BARELY PASSING ALL BECAUSE OF THE APPLICATIONS, AS I WAS COUNTING COUNTLESS NUMBER OF HOURS WITH THE COMPLEX INFORMATION, THE COMPLEX WEBSITES AND EVERYTHING SO DATA-HEAVY. FEELING CONFUSED AFTER SEEING THIS GRAPH? YOU'RE NOT THE ONLY ONE. THE STUDENTS THAT WE INTERVIEWED ALL SAID THAT THEY WERE AFRAID TO USE THIS APP CALLED NAVIANCE, WHICH IS OFFERED AMONG SCHOOLS WORLD-WIDE. AT UNIM8 WE DO THINGS DIFFERENTLY. WE FOCUS ON THE BEST OF THE BEST -- 35 TOP UNIVERSITIES AND 15 LIBERAL ARTS COLLEGES. THE SOLUTIONS THAT YOU SEE ON THE SCREEN ARE FOUR MAIN CATEGORIES. THESE HAVE BEEN DEVELOPED AND CREATED BY STUDENTS AND EXPERTS WITHIN THESE UNIVERSITIES. I WILL GET INTO MORE DETAILS IN THE NEXT FEW SLIDES. MEET KAMIL ADAM FROM NYU, ONE OF THE MODEL STUDENTS. HE'LL PROVIDE HIS JOURNEY VIDEO, WHAT WORKED AND WHAT DID NOT WORK THROUGHOUT THE UNI APPLICATION PROCESS. HE WILL ALSO PROVIDE HIS ADMISSION ESSAY AND COMMON AP SO YOU WILL BE ABLE TO SEE WHAT A NYU ESSAY LOOKS LIKE. FURTHER YOU'LL BE ABLE TO SEE THE DENTAL GUIDE WHICH FOCUSES ON NYU. LAST BUT NOT LEAST, YOU'LL HAVE THE ABILITY TO BOOK A MEETING WITH KAMHIL AND THE PROCESS AT NYU BUT ALSO LEARN ABOUT THE CULTURE OF THE SCHOOL. WE ALSO BRING IN EXPERTS FROM THESE UNIVERSITIES -- PH.D. STUDENTS FROM THE LANGUAGE DEPARTMENT WILL HELP YOU WITH YOUR ESSAY, FINANCIAL AID OFFICERS WILL PROVIDE CONTENT ON CSS AND FAFSA AND HELP US DEVELOP A FINANCIAL AID CALCULATOR. ISO OFFICERS WILL TELL YOU HOW TO ACE YOUR VISA INTERVIEW, AND

WHAT THE PROCESS LOOKS LIKE OUR BUNDLE PROCESS HAS COMMON APPS THAT ARE MADE BY STUDENTS AND DENTAL SCORE AND DENTAL GUIDES. OUR EXPERTS WILL HELP WITH FINANCIAL AID AND THE FULL VISA PROCESS AND FINANCIAL AID CALCULATOR. WE CHARGE SCHOOLS 1.5 TO 3K DEPENDING ON THE NUMBER OF STUDENTS AND \$49.99 DIRECTLY TO STUDENTS. ONCE YOU'RE IN OUR WEBSITE, YOU'LL BE ABLE TO BOOK SESSION WAS STUDENTS FOR \$49.9 AND ESSAYS. THE MARKET IS 200 MILLION STUDENTS WORLD-WIDE. 27% ARE IN PRIVATE SCHOOLS. HOWEVER, WE WOULD LIKE TO FILTER DOWN EVEN MORE WITH OUR INITIAL TARGET, WHICH IS 8,000 INTERNATIONAL SCHOOLS. THE UNIVERSITIES THAT WE'RE TAKING INTO ACCOUNT SEE 1.5 MILLION APPLICATIONS PER YEAR. I WENT TO UWC COSTA RICA FOR MY HIGH SCHOOL. OUR STRATEGY IS TO GET INTO THESE SCHOOLS AND THEN EXPAND WITHIN THESE COUNTRIES. THE UWC NETWORK IS A NATIONAL NETWORK WITH STUDENTS REPRESENTING 150-PLUS NATIONALALITIES. WHAT OUR WEBSITES INTRODUCE IN THESE SCHOOLS THEY WILL REFER TO THESE SCHOOLS BY THEIR HOME. AND THE REVENUE WITH THE COMBINATION OF 53 SCHOOLS AND 308 STUDENTS ONLY. IN YEAR TWO WE EXPECT TO GROW TO 500,000 AND IN YEAR THREE A 2-X GROWTH OF 300 MILLION. OUR TWO COMPETITORS ARE NAVIANCE AND CRIMSON. WHAT WE HAVE OVER THEM NUMBER ONE IS STUDENTS PROVIDING VALUABLE INFORMATION. NUMBER TWO -- IS THE ONE-STOP SHOP THE TEAM WE HAVE PROVIDING ALL OF THE NECESSARY INFORMATION OR THE UNI APPLICATION. AND NEXT, AFFORDABILITY. STUDENTS ARE SPENDING \$5,000 TO \$15,000. LASTLY WE CAN LOOK FOR THE GOOD AT ALL OF THE ACTORS WITHIN THIS MARKET. \$15,000 WILL BE USED TO BUY CONTENT FOR THE STUDENTS. AN ADDITIONAL \$5,000 WILL BE USED FOR ENTRANCE AND OUR TEAM IS MADE UP OF WEB DEVELOPERS AND FINANCIAL STUDENTS WHO HAVE LOCAL KNOWLEDGE OF DIFFERENT INTERNATIONAL REGIONS. WE ALSO SPEAK EIGHT LANGUAGES ALTOGETHER. THEREFORE, WE MAKE A PERFECT TEAM TO EXECUTE. THESE ARE THE REASONS WHY AT UNIM8 WE SAY "LEARN FROM THE BEST TO BE THE BEST." THANK YOU.

CRAIG: WOW. UNBELIEVABLE. OKAY, VERY, VERY EXCITING. SO HERE'S WHAT WE'RE GOING TO DO. WE'RE GOING TO ENGAGE WITH OUR JUDGES, SO LET'S SEE WHAT THEY HAVE TO SAY. HOW ABOUT, QUINCY, WILL YOU START US OFF?

QUINCY: YES, I WOULD. GOOD PRESENTATION. I LIKE IT BUT, GUYS, I HAVE A COUPLE OF BASIC QUESTIONS. WHAT'S THE -- IS THERE ANY TECHNOLOGY DIFFERENCE BETWEEN YOU AND THE LEADERS IN THE MARKETPLACE TODAY?

ZACHARY: SURE, I CAN FIELD THAT QUESTION. WE ARE IN THE TECH BUSINESS. AND WE HAVE A WORD PRESS SITE AND WE CAN BUILD SOME HTML AROUND THAT. REALLY WE NEED TO CREATE VIDEO CONTENT AND CONNECT PEOPLE TO STUDENT MENTORS WHO ARE SORT OF RANKED ON OUR PLATFORM. I WOULDN'T SAY TECHNOLOGY IS OUR MAJOR DIFFERENTIATOR.

QUINCY: OKAY. WHAT IS YOUR MAJOR DIFFERENTIATOR AND WHAT KEEPS THE LEADERS IN THE MARKETPLACE TODAY FROM COPYING YOU? SO IF YOU HAVE A START AND YOU DON'T HAVE ANY BARRIERS, WHAT PREVENTS THE LEADERS FROM JUST COPYING YOU AND DOING THE SAME THING? IS. ZACHARY: SURE. I CAN DUPLICATE THERE TO CHRIS ON WHY AND THE MODEL IS STUDENTS AND HAVING STUDENTS AT MANY UNIVERSITIES THAT CAN BE ACCESSED ON OUR SITE.

AYAT: SO I CAN GO AHEAD AND ANSWER THAT QUESTION. THE MODELS WE CREATE ARE INITIALLY THE MODEL STUDENTS. RIGHT NOW WE HAVE ALL THE 50 SCHOOLS, MODEL STUDENTS FROM ALL 50 SCHOOLS. WE ARE ABLE TO DO THAT IN LESS THAN A MONTH BECAUSE WE HAVE NETWORKS WITHIN THESE SCHOOLS. FOR EXAMPLE, THE NETWORK I SPOKE ABOUT, ALL THE STUDENTS ARE PRESENT IN THESE SCHOOLS. FURTHERMORE, CHRIS IS THE FOUNDER OF CROSS-CAMPUS LABWORK WHICH ARE THE TOP SCHOOLS INCLUDING U OF M, BROWN. THAT'S HOW WE RECRUITED THESE PEOPLE, THE MODEL STUDENTS, FROM THESE SCHOOLS. SO THAT IS ONE BARRIER TO ENTRY THAT WE SEE AND, YEAH. COLLISION, IF YOU WANT TO ADD ON, CAN YOU GO AHEAD.

CHRISTOPHER: ONE LAST THING TO ELABORATE ON WHY THE IDEA OF MODEL STUDENTS IS A KEY DIFFERENTIATOR. IT ALLOWS RELATIONSHIP. AND GOING INTO PRESTIGIOUS SCHOOLS

THAT THE STEREOTYPE IS THAT YOU HAVE TO KNOW SOMEBODY. AND WHAT WE'RE PROVIDING IS THAT CONNECTION, THAT PERSON WHO KNOWS EVERYTHING FROM THE SPECIFIC COURSES IN THE DEPARTMENT, ALL THE WAY DOWN TO THE -- THE GOOD DINING HALL FOOD.

OKAY.

AYAT: ONE LAST THING, IF I COULD JUMP IN AND ADD A LITTLE MORE. SORRY ABOUT THAT. THE MODEL STUDENTS ACTUALLY IS A HUGE SELLING POINT. BUT THAT'S BECAUSE WHEN YOU ARE APPLYING TO THESE SCHOOLS, NOT ONLY DO YOU NOT HAVE THE INFORMATION ABOUT HOW TO GET INTO THESE SCHOOLS; RIGHT? SO LET'S -- LET'S TAKE THIS ZOOM CALL INTO CONSIDERATION. AND IF ALL OF THE STUDENTS GOT PERFECT SCORES OVER HERE, AND IF YOU'RE APPLYING TO HARVARD, THEN ONLY 6% OF THOSE STUDENTS WILL BE ACCEPTED. SO OVER HERE, WE'RE ACTUALLY GIVING SOME SORT OF INSIDER EDGE, INSIDER, UHM, STRATEGIES; RIGHT? SO THESE ARE STUDENTS THAT HAS BEEN -- THEY'RE IN THESE SCHOOLS, THEY'RE NOT SOME EXPERT WHO NEVER WENT TO THESE SCHOOLS AND THEY KNOW THAT THEY HAVE -- THEY'RE SUCCESSFUL WITH THEIR STRATEGIES. AND THAT'S WHAT WE'RE SELLING. IT'S KIND OF INSIDER TRAINING, IF -- IF THAT KIND OF MAKES SENSE.

QUINCY: GOOD ANSWER. GOOD ANSWER. CRAIG, I'LL TURN IT OVER TO THE NEXT JUDGE.

