IDEA\MOTIVE

150 Amazing U.S. Startups

To Follow in 2020

INTRODUCTION

Did startups really begin in garages and basements of Silicon Valley's youth? Maybe. There's always a bit of truth in legends, and the history of startups surely has already became one.

Startup is a trendy word, one that everyone want to use to define their companies. Everyone wants to be like one of the heroes from the legends: Jobs, Wozniak, Gates, Musk. The startup myth is at its best, becoming the true American Dream of the 21st century. The golden rule seems to be: only entrepreneurs win.

It isn't true, though, and many of startup founders have already learned it the hard way. More startups fail than succeed, but people still keep trying.

What motivates them? The success of others.

Our Ideamotive team is also hugely inspired by creative startups. We tend to look for success stories from all around the world and share them with other colleagues. Unsurprisingly then, in the course of the last year, some of us decided to post their findings on the Ideamotive blog to spread the word even more. And, according to our Google Analytics data, there is a large number of people who look for these kind of success stories to also get inspired.

So, to make this inspiration more accessible, we decided to share stories of some of the best startups in the U.S. in a form of an e-book. To make another generations of entrepreneurs inspired, to motivate our own team even more, and to prove that the San Fran Bay Area is not everything. We picked 10 American cities (Denver, Chicago, Los Angeles, Boston, San Diego, Atlanta, Seattle, San Francisco, Austin, and New York) where startup scene is booming and chose our favorite companies among the tens of thousands established in them.

I hope you'll enjoy the read and get inspired by all these great companies as much as we do!

Robert Krajewski,
CEO of Ideamotive

ATLANTA, GEORGIA

With the largest concentration of colleges and universities in the South, the Metro Atlanta region is not only the "hip hop center of gravity" (for its rich and varied hip hop scene) but also one of the fastest-growing startup cities in the U.S.

This lively, energetic area with a thriving collaborative community is rich in ingenious tech talent, and the following 15 startup a-listers from the A-Town bear witness to that.

ROADSYNC in f t

Our first startup from Atlanta delivers a digital platform for logistics that makes mobile payments secure and fast. RoadSync has been designed to support drivers, repair shops, warehouses, and other logistics businesses with a one-stop solution for invoice creation and processing, conducting fleet checks, and handling credit card payments on all devices via a web-based platform and a mobile app.
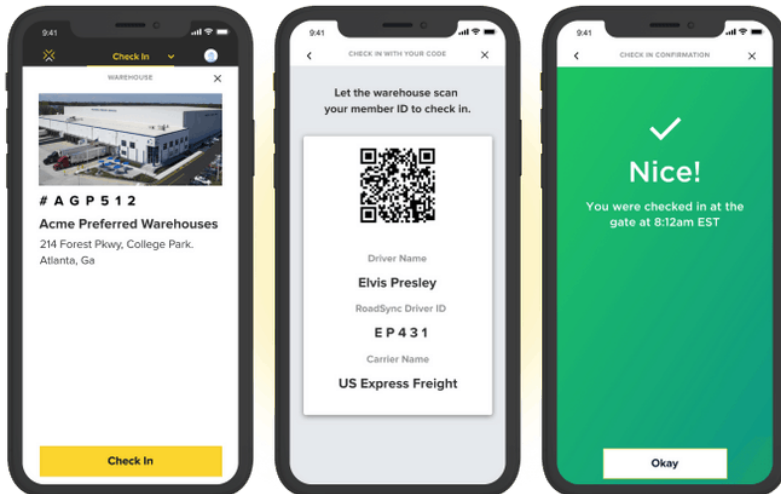
INDUSTRY
FINTECH

ROUND OF FUNDING
SERIES UNKNOWN

FOUNDER / CEO
AKMANN VAN-MARY,
RYAN DROEGE

FOUNDING
$2.6 M

PINDROP in f t

Next on, with an impressive investment of over $212 million, is Pindrop, a provider of identity, security, and authentication solutions for voice interactions in contact centers. The Atlanta startup devised a technology that uses voice recognition, behavior analysis, and phone printing to help companies authenticate customers and detect fraud. Additionally, the solution brings a new layer of security to connected IoT devices with the identification of the speaker's voice based on a variety of factors.

INDUSTRY
COMPUTER &
NETWORK SECURITY

ROUND OF FUNDING
SERIES D

FOUNDER / CEO
DR. MUSTAQUE AHAMAD,
PAUL JUDGE,
VIJAY BALASUBRAMANIYAN

FOUNDING
$212.8 M
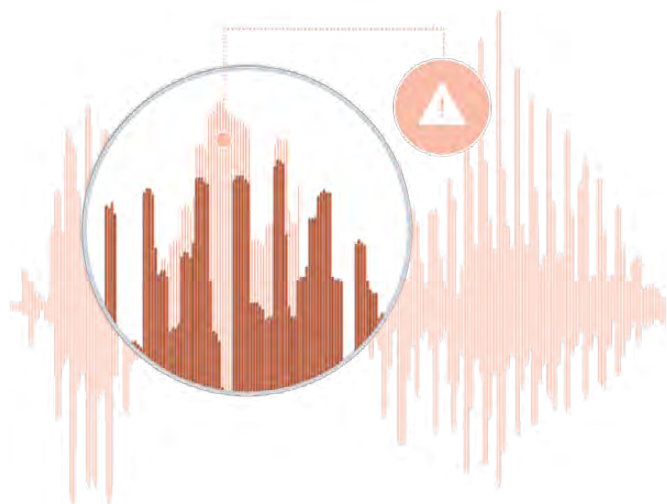
Springbot in f y

The next Atlanta tech startup, Springbot, develops an all-in-one dynamic data-driven platform that supports e-commerce retailers in their digital marketing efforts. Springbot provides a single dashboard to track and manage all aspects of running multi-channel campaigns, including email campaigns, online ads, social media support, and more. The solution captures meaningful data and applies advanced analytics to extract actionable insights that inform marketing strategy at small and medium e-commerce sites.

