



## **Delta Thermal, Inc.**

Andrew Griffis, CEO  
6339 E Speedway Blvd Suite 103  
Tucson AZ 85710  
520.272.8199

[andy@deltathermalinc.com](mailto:andy@deltathermalinc.com)

[www.deltathermalinc.com](http://www.deltathermalinc.com)

### **Company Overview**

A Tucson company incorporated late in 2017, Delta Thermal Inc (DTI) was formed to address an emerging need in the electrical transmission and distribution (T&D) market for pro-active management of safety and security without sacrificing revenues or profits. Having served surveillance technology to the renewables industry while at a prior enterprise, our founders responded to industry requests for technology solutions that use infrared imaging to gain money-saving operational knowledge: we used our 25+ years of business and surveillance experience to form DTI as a focused offer of automated thermography and security to T&D customers. Since founding, we have produced a fully autonomous mobile solution that is already serving customers and that is ready to go -- manufacturable and marketable.

### **Product/Service Overview**

Delta Thermal protects electrical substations with predictive IR monitoring and perimeter security 24/7 (we help keep substations from blowing up). We use our smart thermographic cameras and gimbals in a cloud architecture to deliver data, notices and alarms to customers and their systems in real time. Our recently released mobile platform enables full operation in less than an hour with no I/T load and no installation cost. Customers are able to log in and use data right away with our web-based portal and a 10-minute phone call to orient them to the product.

### **Market Opportunity**

There are 57,000 electrical substations in the U.S. and its territories. The product we are marketing today is appropriate for at least 33,000 of those. The labor market associated with use of the equipment and servicing of assets that we are addressing is \$458 million: this is the automation opportunity we are selling into. We are approaching this opportunity by selling through integrators who are already serving customers and who are looking for opportunities to grow sales. We are presently marketing to an 8-state area through Arizona Electrical Apparatus and have a sales team of six people pursuing opportunities – they are committed to producing 20+ systems sales in 2019. We expect to grow sales by enlisting additional integrators and supplementing them with Rolodex-equipped industry sales reps and internal sales support staff. We have three national integrators identified and are pursuing customer opportunities in S. Arizona, S. California, N. Texas and Colorado (as of January 2019). Our initial target is 5% of our target market in 4-5 years to produce a very attractive enterprise value.

### **Management Team**

Dr. Andrew Griffis (CEO) and Cloud Cray (COO) lead the company. Andrew, using his 25+ year background in surveillance technology/business, leads the company by setting and executing its business and technology strategies. Cloud uses his 25+ years of experience in starting and growing businesses to hold conversations of business development and sales. We are supported by advisors that include Alan Crawford (Power and Utilities Audit Partner, PWC/Houston), Karl DeLooff (Directory of Quality, Safety, Environment, Acciona Energy USA), Peter Sheehan (Sr. Account Executive, Informatica), Jay Nance (Chief Software Architect, NSTec/doe.gov), Greg Teesdale (CFO, Temptronics) and Tim Reckhart (Attorney / Partner, Ruzing Lopez & Lizardi).

Contact: Annette Finsterbusch  
777 W. Pinnacle Peak Road  
Suite B-109  
Phoenix, AZ 85027  
[www.enpowerinc.com](http://www.enpowerinc.com)  
(p) 408.582.4259

### **Company Overview:**

EnPower, Inc. (EPI) has developed a highly scalable and low-cost solution to dramatically improve the fast-charge and low-temperature performance of Li-ion batteries—both of which are pain points that continue to hinder electric vehicles adoption. While EPI's competitors are focused on identifying novel materials that, if successful, will require years of safety testing before being released to consumer products, EPI has re-engineered battery electrode architectures to optimize the battery system regardless of its material constituents. Results to date demonstrate the ability to boost safe charging rates by more than 3x in full-size battery prototypes similar to those used in the iPhone XS. Furthermore, this improved outcome requires no retooling and a minimal cost to implement, so it represents a “drop-in” for existing battery manufacturers and an expedited path to commercialization. In January 2019, EPI completed a pilot scale production facility in Phoenix, AZ. The company has executed an aggressive IP strategy, and now owns two key patents around these architectures as well as four more moving through the patent office today. Moving forward, we plan to manufacture advanced batteries to address low-volume, high-value niche-markets, such as UAVs, and eventually license our electrode architectures to larger players in the EV space.

### **Product Overview:**

EPI's commercialization plan includes both IP licensing and manufacturing and sales of battery packs. For behemoth markets like automotive, mobile devices, consumer electronics, power tools, and retail focused UAVs, a pilot facility was constructed to enable joint development with end users (system integrators) to design an EPI battery pack to their specifications after which we will license the technology to their preferred OEM for manufacturing. Our competitive advantage for these customers is faster charging, safer batteries with longer cycle life than today's cells. EPI is also developing packs for low-volume, high-margin applications that benefit from a US manufacturing source. In this case, EPI's pilot plant is large enough to service those markets with both cells and battery packs as specified by the customer.