CRAIG: EXCELLENT. BRENNAN, HOW ABOUT YOU? ANY QUESTIONS?

BRENNAN: YEAH. GOOD JOB, TEAM. YOU ARE SAYING YOUR PRIMARY DIFFERENTIATOR IS THE QUALITY OF THE STUDENTS; RIGHT? MY QUESTION IS THE UNIT METRICS IF YOUR ONE-TO-ONE MEETING COSTS 29.99 TO THE PERSPECTIVE STUDENT, HOW MUCH ARE YOU PAYING YOUR MODEL STUDENT?

AYAT: I CAN TAKE THAT QUESTION. SO, FOR THE MODEL STUDENTS, WE'RE PAYING THEM A

LARGE AMOUNT. WE'RE PAYING THEM \$20 PER MEETING, SO \$20 PER HOUR. THAT'S A HUGE CUT FOR THEM. AS UNIVERSITY STUDENTS, I BELIEVE YOU WERE ALL UNIVERSITY STUDENTS, AT ONE POINT. SO THAT'S -- THAT'S A GOOD PAY FOR ANYONE, SO YEAH.

BRENNAN: OKAY. MY CONCERN WOULD BE, THOUGH, \$9.99 LEFT FOR YOU. YOU'VE GOT TO DO ALL THE MARKETING, YOU'VE GOT TO DO ALL THE BACK-END WORK. YOU'VE GOT A TEAM TO SUPPORT. THAT SEEMS PRETTY THIN.

AYAT: SO TO ANSWER YOUR QUESTION, OUR ENTIRE MODEL IS TO -- SO WE'RE SELLING SUB -- WE'RE SELLING A ONE-TIME PAYMENT; RIGHT? SO THE 49.99 WE CHARGE FROM B TO C, THAT'S WHAT WE'RE GETTING INITIALLY.

BRENNAN: OKAY.

AYAT: THAT'S WHAT WE'RE GETTING ON CONTENT, WHERE THE ONE-ON-ONE ARE MEETINGS AND PURCHASES AND THEY CAN BE LOOKING AT THE REVENUE AND THE B-TO-B MEETING, WHICH IS WHAT WE'RE FOCUSING ON NOW. WE HAVE THAT CONNECTION AND THAT INTERNATIONAL REACH, TOO. AND WE ARE ABLE TO GET INTO THESE SCHOOLS. THAT'S WHY, WITH THE B-TO-B MODEL YOU'RE GETTING 1.5 TO 3K.

CRAIG: OKAY. I'M JUMPING IN. WE HAVE ABOUT A MINUTE LEFT OR A LITTLE BIT OF A MINUTE SO SONG, HAWA, ANYONE HAVE A QUESTION?

SONG: SURE. I'LL JUMP IN REALLY QUICK. HAVE YOU A PROJECT A PLATFORM AND YOUR COMPETITOR. YOU ALSO HAVE A MENTOR THAT IS WORKING WITH THESE APPLICANTS. THAT OFTEN, RIGHT NOW, TAKES THE FORM OF CONSULTANTS THAT WORK WITH THEM. AND SO HOW WILL YOU ADDRESS THE FACT THAT TYPICALLY, WHEN SOMEBODY'S WORKING WITH A CONSULTANT, THEY ARE LOOKING AT A STRATEGY ACROSS SCHOOLS? THEY'RE NOT LOOKING AT A PARTICULAR SCHOOL. YOU KNOW, THE MENTORS ARE GREAT TO LEARN ABOUT A

PARTICULAR SCHOOL, BUT TYPICALLY, YOU'RE GOING TO WANT A CONSULTANT TO HELP YOU DEVISE A STRATEGY AGAINST A VARIETY OF SCHOOLS THAT YOU'RE LOOKING AT TO APPLY TO TO GET INTO.

SO I CAN ANSWER THAT QUESTION AGAIN. AYAT: FOR EXAMPLE, WHEN WE STARTED OUR DISCOVERY IT STARTED WITH A FACEBOOK STATUS. I POSTED ON FACEBOOK. WITHIN OVER A WEEK WE HAD HUNDREDS OF E-MAILS. I HAD MOMS FINDING MY WHATSAPP NUMBER AND REACHING OUT TO ME WHICH IS KIND OF DANGEROUS BUT, AT THE SAME TIME, KIND OF SATISFYING. AND THESE SCHOOLS. THESE SCHOOLS ARE THE BEST OF THE BEST, WE SAY. AND OVER HERE JUST TO GET INFORMATION REGARDING THESE SCHOOLS, LET'S SAY FIVE YEARS FROM NOW, I WON'T RELEASE THE INSIDE KNOWLEDGE OF THE UNIVERSITY OF ROCHESTER. SO WE HAVE -- WE GIVE THEM THE CURRENT STUDENTS. SO YOU GET INSIDER KNOWLEDGE OF THOSE SCHOOLS. SO THAT'S OUR VALUE PROPOSITION.

YEAH.

CRAIG: VERY COOL. I'M SORRY TO CUT YOU OFF. WE'RE GOING TO BE SUPER SUPER TIGHT ON TIME. WE'RE GOING TO MAKE SURE EVERY TEAM GETS THE SAME AMOUNT OF TIME. WE'LL PICK YOU UP ON THE NEXT GROUP, HAWA, AND WE'RE GOING TO MOVE ON, IF THAT'S OKAY. SO THANK YOU, UNIMA8 TEAM. IF YOU CAN PLEASE MUTE AND TURN OFF YOUR CAMERAS. NEXT UP, WE WILL HAVE EXIR DIAGNOSTICS.

HI, EVERYONE. THANK YOU FOR BEING HERE. I AM A ENGINEERING CANDIDATE AT THE UNIVERSITY OF ROCHESTER. I WILL BE ANNOUNCING AT -- ON BEHALF OF EXIR DIAGNOSTICS. WE ARE DEVELOPING A DEVICE. SO WHAT IS FOOD ALLERGY? A FOOD ALLERGY IS A MEDICAL CONDITION, IN WHICH EXPOSURE TO A FOOD TRIGGERS A HARMFUL RESPONSE. EVERY THREE MINUTES A FOOD ALLERGY REACTION SENDS SOMEONE TO THE EMERGENCY ROOM. 32 MILLION AMERICANS HAVE FOOD ALLERGIES AND THAT IS ONE IN EVERY 10 ADULTS AND ONE IN EVERY 13 CHILDREN. 51 % OF ADULTS AND 42% OF CHILDREN HAVE EXPERIENCED A SEVERE

ALLERGIC REACTION. AND THERE IS NO TREATMENT FOR FOOD WILL ALLERGIES. AND THAT MEANS THAT TESTING AND MANAGEMENT OF ALLERGIC REACTION ARE NECESSARY TO PREVENT SERIOUS HEALTH CONSEQUENCES. SO THERE'S A MARKET FOR FOOD ALLERGEN TESTING. AND IT IS VALUED AT \$660 MILLION. AND IT IS PROJECTED TO GROW TO \$1 BILLION BY 2025. THE MARKET IS DRIVEN BY STRINGENT FOOD-SAFETY REGULATIONS, GROWING ALLERGIC REACTIONS, AND INTERNATIONAL TRADE OF FOOD MATERIALS. THE MARKET IS ALSO BOOSTED BY INTRODUCTION OF NEW PRODUCTS WITH VARIED FLAVORS. I GUESS WE ALL LOVE NEW FLAVORS. AND WHAT IS THE MARKET NEED? WE FOUND OUT THAT EVERYONE WANTS IT CHEAPER AND FASTER BUT WE FOUND OUT THERE IS A NEED FOR MULTIPLEX AND QUANTITATIVE DEVICE. WE ARE DEVELOPING A DEVICE FOR FOOD PRODUCTION MANAGERS AND WE ARE SAVING THEM 40% A YEAR, WHICH IS \$2,000 TO \$50,000 AND HOW DO WE DO THIS? BY AVOIDING LARGE NUMBER OF TEST KITS. THIS IS THE DESIGN OF OUR PATENTED MOLECULALAY DEVICE BY SYDOR TECHNOLOGIES. THIS CAN HAVE MULTIPLE APPLICATIONS. WE USE IT TO DETECT AN ARRAY OF ALLERGENS IN ONE SIMPLE TEST. WE HAVE DONE CUSTOMER DISCOVERY. OVER THE COURSE OF THE SUMMER, WE INTERVIEWED OVER 100 COMPANIES ALL ACROSS AMERICA AND ONE COMPANY IN EUROPE AND TWO COMPANIES IN SOUTH AMERICA. WE ARE VERY CONFIDENT ABOUT OUR BUSINESS MODEL, OUR REVENUE MODEL, PRICING TACTICS, AND OUR EXIT STRATEGY. OUR EXIT STRATEGY WOULD BE ACQUISITION BY KEY PLAYERS, LIKE ROMER LABS AND EUROFINIS AND NEOGEN. WE HAVE DEVELOPED A SYSTEM IN THE MARKET NOT CURRENTLY IN THE MARKET. WE HAVE IDENTIFIED THE SOLUTION. THERE IS NO MULTIPLEX DEVICE CURRENTLY AVAILABLE IN THE MARKET. WE'VE DECIDED TO EXPAND TO OTHER MARKETS, AND GROW A FOOTPRINT, AND OFFER A SPECIALIZED SOLUTION WHICH LATER INCREASES OUR CHANCE TO BE ACQUIRED BY THESE COMPANIES. THREE COMPANIES ARE FROM NEW YORK, ONE COMPANY FROM NEW HAMPSHIRE, ONE COMPANY FROM PENNSYLVANIA, AND ONE COMPANY FROM COLORADO ARE VERY INTERESTED IN OUR TECHNOLOGY. WE INTERVIEWED MOSTLY THEIR FOUNDERS AND CEO'S AND THEY EXPRESSED INTEREST IN OUR TECHNOLOGY. IF I ACTUALLY WANT TO HAVE A QUOTE FROM MR. BAHL HE SAID, QUOTE, "I WANT TO BUY IT RIGHT NOW." SO WHAT IS OUR SHORT-TERM PLAN? SINCE WE HAVE SIX CUSTOMERS LINED UP, WE DECIDED TO-GET A MVP

PRODUCT, SHIP THIS MVP TO OUR CUSTOMERS AND THREAT THEIR FEEDBACKS BY APRIL. IF WE WIN IT WILL HELP US GET VALIDATION FROM THESE CUSTOMERS. AND THIS WILL HAVE A POSITIVE IMPACT IN FOOD ALLERGEN TESTING. AND, FINALLY, I WOULD LIKE TO THANK THE AIN CENTER FOR GIVING US PERMISSION FOR PARTICIPATING IN THIS COMPETITION. I WOULD ALSO LIKE TO THANK THE JUDGES TO TAKE THE TEAM TO REVIEW OUR SUMMARIES AND WATCH OUR VIDEOS. I WOULD LIKE TO THANK THE AUDIENCE FOR BEING HERE. AND, FINALLY, I WOULD LIKE TO THANK THE OTHER TEAMS FOR THIS GREAT COMPETITION, AND ALSO WISH THEM SUCCESS W. THAT, I LOOK FORWARD TO YOUR QUESTIONS. THANK YOU SO MUCH.