INDUSTRY
INTERNET

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
ALLEN NANCE,
BROOKS ROBINSON,
JOE REGER

FOUNDING
$35 M

Roadie in f y

Roadie is an on-the-way delivery mobile app that connects people who need to send a parcel with drivers who'd like to utilize empty space in their cars. The app taps into the sharing economy by providing low-cost, same-day delivery options to senders, and unlocking extra cash for drivers. The company boasts an impressive footprint of over 220 metropolitan areas in the U.S., which means that the service can reach more than 89% of American households.

INDUSTRY
LOGISTICS

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
MARC GORLIN

FOUNDING
$62 M

Bark in f t
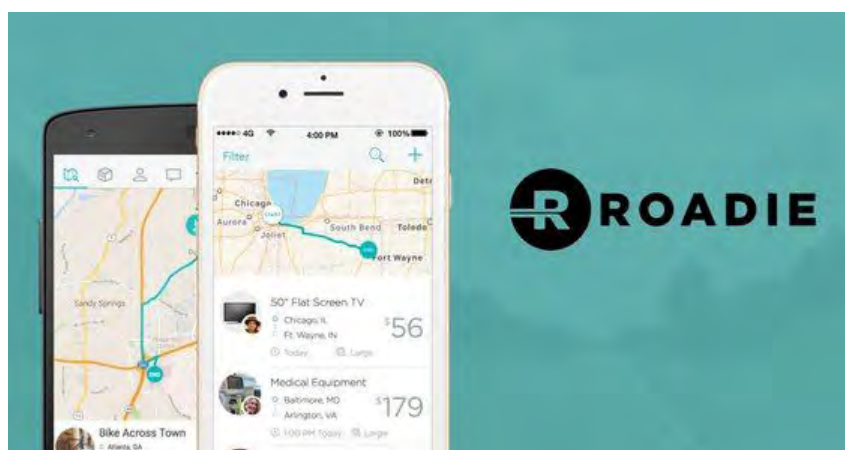
Every third US child has experienced cyberbullying at least once in their life. Online harassment has become ubiquitous, leaving children extremely vulnerable. Bark is a parental control app that leverages AI algorithms to monitor a child's smartphone and social media without infringing on their privacy. The app searches through over 20 social media channels, looking for any suggestions at sexting, online abuse, profanity, acts of violence, and other alarming signals. If the app detects any disturbing content, an alert is created that notifies the parents, allowing them to act just in time.
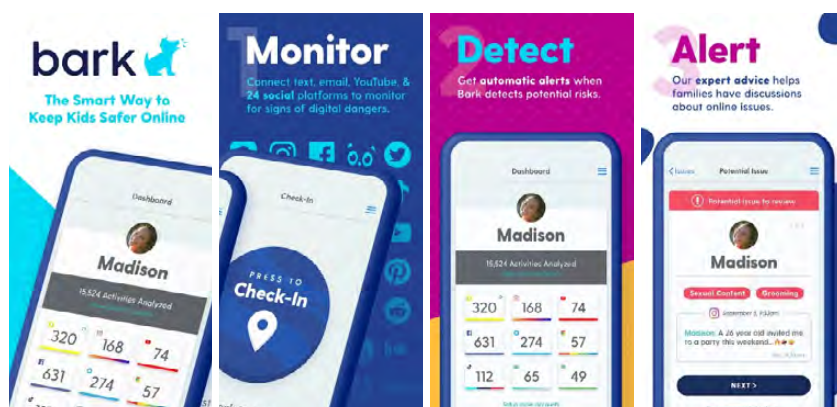
INDUSTRY
COMPUTER SOFTWARE

ROUND OF FUNDING
SERIES UNKNOWN

FOUNDER / CEO
BRIAN BASON

FOUNDING
$16.5 M

Gather in f t

Gather is an Atlanta-based digital marketplace that connects brands with hospitality groups, restaurants, and independent venues to streamline event management. The platform sustains growth for its users by increasing brand exposure, facilitating bookings, and simplifying customer nurturing and feedback collection. It also provides all-in-one event management capabilities and enables smooth communication between the venues and all other parties.

INDUSTRY
HOSPITALITY

ROUND OF FUNDING
SERIES UNKNOWN

FOUNDER / CEO
ALEX LASSITER,
NICHOLAS MILLER,
TOM MERRIHEW
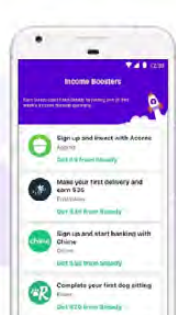
FOUNDING
$57.5 M
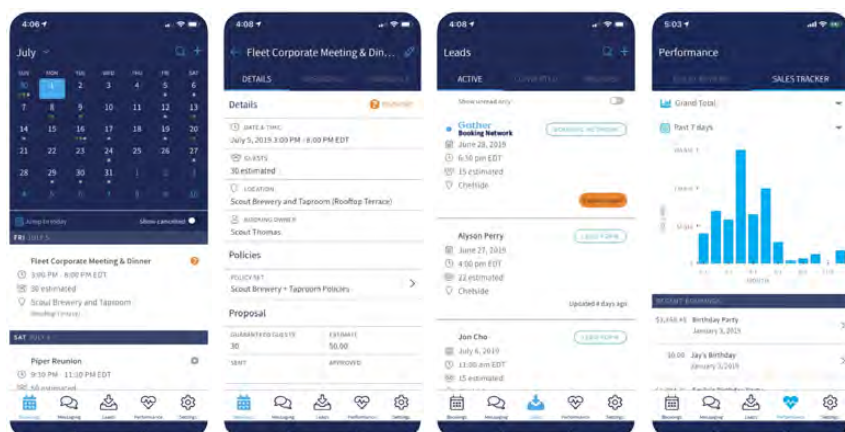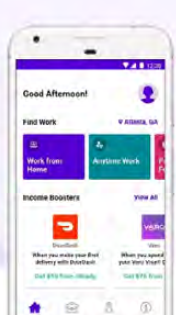
STEADY