### **Market Opportunity:**

The Li-Ion battery market topped \$40B in 2018 and that will double in the next six years. Moreover, of the \$40B in sales 60% of those batteries went into the electrification of vehicles, yet only 1% of the vehicles sold in 2018 were electric. The market is here now and ripe for innovation. Although EPI's ultimate focus is the electrification of vehicles, in December 2018, EPI began its first project to develop a battery pack based on EPI built batteries for the largest power tool manufacturer in the United States. This project's work is incredibly valuable and directly applicable to our eventual market and it allows the company to drive early revenue to maintain a strong, independent position as we work with multinational companies like a Korean mobile device manufacturer and a German automotive company both of which we are in early discussions. We anticipate development projects with these to commence in Q419.

### **Management Team:**

**Annette Finsterbusch**, CEO and President, 25+ years in early stage companies. Founder and head of Applied Ventures, the venture capital arm of Applied Materials, CEO to Ketra, Inc (Acquired: Lutron, Inc., 2018) and MindShadow.com (Acquired, 2008), National Science Foundation's SBIR Advisory Committee Member

**Adrian Yao**, CTO and Founder, graduated from Rice University in Materials Science & Engineering and then co-founded the company which eventually became EnPower.

**Jim Akridge**, PhD, Advisor, has more than 40 years experience in Li-Ion battery development, manufacturing, and commercialization. He was CEO Valence Technologies Inc., (NASDAQ: VLNC), VP/CTO of Sion Power Corp., and Senior Director of Technology, Energizer Battery Co., where he led the development and production of Ultimate Lithium Primary “AA and “AAA” Battery, Lithium Ion 18650 Technology.

**Rob Gitzendanner**, PhD, Technical Advisor, PhD Chemistry, Cornell University, Frank DiSalvo advisor, Currently Director of Engineering and General Manager for Yardney. Dr. Gitzendanner has 20+ years at Yardney/EaglePicher leading development of Li-ion cell chemistries, and cell and battery designs for satellites and Mars Landers, B2 Stealth Bombers, and Global Hawk UAV.

eTrack Tech, Inc.  
11111 N. Scottsdale Rd., Scottsdale, AZ 85254  
Barbara Timm-Brock, CEO & Co-Founder  
barbara@etracktech.com  
(267)808-7381  
<http://www.etracktech.com>

## eTrack Tech, Inc.

**Company Overview:** eTrack transforms heavy equipment management. Predictive and prescriptive alerts eliminate downtime, increase productivity and safety, and reduce maintenance costs by 25% or more. With hundreds of millions of assets in use and fleet sizes growing, eTrack's solution will disrupt large segments of the repair and asset tracking market.

**Product/Service Overview:** eTrack's IoT-enabled SaaS solution delivers predictive real-time notifications. Unlike other tracking or OEM IoT solutions, eTrack works for rolling stock and stationary equipment across brands, ages, and technology levels, vastly simplifying asset management. Reports provide business leaders with strategic insights on topics from safety and training needs to fleet utilization and cost of ownership, helping the workplace work better.

In addition to proprietary software and other IP, eTrack Tech's unfair advantage is the team's deep operational experience with the problem of equipment breakdown from both a technical and operational perspective, ensuring practical, actionable insights.

**Market Opportunity:** Heavy equipment lasts 20-50 years and includes over 20MM units. Repair costs add ~50% to ownership. Worldwide, heavy equipment repair and maintenance is nearly \$150B; lift equipment is 22% of this. With modest penetration in one use case, eTrack has a \$500Million+ revenue opportunity. The technology is flexible across multiple use cases.

We target enterprise organizations with 2000+ units and mid-market with 200+ units; many have 10,000+ units. We win by showing senior decision-makers use cases, demos, and insightful reports of how eTrack supports their revenue growth, increases productivity, and improves safety. Once we monitor one type of equipment, growth is organic. Through direct sales to operational leaders, in 12 months we have 200+ qualified leads, 30+ in the conversion and contract process, and an enterprise contract with a partner with access to thousands of customer sites. Because an eTrack subscription costs the same as other tracking options but with more value, friction is low. We will expand through referrals and trade show exposure of our safety and Lean IoT Solution©. As we scale and our customers add equipment to the service, machine learning creates increasingly valuable insights -- a barrier to switching.