CRAIG: OKAY. JUDGES, UNMUTE AND YOUR QUESTIONS, PLEASE. BRENNAN, PLEASE.

BRENNAN: I LIKE THE ALLERGENS AND THE INCREASE IN PREVALENCE, ET CETERA. HOW OFTEN DO THESE COMPANIES TEST THEIR PRODUCT?

FAKDR: WELL, IT DEPENDS. IT DEPENDS ON THEM AND SOME OF THEM DO HUNDREDS TO THOUSANDS A YEAR.

BRENNAN: AND WHAT IS A CUSTOMER WORTH TO YOU ON AN ANNUAL BASIS?

FAKHRADDIN AKBARI DOUBASH: SO THE AVERAGE FROM A CUSTOMER?

BRENNAN: YES, THE REVENUE FROM A CUSTOMER.

FAKHRADDIN: SO THE REVENUES FROM SMALL CUSTOMERS WILL NOT BE AS PROFITABLE, FOR EXAMPLE, MAYBE \$2,000 A MONTH. BUT SOME OF THE REVENUES FROM GETTING FROM LARGE COMPANIES, SOME OF THEM, 50,000 TESTS PER YEAR ARE GOING TO BE CLOSE TO \$100,000 A YEAR.

BRENNAN: I LIKE THE MARKET. WE'RE SUPPOSED TO SAY WITH WHETHER WE'D BE IN OR NOT. I

THINK I'LL BE IN ON THIS ONE.

CRAIG: FAN IT IS TICK. SONG, HOW ABOUT YOU?

SONG: YES. SO VERY WILL IMPRESSIVE. ONE QUESTION I HAVE AND IF YOU ADDRESSED IT AND I MISSED IT, I APOLOGIZE. WHAT IS YOUR FENCE AS FAR AS INTELLECTUAL TECHNOLOGY? IS THIS SOMETHING THAT YOU HAVE A PATENT AGAINST? HAVE YOU APPLIED FOR SOMETHING? WHERE ARE YOU IN THAT PROCESS? FAKHRADDIN AKBARI DOUBASH: WE HAVE PATENTED THE DEVICE. THE ORIGINAL TECHNIQUE IS PATENTED.

SONG: ALL RIGHT. AND THAT IS FULLY OWNED BY THE FOUNDERS OF THE COMPANY?

FAKHRADDIN: WE ARE NOT YET A COMPANY. IT IS THE PROCEDURE THAT WE HAVE INVENTED IN THE LAB, DR. ROBERTS' LAB, AND IT IS OWNED BY THE UNIVERSITY OF ROCHESTER.

SONG: IN TERMS OF THE PRODUCTION THAT YOU'RE GOING TO NEED, WHAT DOES THAT LOOK LIKE? WILL YOU USE THIRD-PARTY PRODUCTION TO DEVELOP THE TESTING KITS? IS THAT YOUR PLAN? OR WILL YOU ACTUALLY NEED TO CREATE SOME SORT OF A TESTING FACILITY FOR YOUR BUSINESS. TODD

FAKHRADDIN: SO WE CAN PRODUCE. AND WE NEED TO HAVE SUPPLIERS. BUT REGARDING PRODUCTION, WE CAN HAVE OUR OWN SPACE AND PRODUCE IT. IT DOESN'T NEED SPECIFIC THINGS BUT WE NEED TO BUY THEM. FOR EXAMPLE, WE NEED ANTIBODIES AND NEED TO BUY THEM. THEN WE NEED THE CHEMICAL PROCESSES AND PRODUCE THEM.

SONG: GREAT.

CRAIG: GO TO ANTIBODIES.COM AND PICK UP A COUPLE OF CASES OF ANTIBODIES.

FAKHRADDIN: RIGHT.

CRAIG: I'M GOING TO MOVE ALONG TO GET TO THE OTHER JUDGES. HAWA?

HAWA: GOOD JOB.

FAKHRADDIN: THANK YOU.

HAWA: AND MY QUESTION IS ON THE ELIZA TESTING BECAUSE I DID WORK ON THAT AND THE TESTING, WHAT IS DIFFERENT ABOUT WHAT THEY ARE DOING TODAY?

FAKHRADDIN: THAT IS A VERY GOOD QUESTION. ELIZA USES MULTIPLE STEPS WHICH USES MULTIPLE ANTIBODIES AND MULTIPLE CHEMICALS AND MATERIALS. HOWEVER, OUR TECHNIQUE REMOVES SOME OF THOSE PROCESSES WHICH, IN BETWEEN. IT NEEDS TWO ANTIBODIES BUT WE USE ONE ANTIBODY. ANODIZE LISA SOMETIMES TAKES TIME FOR GETTING RESULTS.

HAWA: AND MY QUESTION IS HOW DO YOU CONTINUE TO DRIVE REVENUE GROWTH IN THIS DEVICE THAT YOU HAVE?

FAKHRADDIN: RIGHT. IN MY SLIDE I SAID THAT IT IS GOING TO BE IN MONTHLY, YEARLY SALE OF THE CHIPS SO WE ARE GOING TO SELL THOSE CHIPS. HOWEVER, THE ASSET SALE, THE ONE-TIME ASSET SALE THE ONE READER THAT WE'VE DEVELOPED, WE HAVE DECIDED TO HAVE DIFFERENT FORUMS OR DIFFERENT -- DIFFERENT FORMS OF THAT DEVICE. AND ONE CAN BE MULTI PLEX. ONE CANNOT BE MULTIPLEX. ONE CAN BE QUANTITATIVE, ONE CANNOT BE QUANTITATIVE. WE HAVE OFFERED DIFFERENT FORMS OF OUR DEVICE THROUGHOUT THE TIME.

CRAIG: ALL RIGHT. THAT'S GREAT. WE'RE SKIPPING ON TO QUINCY WITH ANY QUESTIONS OR COMMENTS.

QUINCY: YEAH. JUST ONE QUESTION FOR YOU -- WHAT'S THE ERROR RATE OF THE CURRENT PROCESS? AND WHAT'S THE ERROR RATE OF YOURS? MEANING WHEN IS THERE A -- AN ALLERGEN IN THE PROCESS THAT YOU DON'T DETECT? SO WHAT IS THE IRER RATE?

FAKHRADDIN: SO I THINK WHAT YOU MEAN IT WOULD BE THE SENSITIVITY, FOR EXAMPLE, THE THRESHOLD THAT WE CAN DETECT. WE HAVE ACTUALLY SUBMITTED A PAPER WHICH WE HAVE IDENTIFIED THE SENSITIVITY. AND WE ARE CONFIDENT THAT WE CAN REACH THAT SENSITIVITY NECESSARY FOR MULTIPLE ALLERGENS, MEANING THAT FOR DIFFERENT ALLERGENS, THERE SHOULD BE DIFFERENT ERROR RATES. BUT WE CAN MEET THAT AND BE CONFIDENT THAT THERE IS NO ERROR ON MEASUREMENTS.

QUINCY: OKAY. ALL RIGHT. SO THERE WOULD NEVER BE A CASE WHERE THERE -- THERE IS SOMETHING -- I DON'T KNOW, LIKE PEANUTS IN THERE AND YOU DIDN'T DETECT PEANUTS BECAUSE IT WAS TOO LOW? BUT SO DO YOU MATCH THOSE TWO THINGS, THE WAY PEANUTS ACTUALLY AFFECT ME? AND THEN THE LEVEL OF PEANUTS THAT YOU ACTUALLY FIND IN THE MATERIAL?

FAKHRADDIN: UHM, WELL, YES. WE NEED TO ACTUALLY DO THAT. I MEAN, MOST OF THE LABORATORIES NEED TO DO THIS BECAUSE IT'S IMPORTANT; THAT, FOR EXAMPLE, WHAT IS THE THRESHOLD -- THRESHOLD OF THE PEANUT? IS IT 5PPM OR IS IT 10PPM? WE'RE TRYING TO DEVELOP A DEVICE THAT CAN DETECT, FOR EXAMPLE, THERE'S 5PPM OF PEANUTS IN THIS CEREAL. BUT DEVELOPING PROCEDURES OR -- OR -- OR -- OR INSTRUCTIONS ON -- ON, FOR EXAMPLE, WHAT DOES THIS MEAN? IT'S -- IT IS OUR -- IT IS OUR NEXT PLANS. WE HAVEN'T

DECIDED ON THAT YET.

QUINCY I LIKE IT, GUYS. I'D BE IN ON THIS ONE AS WELL.

FAKHRADDIN: THANK YOU SO MUCH.

CRAIG: OKAY. THANK YOU, EXIR DIAGNOSTICS. EXIR DIAGNOSTICS, IF YOU CAN PLEASE MUTE. IF YOU CAN PLEASE MUTE AND TURN YOUR CAMERAS OFF SO WE CAN GET READY FOR OUR NEXT SWARM PARTICIPANT. NEXT UP HOSPIPAL.

KENNY: GOOD EVENING. I WANT TO TALK ABOUT HOSPIPAL. OUR TEAM HAS ENTREPRENEURSHIP, SOFTWARE AND ENGINEERING. WE'VE COME TOGETHER TO SHARE APPLICATION IN THE HEALTH CARE INDUSTRY. HOSPIPAL CAME TO BE WHEN DERRICK, A CURRENT E-5 SCHOLAR NOTICED A DISPARITY IN HIS PATIENTS FROM DIFFERENT SOCIOECONOMIC BACKGROUNDS IN PUERTO RICO. AND THIS PLANTED THE SEEDS FOR WHAT HOSPIPAL WOULD BECOME. FAST-FORWARD 2019. THE U.S. SPENDS TWICE AS MUCH CAPITAL THAN ANY OTHER COUNTRY IN HEALTH CARE WORLD-WIDE. NONETHELESS, THIS SECTOR'S FRAGMENTED BECAUSE OF THE AGOLOPIZATION IN COMMUNITIES WITH A WIDER GAP. AND THIS IS ALSO THE CASE WHEN HOSPITALS HAVE LESS MOBILE APPLICATIONS OR REFRAIN IN DOING SO BECAUSE THE HEALTH CARE LACKS A BUDGET. AS A RESULT, THE HEALTH CARE TEAM FEELS ALIENATED FROM THEIR OPTIONS. THIS REALTY AFFECTS WHO AND WHAT HEALTH CARE IS PROVIDED BUT HOLDS POSITIONS TO HOLD ALL OF THE TOOLS TO HOLISTICALLY TREAT PATIENTS. HOSPIPAL GIVES PATIENTS CONTROL OVER THEIR HEALTH CARE EXPERIENCE BY PROVIDING A SECURE TELEHEALTH PLATFORM, IN WHICH THEY'LL BE ABLE TO STORE AND SHARE HEALTH RECORDS AND CONNECT WITH THEIR PHYSICIANS AND CARE TEAM AT ANY TIME AND PLACE, AND LOG SPACE AND SCHEDULE APPOINTMENTS THAT WILL TEAR DOWN THE BARRIERS THAT TEND TO PREVENTS HOLISTIC CARE. FURTHER MORE, PHYSICIANS WILL BE ABLE TO COMMUNICATE WITH THEIR PATIENTS AND PATIENTS' CARE TEAM DURING INTER AND INTRA-HOSPITAL TRANSFERS. WE'VE ALSO AGREED TO TEAM WITH THOSE WHO WILL