Power (and dollars) to the people! That's Steady's motto, in brief. This gig economy solution is dedicated to helping people achieve financial stability by turning them into part-time or one-time workers. The mobile app unlocks new income opportunities for its users who can browse available gigs in their neighborhood, receive personalized job recommendations, and track their earnings to free themselves from debts, save for a particular goal, or simply gain another stream of income.
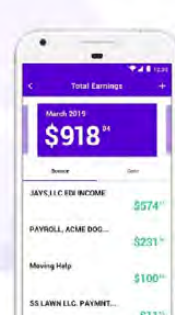
Boost your income and save with our offers

"My savings have tremendously improved because of the spike in my income from a number of really cool jobs through the app."

Turn your free time into extra cash

Track the money you make

INDUSTRY
COMMUNITY SUPPORT

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
ADAM ROSEMAN,
MICHAEL LOEB

FOUNDING
$14.5 M

PATIENTCO

This Atlanta startup serves healthcare providers with a range of cloud-based solutions for modern patient billing and payment experience. The company's platform and mobile app reduce administrative complexities and facilitate the self-payment process, making it easier for patients to pay for owed balances, and for providers to collect payments. The solutions empower paperless, intuitive features such as e-bills, monthly installments, pay-by-phone system, or automated mailroom, and use advanced analytics to predict future patient behavior and create a superior billing experience for health consumers.

INDUSTRY
HEALTHCARE

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
BIRD BLITCH
JOSHUA SILVER

FOUNDING
$31.8 M

PATIENTCO PAYMENT EXPERIENCES

SELF-SERVICE

POINT-OF-SERVICE

DIGITAL MAILROOM

FAMILY & MULTI-GUARANTOR

PATIENTCO

Bluefin in f ✗

Bluefin is a provider of a payment security system targeting retailers, enterprises, and small to medium-sized businesses. The company develops modern security solutions based on point-to-point encryption, safe tokenization, direct post-payment processing, and other technologies, to give merchants and enterprises full control over the payment process and protect them from hacking and fraud.

INDUSTRY
FINTECH

ROUND OF FUNDING
SERIES UNKNOWN

FOUNDER / CEO
JOHN PERRY
RUSTON MILES

FOUNDING
$6 M

Urjanet in f ✗

Urjanet capitalizes on data-driven capabilities to deliver a Data-as-a-Service platform that connects businesses and applications to data aggregated from over 6,000 utilities across the globe. The Urjanet Utility Data Platform integrates directly with customer applications and solutions through its RESTful API, allowing on-demand utility data delivery, standardization, and analysis. By combining energy management, sustainability reporting, utility bill management, and other features, the platform allows companies to optimize their utility usage, automate billing and invoicing, and drive greater savings.

INDUSTRY
INFORMATION
TECHNOLOGY
& SERVICES

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
SANJOY MALIK

FOUNDING
$32.1 M
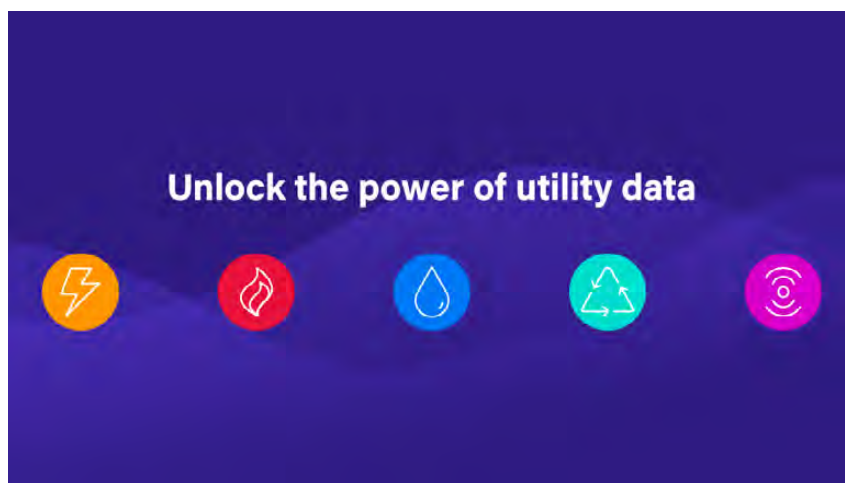
EVIDENT in f 𝕏

Our next tech startup from Atlanta also focuses on security, delivering an identity assurance platform that helps companies reduce risk and friction while processing personal data. Thanks to the solution, all businesses handling sensitive data can protect their users while ensuring regulatory compliance. The API-based platform assists clients with seamless identity identification and AI-based identity proofing, which together lead to faster turnaround times and tightened security.
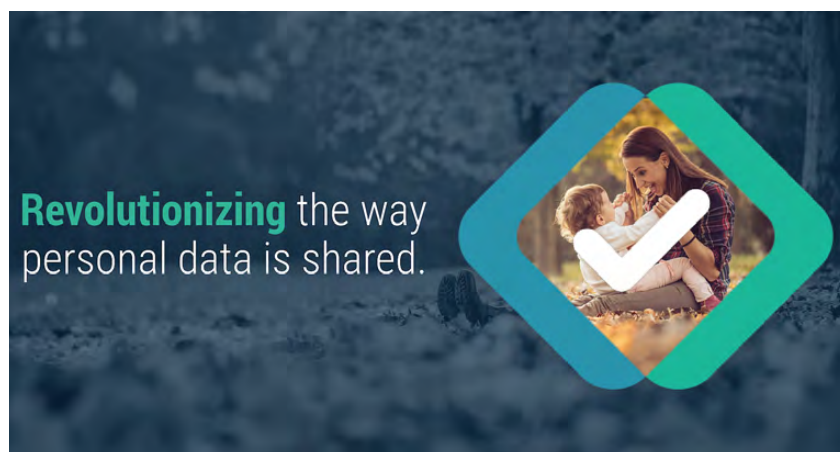
INDUSTRY
DATA MANAGEMENT

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
DAMIAN STAROSIELSKY,
DAVID THOMAS

FOUNDING
$28.8 M

BASTILLE in f 𝕏

With yet another security startup on our list, Atlanta is becoming a stronghold of security innovation. Founded in 2014, Bastille enables enterprise and government security teams to detect and mitigate risks related to cellular intrusion on devices emitting radio signals. The company's patented software-defined radio and Machine Learning technology brings visibility to all mobile and IoT devices in the corporate airspace, protecting organizations from cyber threats and facilitating post-event investigation.