### Management Team:

eTrack's founders and team have practical experience in the problem, the technologies, and scaling profitable growth. Barbara Timm-Brock, CEO & Co-Founder, has C-level operating experience in 4 verticals, managing P&Ls up to \$750 Million including large maintenance budgets at Aramark. She has led multiple tech/agile implementations. Ed Baldwin, Chief IoT Scientist and Co-Founder, was a military cryptologist (Top Secret), and IoT solution designer for private industry, e.g. Lockheed Martin. eTrack's board of 8 advisors includes executives who bring big data, facilities software, enterprise sales, maintenance, and IoT marketing expertise.

Force Impact Technologies, Inc.  
Bob Merriman, Co-founder  
1138 W. Redondo Dr. Gilbert, AZ 85233  
480-231-5152  
www.FitGuard.me  
Bob@FitGuard.me



Force Impact Technologies was created by athletes, for athletes. At FIT, everything we do, we do because we believe in keeping athletes safer, without altering the sports themselves.

FIT has created the most effective solution for monitoring and tracking head impacts in sports. The FIT Platform consists of the FITGuard, a smart mouthguard that measures the force of an impact and illuminates and LED to provide officials with an instant, visual, indication when a player may need to be evaluated after a hard head impact. The data is then sent to the FITApp, where athletes will have access to their head health history. The FITApp is also used to program the age, gender, and weight of the athlete wearing the FITGuard, so that the LED indications are correlated to the individual athlete.

The final piece of the FIT Platform is the FITCloud, the first-ever data of head impacts in youth sports that contains the age, gender, weight of the athlete, sport played, and impact frequency/severity.

There are over 60mm mouthguards sold in the US each year and over 500mm registered athletes worldwide. Our primary go to market focus will be to partner with insurance providers as undiagnosed concussions cost families tens of thousands of dollars and insurance providers billions of dollars each year. We have our first paid beta with Blue Cross Blue Shield kicking off in August 2019. We also plan to drive adoption at the league level and have signed letters of intent from over a dozen youth sports leagues. While not our primary focus, we also have ~1500 pre-orders for individual sales at a retail price of \$179.99 (landed cost of ~\$75 per unit). Penetration costs have been minimal to this point as we've been able to leverage our advisor network and personal connections.

#### **Team**

**Bob Merriman**, Co-Founder: Brazilian Jiu Jitsu Black Belt, Manufacturing and Product Expertise, Parent  
**Anthony Gonzales**, Co-Founder: Collegiate athlete, MBA, Supply Chain Expertise  
**Dr. Mark Farber**, Chief Medical Officer: Practicing Physician at Cedars Sinai, significant mTBI research  
**Chris Cooper**, SVP Engineering: Power and data transmission specialist, designed 10+ products  
**Kelly Chu**, Software Specialist: Algorithm development and sensor data specialist  
**David Dotan**, Business Development: Former NHL player, extensive sports rolodex

**Board Members:** Bob Merriman, Anthony Gonzales

#### **Advisors**

**Eric Schindler**, former CFO Blue Cross Blue Shield  
**Scott Miller**, founder Dragon Innovation  
**Jason Portnoy**, founding member PayPal



Soggy Food Sucks LLC  
5063 South Roosevelt Street  
Tempe, Arizona 85282  
www.SoggyFoodSucks.com  
Info@SoggyFoodSucks.com  
(480) 242-7600

#### Company Overview:

The idea for our patented product came from Bill, a rocket scientist, solving a personal need to keep his lunches fresh and crisp. After ten years of daily use, Bill filed his patent on a lark. Now Bill is leading Soggy Food Sucks, with a lean team of seasoned international manufacturers, and a stellar support team.

#### Product Overview:

Soggy Food Sucks makes a non-chemical, high performance, sustainable desiccant for food packaging and food delivery. Food delivery is entering a new era of freshness and quality. Say goodbye to soggy food forever.

#### Market Opportunity:

The waiting list for this product includes five fortune 500 companies. The phone is ringing off the hook with customers cold calling, anxious for a solution to this nagging problem. With the technology patented in the US, and with a patents pending abroad, their market is well protected.

#### Management Team:

Founder Bill Birgen has a long history of developing aerospace and defense systems as well as leading diverse teams in this highly technical and regulated field. He holds several patents across multiple technical platforms and has cofounded a number of startups in wildly varied arenas.

Greg Maselli and Grant Stafford cofounded 117 Global, a packaging company with proven industry impact. This international organization operates with factories in the US and Asia. Grant recently left Miso Robotics to commit full time to Soggy Food Sucks.

Accounting-unicorn Marty Birgen is an Elijah Watt Sells Award recipient and manager all things financial. With her impressive pedigrees, and 40 years of experience at the top Big 8 accounting firms, she is bonafide, with mythical accounting skills.

Donavon Ostrom fills an advisory role, bringing the business insight that comes from the most tenured of minds. Speaking with the wisdom of sages, he blazes strategies to ultimate success, with an unimpeachable winning record.