HELP DETERMINANTS AND ALLOW HEALTH AND SUPERVISED RELEASE COMMUNICATIONS BETWEEN PATIENTS, THEIR CARE TEAM, AND HEALTH INSTITUTIONS. CURRENTLY, WITH HALF OF THE MARKET IS DIVIDED AMONG BIG-NAME BRANDS AND THE REMAINING IS BUNDLED UP FROM SMALLER COMPANIES. AND THE COMPANIES AS WELL AS THIRD-PARTY APPS ARE ONLY CAPABLE OF WORKING WITH THEIR EHR SYSTEM. AND THIS RESTRICTS ABILITY TO SHARE ACROSS THE SYSTEMS AS WELL AS PHYSICIANS TO COMMUNICATE WITH PATIENTS AND OTHER PHYSICIANS OUTSIDE OF THEIR HOSPITAL NETWORK. AS A RESULT OF THIS, 72% OF THE MARKET DOESN'T CURRENTLY HAVE ACCESS TO AN APPLICATION THAT WORK WAS MULTIPLE EHR SYSTEMS. THIS IS VERY CRITICAL GIVEN THE DYNAMIC AND CROSS-SECTIONALITY OF THE HEALTH CARE INDUSTRY. AND OF THIS YEAR, THERE IS NO CINGULAR COMPANY THAT OVERCOMES THE THREE MAIN BARRIERS THAT WE DO. WE OFFER CAPABILITIES FOR PATIENTS TO COMMUNICATE WITH ALL OF THEIR DOCTORS IRRESPECTIVE OF THEIR NETWORKS AND DOCTORS WITH THEIR CARE TEAM, IRRESPECTIVE OF THEIR NETWORKS AND TO VIEW AN AMALGOMATION THAT IS STORED ACROSS DIFFERENT SYSTEMS. CURRENTLY, THE MAIN COMPONENTS OF THE APP INCLUDE: MY HOME, DAILY APPOINTMENT REMINDERS, MYCARETEAM FOR THE MYCARETEAM, MYHEALTH, A CATALOG OF SYMPTOMS FOR FUTURE REFERENCE AND HELPS THE HEALTH TEAM AND MYDOCUMENTS THAT CAPS PHYSICAL AND LAB REPORTS AND FINALLY, MYHOSPITAL THAT HAS THE ABILITY OF ABILITY TO SEARCH INFORMATION AND PROVIDE THE SERVICES. AND THIS SLIDE INCLUDES THE FEATURES DISCUSSED ON OUR CURRENT COMPLETED DEMO APPLICATION. HOSIPAL FOCUSES ON TWO KEY AREAS OF MARKETING -- PRICING AND PROMOTION. HOSIPAL OFFERS A SUBSCRIPTION-BASED MODEL THAT COSTS 50 CENTS PER PAT PER MONTH, ALONG WITH A ONE-YEAR FREE TRIAL WITH STANDARD FEATURES. WE ARE COMPETING ON PRICE TO MAKE THE SERVICE AFFORDABLE AS OUR CURRENT AUDIENCE IS NOT ABLE TO AFFORD THE CURRENT RATES. FOR PROMOTION THE HOSIPAL TEAM HAS INTERVIEWED AND SURVEYED DOCTORS ACROSS THE U.S. WHO HAS SHOWN INTEREST IN THE APP. IN FACT, WE ARE WORKING WITH A PEDIATRIC IMMUNOLOGIST, WHO IS COMMITTED TO ENDORSING AND WORKING WITH THE APP. OUR REVENUE MODEL IS BASED ON SUBSCRIPTION AS A FUNCTION OF PATIENT SIZE. FOR EXAMPLE, HOSIPAL IS PROJECTED TO START WORKING WITH HEALTH CARE INSTITUTIONS WITH AN

EXPECTED FIRST-YEAR PATIENT SIZE OF 5,200, WHICH IS BASED ON AN ESTIMATE OF A SINGLE SMALL-SIZED HOSPITAL. THIS PROVIDES A GROSS REVENUE OF 32,100 IN THE FIRST YEAR OF OPERATION. OUR HOSPITAL FAMILY IS REQUESTING \$20,000 IN FUNDING TO CONTINUE THE SECOND PHASE OF YOUR DEVELOPMENT AND INITIAL PHASE OF OUR MARKETING. THANK YOU.

CRAIG: OKAY. FANTASTIC. JUDGES AND TEAM HOSPITAL, AND JUDGES, PLEASE UNMUTE YOURSELVES AND SHARE YOUR CAMERAS. DO YOU HAVE ANY QUESTIONS? SONG?

SONG: SURE, SURE. GREAT PRESENTATION. WHAT I TOOK AWAY FROM THIS IS THAT YOU'LL BE FOCUSING ON THE SECTION OF THE POPULATION THAT WILL BE MEDICAID ELIGIBLE. AM I READING THAT PROPERLY?

ETHAN: YES, THAT WOULD BE TRUE. INITIALLY, OUR PLAN IS TO FOCUS ON LOW-INCOME AREAS. SO I GUESS THAT WOULD BE TRUE, YEAH.

SONG: OKAY. AND THE WAY THAT YOU WOULD TRY TO ROLL OUT IS BY GOING TO HOSPITALS, FOR EXAMPLE, COUNTY HOSPITALS IN THOSE AREAS?

ETHAN: CORRECT.

SONG: SO I THINK YOU PROPERLY IDENTIFIED IN YOUR MATERIALS THAT, OBVIOUSLY, THERE'S A BIG BARRIER TO ENTRY BECAUSE OF THE INCUMBENTS. A LOT OF THE TECHNOLOGY THAT YOU'RE LOOKING TO PULL TOGETHER MAKES SO MUCH SENSE; RIGHT? EVERYBODY IS LOOKING FOR THESE SORT OF PLATFORMS AND IT'S NOT LIKE THE TECHNOLOGY DOESN'T EXIST. IT HASN'T HAPPENED YET, PRIMARILY BECAUSE OF THE INCUMBENTS AND THE FACT THAT THIS DATA LIVES IN THESE SYSTEMS. SO HOW ARE YOU ALL GOING TO GET AGREEMENTS AND PUT API'S IN PLACE TO PULL THAT OUT? IT IS A VERY EXPENSIVE PROCESS?

JUSTIN: YEAH, I CAN TAKE THIS. I THINK THE -- THE -- OUR -- OUR PLAN FOR EXPANSION IS BY FOCUSING ON THESE LOWER-INCOME COMMUNITIES AT FIRST; RIGHT? THESE -- THE HOSPITALS IN THESE AREAS DON'T -- JUST DON'T HAVE ENOUGH MONEY TO USE THOSE BIG SYSTEMS. THEY OFTEN END UP USING THIRD-PARTY THINGS WHICH ARE OFTENTIMES LESS EQUIPPED THAN EPIC AND SERNER SYSTEMS. SO I THINK THEY'RE VERY OPEN TO IT. AND YOU KNOW, OUR PRODUCT FROM THERE CAN BE USED WITH EPIC AND STERNER SYSTEMS. HE WICK AND STERNER ARE BUILDING API'S SO YOU CAN BUILD THE DATA WITHIN THOSE SYSTEMS AND WE'RE ABLE TO USE THAT. AND THEN -- SO, YEAH. SO FROM WORKING WITH LOWER-INCOME COMMUNITIES, WE'RE ABLE TO WORK WITH ANYBODY; RIGHT? OUR ABILITY TO GROW; RIGHT? THERE'S NO COST TO US TO GROW, MORE OR LESS. AND WE FIND THAT EHR IS APPEALING. WE WOULD TAKE ON ROLES THAT EHR IS ON.

ETHAN: AND JUST TO ADD ON TO, THAT EHR'S HAVE DATA IN PLACE TO MAKE IT EASY TO CONNECT TO THEIR DATA. AND THESE RESOURCES ARE FREE. SO IT COMES DOWN NOT TO EPIC OR STERNER, BUT TO A PARTICULAR HOSPITAL THAT WOULD AGREE TO LET US ACCESS THEIR CONNECTION. AND THAT WITH EPIC AND STERNER IS MADE EASY ALREADY.

CRAIG: ALL RIGHT. LET'S MOVE ON TO OUR NEXT JUDGE. HAWA, WHAT DO YOU HAVE TO SAY? WHAT ARE YOUR THOUGHTS?

HAWA: YEAH. WORKING IN HEALTH CARE THAT YOU ARE TARGETING HERE, LOW-INCOME COMMUNITIES, ONE OF THE CHALLENGES YOU SEE DURING THIS PANDEMIC IS ACCESS TO THE INTERNET AND ACCESS TO TECHNOLOGY. I'M A LITTLE CONCERNED. HOW DO YOU PLAN ON OVERCOMING THAT CHALLENGE? YOU'LL BE SURPRISED THAT MOST LOW-INCOME COMMUNITY PATIENTS DON'T HAVE EVEN SMARTPHONES. IT SEEMS LIKE YOU GUYS ARE AN APP. SO WHAT'S -- WHAT'S THE PLAN TO OVERCOME THAT HURDLE?

JUSTIN: YEAH. I THINK, JUST, LIKE, UPFRONT, WE DON'T HAVE A PAMPHLET VERSION OF THIS. THE CORE TECHNOLOGY IS ON THE APP.

HAWA: MM-HMM.

JUSTIN: BUT WE DO ALLOW -- YOU KNOW, IF I WANTED TO, I COULD ADD -- MY PARENTS COULD ADD THEIR PARENTS ONTO THEIR APP. SO A FAMILY MEMBER WHO DOES HAVE, LIKE, A SMARTPHONE CAN USE ALL OF THE HOSIPAL FEATURE FOR THEIR LOVED ONES WHO DON'T HAVE SMARTPHONES. SO, AGAIN, THAT'S NOT LIKE A COMPREHENSIVE SOLUTION, BUT THERE ARE WAYS TO USE THE PRODUCT FOR EVERYONE.

HAWA: AND THAT WON'T CAUSE ANY HIPPA VIOLATION?

JUSTIN: YEAH. HAVE YOU TO VERIFY THAT THAT INDIVIDUAL IS A PARENT OF THEIR CHILD.

PAWA: I GOT IT.

JUSTIN: -- THAT SAME WAY.

CRAIG: SO WHAT DO YOU THINK, HAWA? BEFORE WE MOVE ON.

HAWA: IT IS GOING TO BE A PASS FOR ME. GREAT SOLUTION. I THINK THE BUSINESS MODEL NEEDS TO BE A LITTLE MORE CLEAR HERE.

CRAIG: ALL RIGHT. QUINCY, YOU'RE UP NEXT.