INDUSTRY
ENTERPRISE SECURITY

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
CHRIS RISLEY

FOUNDING
$39 M

Covetool [in] [f] [t]

Covetool ideally demonstrates how *AI-based solutions* can nurture collaboration among modern professionals. The SaaS platform applies Machine Learning to provide architects, engineers, and real estate developers with a common workspace that automates the creation of energy-efficient building models. Thanks to detailed climate information, powerful simulations, and flexible design tool, they can greatly speed up the design process, optimize costs, and improve their designs.
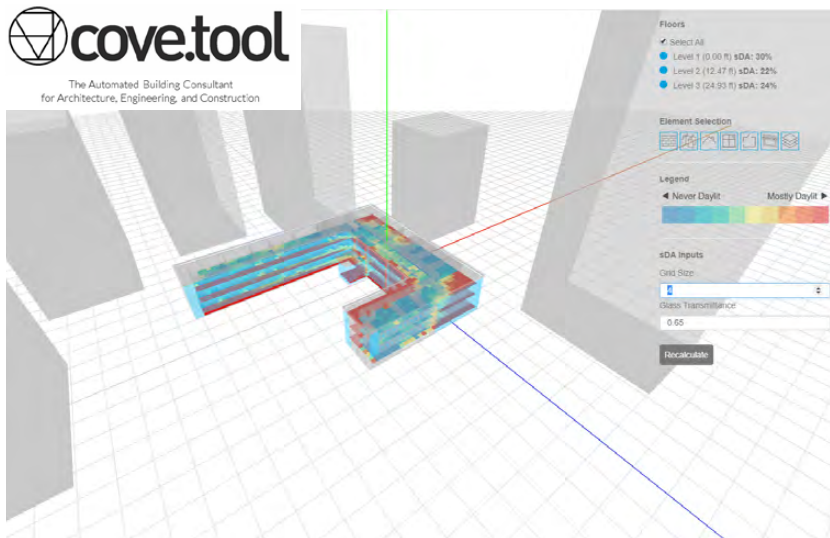
INDUSTRY
ARCHITECTURE
& PLANNING

ROUND OF FUNDING
UNDISCLOSED

FOUNDER / CEO
DANIEL CHOPSON
PATRICK CHOPSON
SANDEEP AHUJA

FOUNDING
$1.1 M

Greenlight [in] [f] [t]

Greenlight created a product that not only restores parents' peace of mind but also helps them raise financially-aware kids. The Atlanta startup delivers a debit card for kids accompanied by a mobile app that allows parents convenient control over their children's finances. The app makes it possible to top up a child's accounts, select shops where the card can be used, manage allowances, charge parent-paid interest, and govern all remaining aspects of financial management for children. The service is available on a subscription basis and includes debit cards of up to 5 kids.

INDUSTRY
FINTECH

ROUND OF FUNDING
EARLY STAGE VENTURE

FOUNDER / CEO
JOHNSON COOK,
TIMOTHY SHEEHAN

FOUNDING
$81.5 M

VOLANTIO [in] [tw]
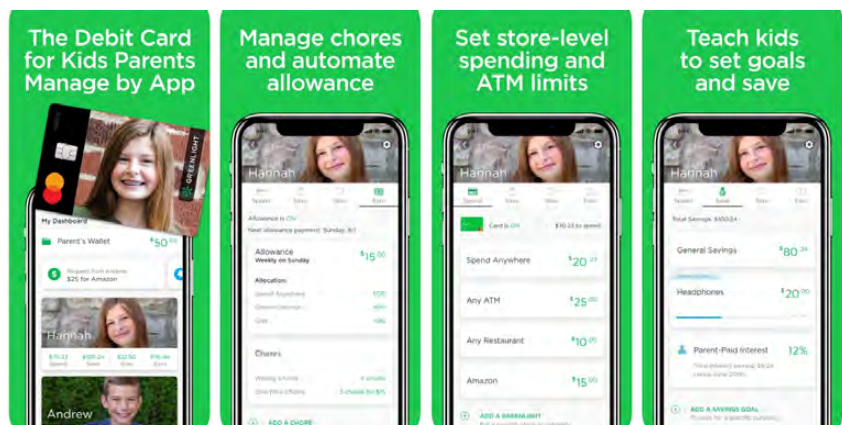
Volantio partners with airline operators to help them optimize profit and minimize costs through a web-based airline revenue management platform, Yana. Guided by Machine Learning, the solution dynamically re-accommodates passengers in the case of overbooking, flight delays, stand-by, and other situations, alleviating customer frustration, increasing yield, and reducing operational costs. Yana integrates with popular messaging and email services to dispatch passenger updates, offers, and bookings conveniently and in real-time.
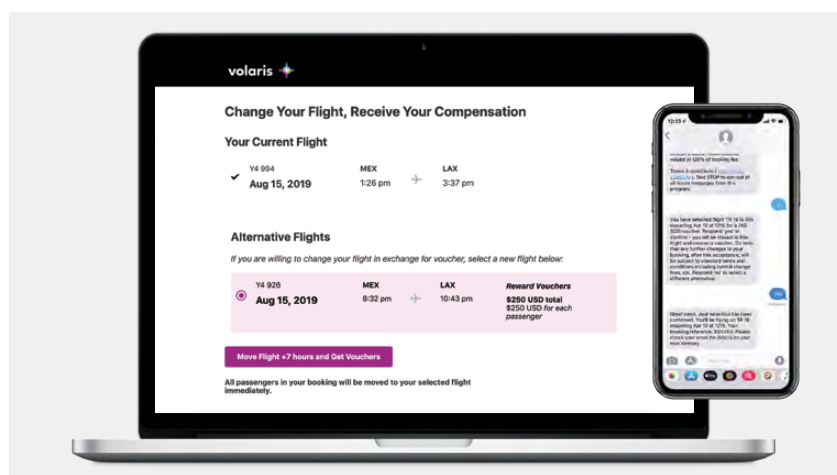
INDUSTRY
TRAVEL