QUINCY: YEAH. ALL OF THE HOSPITALS TODAY HAVE SYSTEMS. YOU GUYS TALKED ABOUT API'S. IF YOU HAVE THIS ON TOP OF THE SYSTEM, WHO ACTUALLY BEARS THE COST? BECAUSE YOU'RE GOING INTO LOW-INCOME COMMUNITIES? I HAVE A SYSTEM TODAY. I KNOW THAT THIS IS GOING TO DO A LOT OF THE INTERFACE SO -- AND YOU SAID 50 CENTS PER -- UGH, PER USER. WHO BEARS THE COST OF THAT? THE HOSPITAL?

JUSTIN: CORRECT.

KENNY: MM-HMM.

ETHAN: YEAH.

CRAIG: OKAY. JUST BECAUSE WE'RE TIGHT ON TIME, QUINCY? WHAT ARE YOU FEELING? ARE YOU IN OR OUT OR --

QUINCY: I KIND OF LIKE IT BUT I'M WITH -- I THINK I'M WITH HAWA ON THIS ONE. LOW-INCOME COMMUNITIES, THEY -- THE FIRST BARRIER IS THE INTERFACE TO THE TECHNOLOGIES. SO, OFTEN NO INTERNET ACCESS NO, CELL PHONE, ET CETERA. SO I DON'T KNOW HOW THEY WOULD -- THEY'D ACTUALLY GET IT. SO I'M OUT.

CRAIG: ALL RIGHT. LET'S MOVE ON QUICKLY TO BRENNAN BEFORE WE RUN OUT OF TIME. BRENNAN, WITH A DO YOU THINK?

BRENNAN: I THINK IT IS GREAT YOU'RE GOING AFTER THIS GOAL. IT IS A BIG AUDACIOUS GOAL. THIS IS THE HOLY GRAIL OF HEALTH CARE. INTEROPERABILITY HAS BEEN SOMETHING THAT PEOPLE HAVE BEEN GOING AFTER FOR YEARS. MY SUGGESTION WOULD BE TO FOCUS. I KNOW YOU SAID API'S WOULD BE EASY BUT THERE'S A CEMETERY LARGER THAN MOUNT HOPE CEMETERY AND PEOPLE SAID THAT AND COULDN'T CRACK THAT CASE. I THINK IT'S GREAT YOU'RE GOING AFTER IT. MY QUESTION TO YOU IS: ARE YOU WILLING TO SPEND 10 YEARS OF YOUR LIFE TO DO THIS? AND LITERALLY TAKING 10 YEARS BEFORE YOU SEE SOME SUCCESS? BECAUSE HEALTH CARE ADOPTION IS SLOW AND HARD AND THERE ARE BIG SYSTEMS AND THAT WOULD BE MY QUESTION.

CRAIG

CRAIG: SO SOMETHING IN THE LAST 10 SECONDS.

ETHAN: YES. IN THE WEEKS WHEN WE SEE PROBLEMS IT MOTIVATED US. WHEN WE GOT INTO THIS WE HAD NO IDEA CLEARLY AND AS WE KEPT GOING, WE WOULD SEE MORE AND MORE PROBLEMS.

KENNY: AND I WOULD SAY IN THE PROCESS, WE SURVEYED DIFFERENT POSITIONS. [TEXT TONE]

KENNY: WE HAD THE OPPORTUNITY TO INTERVIEW A LOT OF DIFFERENT PHYSICIANS. THEY'VE EXPRESSED THAT -- LIKE YOU GUYS SAID THERE, IS THIS OPENING, THIS GAP THAT NEEDS TO BE BRIDGED. YEAH. LIKE JUSTIN AND ETHAN WERE SAYING -- [TEXT TONE]

KENNY: -- THIS IS SOMETHING THAT WE WOULD LIKE TO DO.

CRAIG: THANK YOU VERY MUCH. AND HOSPITAL, IF YOU COULD TURN YOUR CAMERAS OFF SO WE CAN HAVE OUR NEXT ENTRANTS INTO THE SWARM. NEXT PHOTONECT. LET'S SEE WHAT THEY'VE GOT.

HELLO, EVERYONE. WE ARE TEAM PHOTONECT. WE PROVIDE LASER TECHNOLOGY TO MULTIPLE RECEIVER COMPANIES WHICH WILL HELP THEM IN 50% COST REDUCTION. OUR TEAM CONSISTS OF SUSHANT, WHO IS THE C.O.O., MYSELF AS THE CEO, AND JAIME AS THE CTO AND JIM AS OUR INDUSTRY MENTOR. SO, NOW LET'S START WITH WHY WE NEAR PHOTONECT? DID YOU KNOW THAT 80% TO 90% OF A PHOTONECT IS PACKAGING? THE CURRENT SITUATION USES GLUE TO A PACKAGE AND BREAKS DOWN OVER TIME LEADING TO SUSCEPTIBLE CHANGES LEADING TO EXCESSIVE LABOR AND INCREASED TIME AND COSTS. WE CAME UP WITH A SOLUTION WHICH CAN PROVIDE BETTER PERFORMANCE AND SPEED. SO THIS IS A PHOTONIC CHIP WHERE THE MAGIC HAPPENS. NOW, YOU GET THE FIBER AND YOU FUSE IT WITH THE LASER TO MAKE A PERMANENT CONNECTION. THIS ONLY TAKES TWO SECONDS TO SPLICE, WHICH IS A

10 TIMES IMPROVEMENT IN THE TIME THAT IT TAKES CURRENTLY. WE HAVE ALSO SHOWN A SIGNIFICANT IMPROVEMENT BY FOUR TIMES. AND THIS ULTIMATELY LIGHTS TO A COST REDUCTION OF AROUND 50%. FOUGHT AND THERE ARE COMPANIES THAT ARE LIKE PHOTONECT AND THEN WE HAVE THE TRANSCEIVER. AND WHY DID WE HAVE THIS TRANSCEIVER? 2.3 IS IN THE DEVICES AND FROM HERE, 1.3 IS FOR THE FIBER AND PROCESSES. THE INDUSTRY IS EXPECTED A 13.5% GROWTH RATE THROUGH 2022. THESE ARE SOME OF THE KEY PLAYERS FOR OPTICAL TRANCE RECEIVER MANUFACTURING. WE SPOKE WITH OVER 150 OPTICAL TRANSEVER COMPANIES AND THESE ARE THE FEW INTERVIEWS THAT ACTUALLY STUCK WITH ME. THE MOST IMPORTANT ONE WAS WITH THE C.O.O. OF FABRINET, H A.R. PAL GILL. HE SAID THAT HALF 2X SHOWS THAT THIS SPACE LEADS TO TECHNOLOGY AND WE CAN ACHIEVE THIS. 39 OUT OF 40 COMPANIES SAID THAT PACKAGING IS VERY, VERY EXPENSIVE.

OPTICAL TRANCE RECEIVERS NEED NEW PARTNERS AND; HENCE, A NEW COMPANY AND THE FIELD REQUIRES MASS PRODUCTION FOR CAPABILITIES. THEREFORE, TO ENTER THE MARKET, WE'LL HAVE KEY PARTNERSHIPS WITH MANUFACTURERS AND LEVERAGE THEIR ESTABLISHED CLIENTS OF OUR CONSUMER BASE. AROUND 80% OF THEM OPERATE ON TRANSEVER MODULES AND IT IS LASER TECHNOLOGY FOR ADD-ON MODULES FOR THEIR PACKAGING EQUIPMENT. THIS WILL GIVE US INTEREST ACCESS TO THE MAJORITY OF THE MARKET, WHILE MAINTAINING A 50% MARGIN PER MODULE. WE ASK FOR A \$500,000 INVESTMENT FOR 10,000 STAKE IN THE PROTOTYPING. BECAUSE OF THE TECHNOLOGY, WE EXPECT HIGH RETURN ON INVESTMENT. THE INITIAL INVESTMENT WILL BE SPENT ON PROTOTYPING AND WE EXPECT TO EARN IN THE FIRST YEAR AND A HALF OF PROTOTYPING FOR SMALL COMPANIES, EACH FIBER ATTACHED COSTING \$300. IN THE SECOND HALF OF YEAR TWO -- WE WILL BEGIN SHIPPING FIRST UNITS TO THE ADD-ON MOD YULES FOR INTEGRATION INTO OUR SYSTEMS. AND THEREAFTER, WE WILL START EARNING THE MAJORITY OF OUR VENUE BY THE SALE OF THE PACKAGING COSTING \$200,000. THE MOST FEASIBLE MERGER WITH OPTICAL TRANSCEIVERS AND WITH THE GROWTH OF OUR COMPANY WE ARE PLANNING ON HIRING A CFO BY YEAR TWO.

THANK YOU.

CRAIG: WELL, THAT WAS FANTASTIC. PHOTONECT. JUDGES AND THE PHOTONECT TEAM PLEASE TURN ON YOUR CAMERAS AND UNMUTE YOURSELF. HAWA, IT IS YOUR TURN TO START. WHAT DO YOU THINK?

HAWA IMPRESSIVE PRESENTATION. OBVIOUSLY, I'M NOT FAMILIAR WITH THE SPACE. AND YOU SAID THAT YOU WANTED TO ADD ON TO WHAT PACKAGING EQUIPMENT THE MANUFACTURER ALREADY USES. AND DO YOU HAVE THOSE GOALS? PLACE?

YES. AND THIS IS WHAT THE MODULE CAN BE MAKING LIKE A MODULE HEAD WHICH YOU CAN ATTACH AND DETACH. SO WE'LL GET THAT CONSUMER BASED AS WELL AS FUTURE CONSUMERS. SO THAT'S WHY WE'RE DOING THIS.

HAWA: OKAY. AND I JUST HAVE ANOTHER QUESTION HERE. YOU SEEM LIKE YOU GUYS HAVE STRONG COMPETITORS IN YOUR SPACE. I'M CURIOUS TO HEAR, YOU KNOW, HOW DO YOU PLAN ON ACQUIRING SOME OF THESE CUSTOMERS? I KNOW YOU HAD MENTIONED A PARTNERSHIP WITH THAT BUT WHAT IS THE STRATEGY IN PLACE TO BEAT IBM AND SOME OF THE OTHER BIG NAMES YOU HAVE IN THERE?

JUNIYALI NAURIYAL YES THAT IS WHAT WE WERE TALKING ABOUT THE ENTRY OF THE MARKET. AND MOST OF THEM ARE BUYING FROM FI CONTACT AND IF WE GET INTO THEM, IT WILL BE EASIER GETTING IN WITH THE BIGGER COMPANIES, RATHER THAN A COMPETITOR.

HAWA: GOT IT.

CRAIG: ARE YOU THINK SOMETHING ARE YOU IN OR OUT?

HAWA: I'M IN. IT SEEMS LIKE IT IS IMPRESSIVE TECHNOLOGY. I'M IN.

CRAIG: EXCELLENT. LET'S MOVE ON TO OUR NEXT JUDGE. QUINCY? QUINCY, WHAT DO YOU THINK?

QUINCY: YEAH, ONE QUESTION. WHAT IS THE BREAK-EVEN POINT? YOU SAID THE ADDITIONAL EQUIPMENT THAT WAS REQUIRED WAS \$300,000. THEN HAVE YOU THE COST OF THE ACTUAL SOLDERING. SO WHAT IS THE BREAK-EVEN POINT? HOW MUCH VOLUME DO I HAVE TO DO BECAUSE BEFORE I SHOW SOME ADVANTAGE?

JUNIYALI: SO WHAT OUR PLAN WOULD BE, INITIALLY, WE ARE STARTING WITH PROTOTYPING SO WE GET CUSTOMER ACQUISITION. THEN WHEN WE'RE DOING THE MOD YULE, WHEN WE'RE SELLING THE MOD YULE, THE BREAK-EVEN POINT WOULD BE, I THINK AROUND, 10 UNITS SOLD. SO, YEAH. IT WOULD BE LIKE 10 OR 12 MONTHS, SOMETHING?

QUINCY: NO, I MEANT FOR THE -- I MEANT FOR THE CUSTOMER BECAUSE THE CUSTOMER IS GOING TO HAVE TO ACQUIRE THE ADDITIONAL \$300,000-MOD YULE.

JUNIYALI: RIGHT.

QUINCY: THEN THEY WILL HAVE TO SOLDER THE UNIT. SO HOW MANY UNITS -- HOW MANY LITTLE SOLDERS DO I HAVE TO DO TO BREAK EVEN ON THE \$300,000?

JUNIYALI: SO I THINK WE'RE ON AN AVERAGE NUMBER, I WOULD SAY ABOUT 10,000 UNITS. AND THEY ARE SHIPPING 200,000 UNITS PER YEAR. THEY WOULD BE ABLE TO GET THAT MUCH.

QUINCY: THANK YOU.

SUSHANT: JUST TO KNOW THAT THE THE PART OF THAT IS LOW, LIKE THE GLUE IS LOW. AND THE CHIP, SLIGHTLY MORE NUANCE.

QUINCY: SO YOU INCREASE THE YIELD; RIGHT? ALL RIGHT. I LIKE IT. I THINK I'M IN.

CRAIG: OKAY. LET'S MOVE ON. WE'VE GOT MORE QUESTIONS, MORE JUDGES. BRENNAN, WHAT DO YOU THINK?

BRENNAN: YEAH. I GUESS MY QUESTION IS -- WHY ISN'T ANYBODY DOING THIS ALREADY? YOU SAID THEY WERE USING GLUE PREVIOUSLY AND THIS IS A LASER PRODUCT. WHY ISN'T ANYONE DOING THIS CREATE?

JUNIYALI: SO THIS TECHNOLOGY IS KIND OF NEW. SUDDENLY, WITH THE SURGE OF COVID, PEOPLE ARE STARTING TO REALIZE THAT THEY NEEDED IT ORIGINALLY. AND PEOPLE HAVE BEEN DEVELOPING A LOT OF RESURGENCE ON THE CHIP AND NOT HOW TO PACKAGE IT. NOW THEY STATE THEY DON'T KNOW HOW TO PACKAGE IT BUT THEY HAVE THE DEVICES. SO THAT'S WHY THERE HAS NOT BEEN ENOUGH INNOVATION YET.

BRENNAN: GOTCHA. I THINK IF YOU ARE COMPETING ON PRICE, YOU'VE GOT TO BE A MAGNITUDE CHEAPER AND THE SLIDE SID 10X MAGNITUDE.

CRAIG: AND WHO ELSE IS IN?

QUINCY: I'M DOUBLY IN.

CRAIG: SONG, WHAT DO YOU THINK?

SONG IT IS A MEANINGFUL EVALUATION. I WOULD ASSUME YOU ARE PRETTY FAR IN THE PROCESS ON THE PATENT. AND IS THAT LIKELY YOUR ONLY SINGLE SALES CHANNEL? ARE THERE OTHER MAKERS THAT YOU COULD SIMILARLY PARTNER WITH, YOU KNOW? OR WILL YOU BE IN ANOTHER POSITION WHERE YOU KIND OF ARE NEGOTIATING JUST WITH ONE REAL DISTRIBUTION CHANNEL?

JUNIYALI: YEAH. BASICALLY, WE WOULD NOT BE GOING WITH THEM. WE WOULD BE LICENSING THEM AND THERE ARE COMPETITORS WITH THE 20% MARKET SHARE. AND WE WOULD TALK TO THEM BECAUSE IT IS JUST A MODULE. AFTER WE HAVE ENOUGH CAPITAL WE CAN MAYBE START PRODUCING OUR OWN EQUIPMENTS AND WE DON'T NEED THAT MANY PARTNERS LATER.

SONG: SO YOUR INITIAL USE OF PROCEEDS WHEN YOU RAISE MONEY IS GOING TO BE MOSTLY FOR EQUIPMENT. BUT THEN WHAT WOULD BE YOUR NEXT SORT OF PIECE IN BUILDING YOUR BUSINESS BEYOND THAT?

JUNIYALI: WE COULD START WITH AN APP, LIKE A CELL-PHONE CHARGER THAT COULD CHARGE ANY PHONE, RATHER THAN JUST A SINGLE ONE; SOMETHING SIMILAR TO THAT.

SUSHANT: YES. I WOULD ADD THAT THE REASON WE ARE DOING THIS PROTOCOL ARE ALL OF THE STAGES FOR THE SOFTWARE THAT'S REQUIRED. AND THIS IS WHY WE ARE PARTNERING.

SONG: I LIKE THE STRATEGY AND IT MODE. I'M IN.

CRAIG: OKAY. YOU'RE IN. GREAT JOB, GREAT PRESENTATION. I WANT TO THANK THE PHOTONECT TEAM AND THE JUDGES. IF YOU COULD ALL PLEASE MUTE AND TURN YOUR CAMERAS OFF. NOT THAT WE DON'T LIKE SEEING YOU. NEXT UP IS ADVANCED GROWING RESOURCES. LET'S HEAR FROM THEM.

HELLO, EVERYONE. WE'RE HERE WITH ADVANCED GROWING RESOURCES. I'M FRANCIS.

I'M HERI.

I'M RYAN.

AND I'M ANDREW.

WE AIM TO SAVE FARMERS TIME AND MONEY BY HELPING THEM DETECT PLANT DISEASE EARLY WITH CUTTING-EDGE OPTICAL TECHNOLOGY. NOW, I BET MOST OF YOU AREN'T FARMERS. BUT IF YOU'RE AT THIS COMPETITION, I WOULD GUESS YOU WANT TO OWN A HIGHLY PROFITABLE BUSINESS. WHAT IF THE EASIEST PATH TO ACHIEVING THAT DREAM WAS BY BECOMING A FARMER? THAT'S THE REALTY FOR THE NEW GOLD RUSH THAT IS SPECIALTY CROP-GROWING. MORE PEOPLE THAN EVER ARE MOBILIZING RIGHT NOW TO TRY TO MAKE THEIR FORTUNE, EVERYTHING LIKE CROPS LIKE CANNABIS TO SPECIALTIES LIKE WINE GRAPES. WHETHER THEY ARE OLD GROWERS OR NEW GROWERS FACING NEW CHALLENGES EVERYONE IS KEPT UP AT NIGHT BY PROBLEMS THAT CAN END THEIR DREAM. IT IS CLEAR THAT CROP DISEASE IS A CRITICAL CONCERN. IN FACT, IT COSTS THE GLOBAL AG INDUSTRY \$220 BILLION EVERY YEAR. BUT WHAT DOES THIS MEAN FOR THE AVERAGE GROWER?

AND TAKE ADAM TERRY A CANNABIS CROP CONSULTANT OUT IN THE FIELD. HE DEALS WITH A SITUATION WHERE GROWERS TRY TO CRAM TOGETHER AS MUCH PLANTS AS POSSIBLE TO MAXIMIZE THEIR PROFIT. THIS IS COMMON. AS YOU CAN TELL FROM THIS PICTURE, THESE PLANTS ARE NOT SOCIAL DISTANCING. WHETHER MISTAKES ARE MADE OR NOT DEADLY DISEASE CAN SPREAD LIKE WILDFIRE, CAUSING BILLIONS IN DAMAGE WHEN EACH PLANT CAN COST HUNDREDS. AND ADAM SAID THE FRAGILE SITUATION FARMERS FACE. SOME WANT TO BETATYPE THE DEVICE AND OUR SOLUTION IS ON HIGH VALUE AND LOW-RESISTANCE CROPS SUCH AS CANNABIS AND CITRUS. FURTHER MORE, FARMERS ARE LOOKING FOR LIGHTWEIGHT, QUICK AND INTEGRATED METHODS, AS OTHER PRODUCTS TAKE TOO LONG FOR TESTING. NOW

AS FAR AS OUR MARKET SIZE GOES, IF EVERYONE BOUGHT IN, YOU CAN SEE IN THE LEFT-HAND CORNER, WE WOULD RAKE IN \$4 BILLION. HOWEVER, IT IS MUCH MORE FEASIBLE TO FOCUS ON CROP GROWERS THAT HAVE TIME TO INVEST IN THIS TYPE OF TECHNOLOGY. GOING FURTHER INTO THE UPPER LEFT-LAND CORNER WE FOCUS ON TECH-SAVVY AND HIGH-VALUE CROPS ABOUT \$100 MILLION.

AND THE HANDHELD OPTICAL SENSOR LOOKS AT A PLANT'S HEALTH AND GROWTH. WE COMBINED THIS WITH A MOBILE SOFTWARE ON DATA ANALYSIS. AND WE ARE GETTING TARGET METRICS ANDMENT MAZING THE ENTIRE PROCESS SO FARMER WAS A SMARTPHONE CAN SCAN IN LESS THAN 10 SECONDS. AND THIS WILL RESULT IN ONE TO TWO YEARS OF RETURN ON INVESTMENT. AND HOW WE ADD VALUE: FARMERS SCOUT THE FIELD AND THEN WE LOOK AT THE DISEASE AND THE SOLUTION AND WE BRING THIS TO THE FIELD AND THIS AVOIDS PLANT INFECTION IN A CLEANER, HEALTH YEARER WAY, AS OPPOSED TO THE STRATEGY THAT THE FARMERS ARE CURRENTLY USING.

SO SUM THIS UP, OUR VALUE PROPOSITION IS: FOR COMMERCIAL CROP GROWERS AND CONSULTANTS WHO NEED TO CONTAIN PLANT AFFLICTIONS, AGR'S AGCORDER SEES BOND THE HUMAN EYE TO PROVIDE QUICKER AND EARLIER DISEASE DETECTION USING LEAF-LEVEL OPTICAL SCANNING AND DATA AGGREGATION. OUR PRODUCT IS FAR MORE COST-EFFECTIVE THAN OTHER SOLUTIONS AND AVOID HARSH CHEMICALS. AND OUR COMPETITION WE ARE BETTER BECAUSE WE HAVE LEAF-SCANNING FOR DISEASE BEYOND THE HUMAN EYE AND THE RESULTS AND WE DON'T SCAN THE ENTIRE FIELD, BUT WE DO INTEGRATE THE WAY FARMERS DO THINGS AND, OF COURSE, IT IS SMALL AND COST EFFECTIVE.