ROUND OF FUNDING
SERIES UNKNOWN

FOUNDER / CEO
AZIM BARODAWALA,
FENN BAILEY

FOUNDING
$2.6 M

SUMMARY

You don't want to underestimate Atlanta and it's startup ecosystem. The "Big Peach" has a lot to offer to aspiring entrepreneurs and provides better and better startup infrastructure.

The scene is growing, as evidenced by the increasing number of companies working out of Atlanta Tech Village. The self-described "tech hub" has led to the creation of more than 6,500 jobs and has helped raise over $900 million in funding since its inception in 2013.

We are curious to see the development of the Atlanta startup scene in upcoming years. Will it truly become the "tech hub of the South"? Time will tell.

AUSTIN, TEXAS

_____

Being a capital of the second-largest state in U.S. gives you a lot of advantages and Austin makes great use of these. Tons of new startups pop up in the city every year, many of them being true innovators in their industries.

Austin's success is surely fueled up by the SXSW event, taking place every year in mid-March. Media and tech leaders, musicians and filmmakers, politicians, wealthy businessmen, and just random people – all they attend South by Southwest to share their knowledge while catching up with all the latests tech innovations. All this brings huge piles of money to Austin, making the startup scene there striving.

Cerebri AI

AI is undoubtedly one of the hottest business trends with 15% of companies currently using it, but an additional 31% having it on agenda during the upcoming 12 months. Considering that, it's not a surprise that AI-powered startups are on the wave. Cerebri AI is aiming to support automotive and financial sector in mining meaningful insights from data.
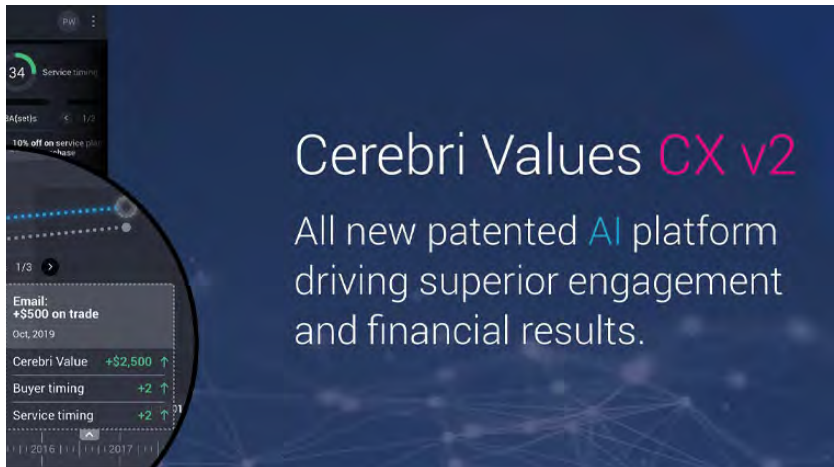
INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
JEAN BELANGER

FOUNDING
$16.4 M

Convey

Convey found its market in one of the toughest battlefields of modern e-commerce – logistics. The company offers business software to track and analyze logistics and deliveries. A special emphasis is put on the visibility of the last mile delivery and ability to track the packages in real time. The logistics is considered the spine of the e-commerce, so the company is tackling a serious issue. According to Statista, *up to 41% of customers expect the online retailers to offer super-local deliveries* (no more than 3 hours of waiting) while only 24% of companies offer such a service at the moment.

INDUSTRY
LOGISTICS
& SUPPLY CHAIN

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
DAN BEBOUT

FOUNDING
$25.6 M

DROPOFF

Delivery seems to be a serious thing in Austin, considering the successful startups emerging from the state of Texas' capital city. Dropoff is the one to tackle this nasty need to transport the pack of flyers and roll-ups to the conference the same morning or to drop the batch of documents to the accountant's office in the last minute before closing. The company focuses on B2B deliveries with real-time tracking and a strong emphasis on professional-centric services. The deliveries range from fresh fruits delivered straight to offices to legal documents
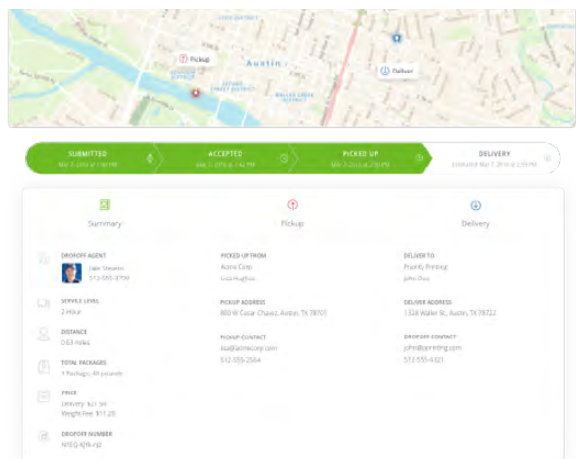
INDUSTRY
LOGISTICS
& SUPPLY CHAIN

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
SEAN SPECTOR

FOUNDING
$17.2 M

HYPERGIANT

Despite all the hype around artificial intelligence, there is a fundamental challenge in building the AI-driven companies. The technology appears to be a bunch of overhyped buzzwords with less than a handful of practical implementations.