WE PRIMARILY AIM TO GENERATE REVENUE LIKE WHOLESALERS AND RETAILERS WHO CAN SELL OUR PLATFORM TO ESTABLISH RELATIONSHIPS. THEN USERS WILL BRING US RENEWABLE INCOME THROUGH SOFTWARE SUBSCRIPTIONS. HERE IS OUR PNL. WE PLAN ON FULLY EXECUTE THING MODEL AFTER OUR TEAM GRADUATES IN 2022 AND ACQUISITION BY A PARTNER AND WE COULD NOT HAVE ACCOMPLISHED THIS WITH OUR ADVISORS, MR. SCHMIDT

AND MR. MOORE AND PARTNERING WITH U OF R AND CORNELL AND COMPANIES LIKE PHOTONICS. WE NEED TO WORK FULL-TIME NEXT SUMMER INCLUDING BETA-TESTING OF THE NEXT GENERATION OF THE AG QUARTER SO THAT THE WORLD CAN SEE THE INVISIBLE WITH AGR. THANK YOU.

CRAIG: THAT WAS FANTASTIC. JUDGES AND AGR, PLEASE TURN ON YOUR CAMERAS AND UNMUTE. SONG, LET'S START WITH YOU.

SONG: GREAT PRESENTATION. I WOULD ASSUME THAT YOU HAVE SOME IP THAT YOU'RE IN THE PROCESS ON?

RYAN: YES, THAT'S CORRECT. WE'RE IN THE PROCESS OF GETTING AP. I'M NOT SURE WHETHER THAT WILL BE OWNED BY US OR THE UNIVERSITY. WE'RE CURRENTLY IN TALKS WITH THAT.

SONG: AND WHAT ABOUT THE PATENTS?

RYAN: WE ARE NOT THAT FAR ALONG ON THAT BUT WE HAVE A MODEL AS WELL.

SONG: I LIKE THE HARDWARE AND SOFTWARE AND THE QUESTION IS -- WHERE IS THE INFORMATION COMING IN? ARE YOU JUST GIVING READINGS TO A CONSULTANT THAT THEY KNOW HOW CROPS WORK SO THEY CAN READ IT? OR DO YOU ACTUALLY HAVE A DATABASE THAT IS FIGURING OUT THE DATA AND PUTTING IT OUT TO THE USER?

FRANCIS: SO NO FARMER PLANS TO LOOK AT THAT SCIENCE BUT WE ARE ENGINEERS AND SCIENTISTS. WE PUT THE FARMING BEHIND THE CURTAIN TO GIVE THE FARMERS WHAT THEY WANT. THAT'S SIMPLE RESULT.

SONG: SO THE DATA YOU OWN AND YOU ARE CAPTURING IT SO YOU CAN DEFINE THE ALGORITHMS AND GIVEN TO THE FARMERS?

RYAN: YES, THAT'S CORRECT.

SONG: I REALLY LIKE IT. I THINK IT'S GOING TO BE A HUGE MARKET SO I'M -- I'M IN.

FRANCIS: ALL RIGHT. NICE.

CRAIG: BRENNAN, HOW ABOUT YOU?

BRENNAN: ALL RIGHT. SINCE YOU ARE DEALING WITH FOOD SAFETY, DOES THIS NEED ANY KIND OF REGULATORY APPROVAL?

FRANCIS: NO. NO, IT DOESN'T. WE'RE DEALING WITH SAFETY AND FOOD PRODUCTION IS A DIFFERENT MARKET BUT OUR MARKET IS BIG ENOUGH ON THE PLANTS ITSELF.

BRENNAN: WELL I THINK AG IS A GOOD SPACE. WE DID SOMETHING ON THAT AND IT TOOK OFF. THERE'S BEEN A LOT OF FINANCIAL INTEREST IN THIS SPACE. I THINK ONE THING THAT IS NEED ABOUT LAW ARE DOING, I THINK IT WILL PLAY ON THE WHOLE ORGANIC MOVE WILL. YOU CAN'T JUST DOUSE CROPS WITH CHEMICALS ANYMORE. WHAT YOU CAN DEPRECIATION I THINK THAT HAS A HUGE PLAY. AND INTEREST, I LIKE THAT IT HAS RECURRING REVENUE. I'M A FAN. I'M IN.

FRANCEIN: THANK YOU VERY MUCH. THE ORGANIC PART SAVES TIMERS TIME AND MONEY. IT IS A WIN/WIN ALL THE WAY AROUND.

CRAIG: HAWA, YOU'RE UP NEXT. WHAT DO YOU THINK?

HAWA: LOVED THE PRESENTATION, LOVE THE PRODUCT. I'M A HUGE FAN. IS IS COMMEND YOU FOR GOING FOR THE CANNABIS AND WINE INDUSTRY, SO YOU GUYS ARE VERY SPECIFIC

HERE. AND ONE QUESTION I HAVE, I'VE DONE A LOT OF RESEARCH IN SUSTAINABILITY AND CLEAN-TECH. I'VE SEEN A LOT ABOUT DRONES. I KNOW YOU MENTIONED THAT THAT IS NOT SOMETHING YOU'RE TAKING. I HAVE ONE QUESTION TO KNOW HOW IS THIS NOT TEDIOUS AND TIME-CONSUMING FOR FARMERS TO USE YOUR, YOU KNOW, YOUR PRODUCT VERSUS HAVING A DRONE THAT GOES OVER THE FIELD AND THEY GET LARGE AMOUNTS OF DATA?

RYAN WE CAN DEFINITELY -- ACTUALLY, I CAN FIELD THAT QUESTION. THE REASON IS YOU SEE A LOT OF STARTUPS USING SATELLITE OR DRONE DATA.

HAWA: TRUE.

RYAN: HOWEVER, THIS IS AT A LEVEL WHEN YOU TALK ABOUT THE PLANTATION SIZE ROWS AND ROWS OF CORN. AND FARMERS GET LEFT OUT ON THIS. THIS IS NO LIE THIS, IS INTEGRATED INTO FARMERS' METHODS ESPECIALLY SPECIALTY CROPS SUCH AS CANNABIS AND CITRUS. THERE ARE FARMERS WALKING AROUND EVERYDAY THAT ARE LOOKING AT LEAVES. AND THERE'S CONSULTANTS, EXPERTS THAT WE HIRED THAT GO OUT AND THEY GROUND THE TRUTH. THEY LOOK AT IT THEMSELVES. THEY RECOMMEND THEIR MODELS AND USE THEIR PESTICIDES AND NEW TECHNOLOGY AND DRONES, THINGS LIKE THAT, THAT IS NOT WHAT FARMERS ARE DOING RIGHT NOW.

FRANCIS: EXACTLY. JUST TO ADD ON THERE, IS A HUGE AERIAL SCAN, GROWERS WE ARE TALKING TO, THEY CAN'T SIMPLY AFFORD THAT. BIG AG HAS BIG TECH AND SMALL AG DOESN'T HAVE SMALL TECH. THAT'S THE MARKET WE'RE FILLING.

HAWA: AWESOME. I'M IN.

CRAIG: QUINCY, WHAT DO YOU THINK?

QUINCY: I LIKE IT, GUYS. A COUPLE OF QUESTIONS HERE, WITH YOUR HARDWARE, HAVE YOU

EVER THOUGHT ABOUT HAVING THE HARDWARE IN A CENTRAL LOCATION AND JUST USING THE SCANNER OF A CELL PHONE? .

RYAN: OH --

FRANCIS: HERI, OUR CEO CAN TAKE THAT.

HERI: WE USE SOFTWARE AND THEY ARE SEPARATED. THE PROCESSING IS ON THE PHONE AND THE SOFTWARE IS ON THE PHONE. AND THE DIFFERENCE IS WHAT WE SEPARATE THAT FROM ANY OTHER SOLUTIONS OUT THERE, WE DON'T JUST LOOK AT THE IMAGE, BUT WE LOOK AT EVERY SINGLE COLOR IN THE LEAF AND THAT'S WHY WE HAVE THAT DETECTION AND ACCURACY.

QUINCY: JUST A THOUGHT, ANYTHING UBIQUITOUS THAT YOU HAVE AND YOU PUT THAT IN SOME CENTRAL LOCATION, SOMETHING UNIQUES IN THAT LOCATION, CAN YOU HAVE THE ADOPTION. THE SECOND THING IS: DOES IT DETECT ALL DISEASES?

FRANCIS: SO, WE'RE CURRENTLY WORKING WITH CORNELL AGRITECL TO BUILD THAT EXPERTISE. IT WILL TAKE SOME TIME TO BUILD OUT THOSE ALGORHYTHMS BUT FOR THAT DATABASE, EVERY FARMER CAN USE WHAT THEY WANT.

QUINCY: COOL. YOU WOULD HAVE A DATABASE OR SECTION FOR CANNABIS? BECAUSE I'M ASSUMING THAT CANNABIS DOESN'T GET CORN DISEASES OR VICE VERSA.

FRANCIS: RIGHT. THERE ARE SOME COMMON DISEASES ESPECIALLY AMONG THE COMMON CROPS. WE HAVE MILDEWS AND MOLDS THAT WE CAN EASILY START WITH.

QUINCY: COOL. I LIKE IT, GUYS. I'D BE IN ON THIS ONE.

FRANCIS: FANTASTIC. THANK YOU VERY MUCH.

CRAIG: JUDGES AND THE AGR TEAM, IF YOU WOULD BE KIND ENOUGH TO MUTE AND TURN YOUR CAMERAS OFF, THAT WOULD BE GREAT. AND NOW COMES EVEN MORE OF THE FUN PART. I JUST WANT TO SAY A BIG SHOUTOUT AND THANK YOU TO ALL THE TEAMS. GREAT JOBS FROM ONE ENTREPRENEUR TO ANOTHER I WISH YOU GOOD LUCK AND BIG-UPS FOR PUTTING IN ALL OF THE TIME AND ENERGY HERE. NOW TIME FOR THE VOTING. WHEN THE VOTE IS ACTIVATED, YOU'LL HAVE FIVE MINUTES TO VOTE. YOU'LL CLICK IT AND THERE ARE SOMETHING'S TO CONSIDER WHEN CASTING YOUR VOTE. WE WANT TO THROW THINGS YOUR WAY. HERE IT IS ON THE SCREEN. YOU WANT TO TAKE INTO ACCOUNT THE JUDGES' FEEDBACK AND YOU CAN GIVE FEEDBACK FROM THE QUESTION FROM THE JUDGES AND WHAT THEY ASK AND OTHER THINGS YOU WANT TO CONSIDER -- ORIGINALITY. AND HOW IS THE TEAM'S APPROACH? AND WHAT IMPACT WOULD THEIR COMPANY HAVE IN THE WORLD? BY THE WAY YOU MAY NEED TO REFRESH THE NEW TAB OR PAGE THAT OPENS. SO JUST ONE OF THOSE THINGS. IF YOU -- IF YOU NEED TO CLICK AROUND AND MAKE SURE YOU RELOAD, THAT MIGHT BE IMPORTANT. SOME OTHER STUFF YOU MAY WANT TO CONSIDER AGAIN, OUTSIDE OF ORIGINALITY -- THE ORIGINALITY AND ALSO LOOK AT THE COMMUNICATION FROM THE TEAMS. AND THE WAY THEY CONDUCTED THEMSELVES AND HOW ABOUT THE INPUT FROM OUR FABULOUS JUDGES? ON THE RIGHT SIDE, THERE IS INFORMATION FROM EACH OF THE TEAMS AS A REMINDER. WE HEARD FROM A LOT OF DIFFERENT PEOPLE. YOU'LL BE ASKED DON'TER YOUR E-MAIL ADDRESS AND SELECT THE TEAM THAT YOU THINK SHOULD WIN THE COMPETITION. ONCE DO YOU THAT, YOU CLICK THE SUBMIT BUTTON. DON'T FORGET YOU'LL ONLY BE ALLOWED TO VOTE ONCE, VOTE ONCE. ASSUMING YOUR VOTE WAS SUCCESSFULLY SUBMITTED AND I'M SURE YOU'RE ALL GOOD AT MAKING SURE YOUR VOTE IS COUNTED, YOU'LL BE REDIRECTED TO A PAGE THAT SAYS THANK YOU. YOUR VOTE HAS BEEN RECEIVED. THERE'S A BUTTON THERE TO RETURN TO THE LIVE STREAM WEB PAGE. SO HAVE A THINK. LOOK AT SOME OF THESE DIFFERENT CRITERIA. AND THE VOTING IS NOW LIVE. AND MAKE A VOTE AND IT WILL MAKE A DIFFERENCE AND JOIN US HERE IN A LIVE-STREAM PAGE. YOU'LL GET TO HEAR THE ANNOUNCEMENT ON WHO THE WINNER IS. THEN AFTER THAT