Hypergiant's innovation comes with offering companies a "pragmatic" AI, that is basically a business tool, not the fancy marketing gadget.

INDUSTRY
ARTIFICIAL
INTELLINGENCE

ROUND OF FUNDING
CORPORATE

FOUNDER / CEO
BEN LAMM

FOUNDING
UNDISCLOSED

HITCH [in] [f] [t]

Another variation on the Uber-like ridesharing trend. This time, however, the idea is to travel between cities in a more comfortable way than taking a bus.

There are still similarities to a bus ride, though. There are specific pick-up points and hours of departure. But here, just like in Uber, anyone can become a driver. And, as Hitch says, the middle seat is never booked to make sure everyone feel comfortable during the ride.

INDUSTRY
TRANSPORTATION

ROUND OF FUNDING
SEED

FOUNDER / CEO
JAY MANICKAM,
MATTHEW CHASEN,
TANUI GIRISH,
KUSH SINGH

FOUNDING
$848.1 K

REVEALIX [in] [t]

Diabetes, when controlled and treated accordingly, makes life only a little more complicated than being healthy. On the other hand, when not treated accordingly, it may end with drastic consequences, including amputation of a limb. According to Diabetes UK, between 2014 and 2017, British doctors performed on average *169 diabetes-related amputations a week*. Revealix aims to tackle the problem by designing a monitoring software harnessing the power of wearables to spot the early signs of diabetes-related problems with limbs.

INDUSTRY
HEALTH, WELLNESS
& FITNESS

ROUND OF FUNDING
PRIVATE

FOUNDER / CEO
ADRIANNA CANTU

FOUNDING
NO DATA
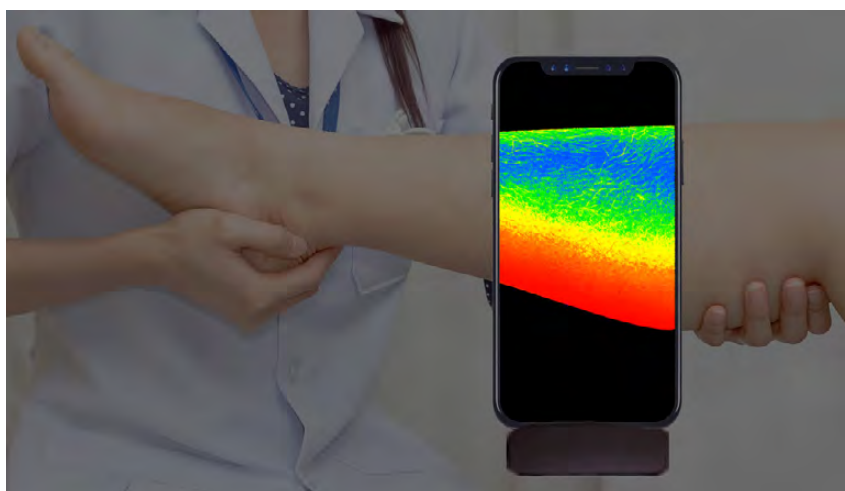
Rocket Dollar

Fintech sector is fascinating to watch – it is a pinnacle of startup society, with new, dynamic and agile players dethroning old, fat and slow ones. By offering financial products in new forms and models, fintech startups reach for audiences that are too risky for traditional banks.

Rocket Dollar is combining both trends by providing the users the ability to forge their own Individual Retirement Account and tailor investing strategy to their needs. Bitcoin? Real estate? Startups? Peer-to-peer lending? That's all up to you.

INDUSTRY
FINTECH

ROUND OF FUNDING
SEED

FOUNDER / CEO
HENRY YOSHIDA

FOUNDING
$3.6 M

Backtracks

First, everybody wanted a blog. Then, a YouTube channel. Now, the big thing are podcasts.

Backtracks makes use of this trend by providing industry leading podcast analytics tool. Want to know who, what, when, where, and how listens to your new show? Backtracks will help you answer these questions.

INDUSTRY
ENTERTAINMENT

ROUND OF FUNDING
SEED

FOUNDER / CEO
JONATHAN GILL,
KEVIN WRIGHT

FOUNDING
$2.2 M

BACKTRACKS

Podcast analytics and technology are horrible.
We're here to fix that!

TENFOLD in f y
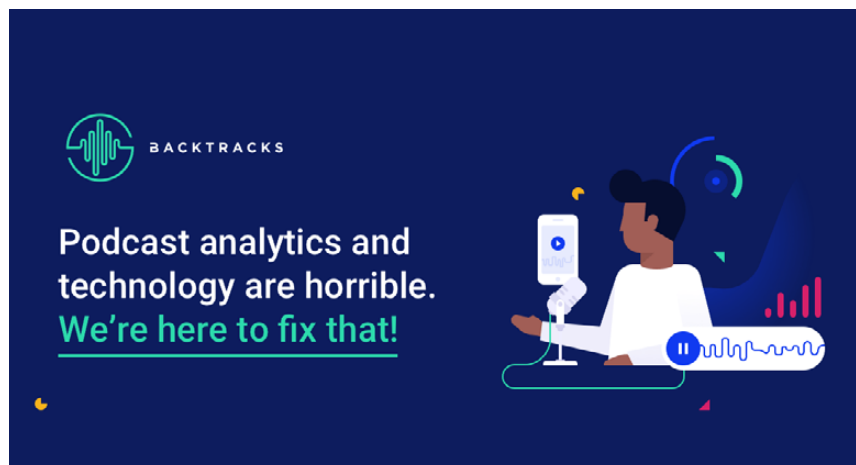
Despite the rising popularity of chatbots and the shift of customer service toward the online channel, customers still like to just take a phone call and talk to the assistant. *According to the Capterra data*, in 2018, 74% of American customers contacted a company via contact center or phone. Moreover, 43% of customers start their interaction with a company by contact center, not the online channel.