ANNOUNCEMENT, THAT EXCITING ANNOUNCEMENT, YOU'RE INVITED TO JOIN THE COMPETITORS FOR AN OPTIONAL NETWORKING SESSION. IT IS GOOD TO CHAT WITH THE COMPANY AND TEAM THAT MIGHT HAVE BEEN YOUR FAVORITE. AND ALSO THE OTHER TEAMS; RIGHT? WE'RE ALL WINNERS HERE JUST FOR BEING IN THE COMPETITION, IT'S REALLY INCREDIBLE. AND YOU CAN JOIN ANY ROOM THAT YOU WANT FROM THE BUTTONS ON THE LIVE-STREAM PAGE. THAT'S THE STORY. THE VOTING HAS STARTED AND YOU'VE GOT A COUPLE OF MINUTES LEFT. SO HAVE AT IT. AND THE POLLS ARE OPEN AND VOTE AWAY. WE'LL SEE YOU SOON.

THERE'S \$20,000 AT STAKE. LET'S SEE WHO WINS. ♪ [MUSIC] ♪ ♪ [MUSIC] VERY EXCITING.

CRAIG: VERY EXCITING. ONE MINUTE LEFT TO VOTE. IF YOU HAVEN'T VOTED, DO YOUR PART. AGAIN, DON'T FORGET, CAN YOU READ MORE ABOUT THE COMPANIES, THINK ABOUT THAT VALUE AND IMPACT, AND THE INNOVATION AND THE WAY THE COMPANIES APPROACH THE INNOVATION. REALLY, REALLY IMPORTANT. SO THERE'S A FEW SECONDS LEFT. I'M GUESSING WE PROBABLY HAVE ABOUT 30 SECONDS OR SO, I THINK IS MY GUESS. I'LL LET YOU GUYS KNOW WHEN THE VOTING IS CLOSED. IN THE INTERIM, COME ON, CAN WE HEAR THAT MUSIC AGAIN? IT WAS SO GREAT. THERE IT IS! ♪ [MUSIC] ♪ I'M GETTING OVERHEATED. I'M SO EXCITED I CAN'T STAND IT. GOOD THING I'M ROCKING SOME OF THIS AG DEOWED RENT. A PITCH. OKAY. TIME'S UP. THE VOTING PERIOD IS NOW CLOSED! HOW EXCITING. WHILE THE AIN CENTER IS BUSY, BUSY, BUSY TALLYING THE RESULTS AND WE HAVE A VIDEO UPDATE FROM THE 2019 TEAM, WETW A.R. E BIOSYSTEMS. I THINK WE'LL LEARN ABOUT THE PROGRESS THAT THEY ACHIEVED SINCE SWARM STARTER STARTED LAST YEAR. SO LET'S HIT IT.

BRADLEY: HELLO, ALL. MY NAME IS BRADLEY SMITH AND I'M A CURRENT UNDERGRADUATE AT THE UNIVERSITY OF ROCHESTER. AFTER COMPLETING A DEGREE IN NEUROSCIENCE I ENTERED THE PROGRAM TO START WETW A.R. E BIOSYSTEMS. WETW A.R. E BIOSYSTEMS HAS HELPED WITH NEURO INJURIES AND WITH A AND A NEURO SYSTEM THAT CAN HELP TRAUMATIC BRAIN INJURIES WORLD-WIDE. LAST YEAR WE HAD THE OPPORTUNITY TO JOIN SWARM STARTER AND

IN OUR PITCH, HE LOOKED AT TRAUMATIC BRAIN INJURY, DETAILED OUR SYSTEM AND DEVELOPED PLANS TO VALIDATE AND COMMERCIALIZE OUR TECHNOLOGY THROUGH A GOVERNMENT GRANT PROGRAM CALLED SBIR. WE ALSO STIPULATED THAT, IF WE WON, WE WOULD USE THE MONEY TO MANUFACTURE OUR FIRST MEDICAL-GRADE STIMULATION DEVICE WHICH IS OUR GOVERNMENT-GRANT APPLICATIONS AND USED IN THE FIRST OF HUMAN STUDY OR HUMAN CLINICAL TRIAL. IN THE TIME SINCE I'M PLEASED TO SAY THAT WE HAVE PROGRESSED WELL ON OUR WAY OF OUR EVENTUAL GOAL OF TREATING TRAUMATIC BRAIN INJURY. NOT ONLY WERE WE ABLE TO HAVE A MEDICAL-GRADE VERSION OF OUR DEVICE, BUT WE WERE ABLE TO FILE A MEDICAL UTILITY PATENT FOR OUR CRITICAL TECHNOLOGY FOR OUR BROAD IP PROTECTION. ADDITIONALLY, OUR PARTNERS HAS EXPANDED FROM MICROELECTRONICS TO GRANT WRITERS, PATENT ATTORNEYS, FDA CONSULTANTS AND THE GENERAL COUNCIL OF JOHNSON AND JOHNSON PHARMACEUTICALS. CURRENTLY, WE'RE WORKING WITH OUR PARTNERS TO SUBMIT TO THE FDA WHICH IS A STEP FOR GRANT FUNDING FOR THE INSTITUTE OF NEUROLOGICAL DISEASES AND STROKE AS WELL AS THE DEPARTMENT OF DEFENSE. WE'VE ALSO BEEN ABLE TO DEVELOP DEEP RELATIONSHIPS WITH SEVERAL OF OUR TARGETED GRANT PROGRAMS AND ARE EAGERLY AWAITING THE RESULTS. I'M PLEASED TO SAY THE NEXT STEP IN OUR DEVELOPMENT IS THE APPROVAL OF THESE GRANT APPLICATIONS AND THE FIRST HUMAN STUDY OF THE CLINICAL TRIAL OF THIS TECHNOLOGY FOR TRAUMATIC BRAIN INJURY.

CRAIG: AND GREAT TO SEE THE PROGRESS. CAN'T WAIT TO SEE WHAT IS GOING TO HAPPEN WITH OUR WINNER. I'M PLEASED TO ANNOUNCE THAT THE RESULTS ARE THERE, AND IT WAS A VERY, VERY CLOSE COMPETITION. SO, WITHOUT FURTHER ADIEU, THE WINNER OF \$20,000 AND THE ONE VALLEY PASSPORT IS -- YOU READY? ADVANCED GROWING RESOURCES. SO CONGRATULATIONS. ADVANCED GROWING RESOURCES WINS THE SECOND ANNUAL SWARM STARTER COMPETITION. SO I JUST WANT TO SAY, ON BEHALF OF EVERYONE, THANK YOU SO MUCH FOR ATTENDING THE SECOND ANNUAL SWARM STARTER COMPETITION. A BIG CONGRATS TO AGR. AND IF YOU WERE INSPIRED TODAY, PLEASE REACH OUT TO THE AIN CENTER. GET INVOLVED. JOIN US. WE HAVE SO MUCH TO CONTRIBUTE AND TO LEARN FROM

ONE ANOTHER. AND, YOU KNOW, WE JUST CAN'T WAIT. SO TO THE WINNERS, PLEASE TURN ON YOUR CAMERA. WE'D LOVE TO -- WE'D LOVE TO SEE YOU. AND, AGAIN, OFFER OUR CONGRATULATIONS. [APPLAUSE] AND I WANT TO THANK EVERYBODY WHO COMPETED TODAY, BIG, BIG, BIG CONGRATULATIONS TO ALL -- ALL OF THE STUDENT COMPETITORS. WHAT A GREAT, GREAT, GREAT TURNOUT, INCREDIBLE PROPOSITIONS, INCREDIBLE TEAMS. REALLY. JUST DON'T STOP CHASING AFTER YOUR DREAMS AND YOUR GOALS. JUST KNOW THAT AGAIN FOR THOSE WHO WISH TO JOIN IN AND CONGRATULATE THE WINNERS, ALL OF THE STUDENT COMPETITORS, PLEASE KNOW IF YOU WANT TO NETWORK EACH OF OUR STUDENT TEAMS ARE GOING TO HOST A ZOOM ROOM FOR NETWORKING AND THE JUDGES AND I WILL ALSO CIRCULATE TO EACH ROOM AND CLICK ON THE TEAM NAME BUTTONS BELOW TO JOIN THE ROOM OF YOUR CHOICE. CAN YOU ALWAYS LEAVE THE ROOM, COME BACK TO THE LIVESTREAM AND CLICK AND JOIN ANOTHER ROOM. WE'RE GOING TO BE AROUND. AND, AGAIN, THANK YOU, AGAIN, FOR JOINING US. HAPPY FRIDAY. HAPPY PRETHANKSGIVING. AND, REMEMBER -- STAY SAFE. STAY HEALTHY. STAY OPTIMISTIC. AND, AGAIN, FROM ONE ENTREPRENEUR TO A WHOLE BUNCH OF OTHERS, GRIT AND DETERMINATION AND DRIVE AND LOVE OF PEOPLE, THAT'S WHAT YOU ALL HAVE, AND THAT'S WHAT YOU ALL NEED, SO HERE'S TO GREAT THINGS AHEAD. SO, AGAIN, STAY HEALTHY, SAFE, AND OPTIMISTIC. THANK YOU SO MUCH FOR BEING WITH US. WE'LL SEE YOU IN SOME OF THE ROOMS. CONGRATS TO EVERYBODY.

RYAN: THANK YOU.

HERI: THANK YOU.

FRANCIS: THANK YOU VERY MUCH, EVERYBODY. LOOKING FORWARD TO SEEING YOU IN THE BREAKOUT ROOMS.

YES!