The contact centers are here to stay. Tenfold aims to turn the contact center, CRM and BI tools into a unified ecosystem to harness the power of data flowing through it. The ultimate goal is to provide a unified view of the customer for all departments.
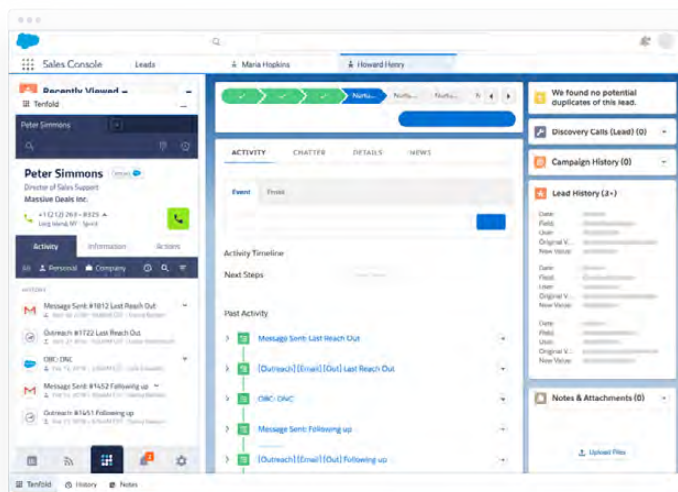
INDUSTRY
COMPUTER SOFTWARE

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
SEAN PINEGAR

FOUNDING
$34.7 M

BIGCOMMERCE in f y

Last but not least, BigCommerce is another SaaS-based e-commerce platform that aims to redefine the way the online business is being done. The company focuses on cutting the marginal costs that stack up to the point it suffocates the e-tailer. BigCommerce declares that it is going for 80% reduction of all the costs involved in online selling. It is also one of the most experienced tech startups in Austin, established in 2009. If you need some experienced entrepreneurs that didn't lose the startup spirit, that's the destination.

INDUSTRY
ECOMMERCE

ROUND OF FUNDING
SERIES F

FOUNDER / CEO
EDDIE MACHAALANI

FOUNDING
$219.2 M
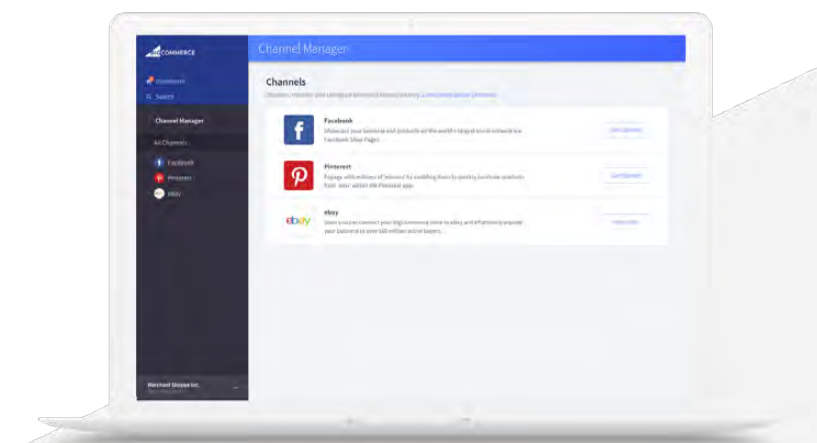
ClearBlade

Introducing themselves as a new industrial revolution, ClearBlade is focused on delivering IoT and machine learning solutions. The startup build systems with a goal to save lives of workers and citizens. Their platform provides simple monitoring of rail crossings system and enables to communicate with any device of choice.

To optimise operations, their technology concentrates on real-time visibility and data analysis.

INDUSTRY
COMPUTER SOFTWARE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
ERIC SIMONE

FOUNDING
$8.1 M

Bungalo

Getting own home for you and your family is a big part of the typical American Dream. However, the process of buying a property is often stressful and time-consuming – and this is what Bungalo aims to change.

Bungalo's platform allows potential homeowners find, visit, and buy their new house in the easiest way possible. Everything is done in an Airbnb-ish style, and the price of each property is known upfront. Bungalo currently operates in five major cities and offers exclusive houses that are not available anywhere else.

INDUSTRY
PROPERTY

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
NO DATA

FOUNDING
$250 M

DOSH [in] [f] [t]
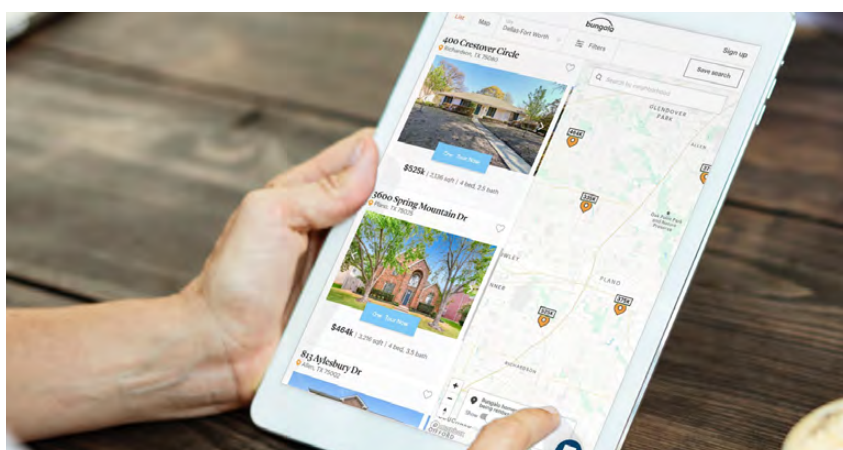
Dosh makes cashback available even during one's everyday shopping. The start-up allows users to link their credit cards with the app – every time the credit card is used at one of the shops and restaurants Dosh works with, 10% cashback ends up on the customer's account. The company works with 1000s of different brands, including Walmart, Nike, Sephora, and more. Big players, including PayPal, have already invested nearly $100 million in the start-up.
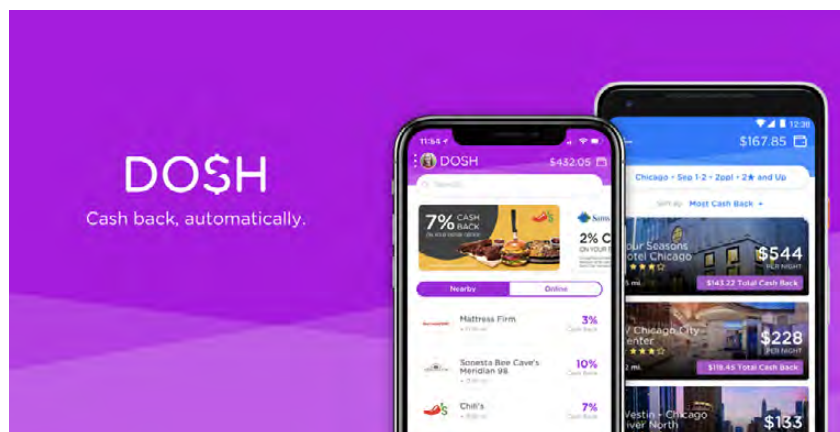
INDUSTRY
FINTECH

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
RYAN WUERCH

FOUNDING
$87 M

ICON [in] [t] [○]

This Austin startup takes the battle with housing crisis to another level. Taking to their heart the American principle of making everything huge, they built an enormous 3D printer that can 3D print houses.
In 2018, ICON has successfully finished the first 3D-printed house in the U.S., and since then the company has participated in multiple other projects, including creating shelters and homes for poor and homeless.

INDUSTRY
CONSTRUCTION

ROUND OF FUNDING
SEED

FOUNDER / CEO
JASON BALLARD,
ALEX LE ROUX,
EVAN LOOMIS

FOUNDING
$9 M

Living Security in ⊡

Cybersecurity is a big thing nowadays, but the topic is still often ignored by employees. That's where Living Security comes in – an Austin-based startup that teaches people why cybersecurity matters and how one should approach it.

They work directly with other companies, offering their employees fun trainings with gamification features. Online trainings are one thing, but what would you say about cybersecurity-themed Escape Room? Yup, Living Security also offers it.

INDUSTRY
CYBERSECURITY

ROUND OF FUNDING
SEED

FOUNDER / CEO
ASHLEY & DREW ROSE

FOUNDING
$1.8 M

Summary

AI, ridesharing, instant deliveries and cybersecurity are just a small part of what Austin startups are interested in. With the SXSW fueling up the local tech scene every year, there is surely a lot more innovation coming from the local Texan entrepreneurs. We're really excited to see what 2020 will bring to Austin!

BOSTON, MASSACHUSETTS

With more than a hundred higher education institutions in the metropolitan area, including top-level universities such as MIT and Harvard, Boston is one of the world's most recognized academic hubs. However, despite its historical and educational legacy, the city has its eyes set on the future, spearheading progress and innovation in a wide spectrum of fields including arts, science, medicine, and technology.

Boston earns the top spot with technology investors thanks to a well-developed VC network, a conducive regulatory environment, and a steady supply of highly-educated, passionate talent. Thanks to these assets, the city can compete with burgeoning startup ecosystems in the likes of Austin, Denver, or San Diego to become America's next big startup hot-bed.

SPIRO

The CRM market is growing at 12% annually, expected to reach *$82B by 2025*. Spiro is hoping to get a fair slice of that cake with a proactive relationship management platform available as an iOS and Android app that works seamlessly with the web application. The platform integrates CRM, sales enablement and telephony functions, and leverages APIs to integrate with all business systems, such as email, marketing automation, and ERP. However, its sweet spot lies in *the use of artificial intelligence* that eliminates the need for data entry and empowers sales with intelligent sales suggestions.
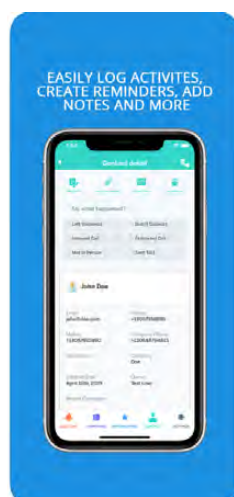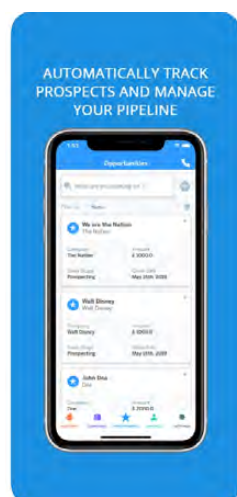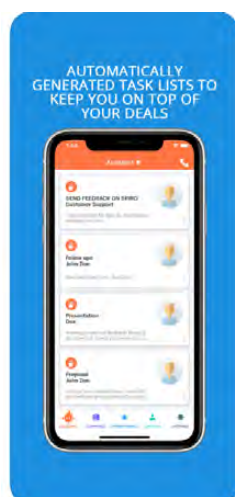
INDUSTRY
COMPUTER SOFTWARE

ROUND OF FUNDING
SEED

FOUNDER / CEO
ADAM HONIG,
ANDY LEVI,
JUSTIN KAO

FOUNDING
$7 M

APPTOPIA

The next Boston startup team draws on Machine Learning to provide mobile publishers and developers with the opportunity to gain market insights, build informed business strategies, and monitor consumer trends. The app collects intelligence from an abundance of data points including downloads, audience insights, advertising, localized data, SDK, and more, and exposes it to customers via its API and an intuitive web tool. Notably, earlier this year, Apptopia partnered with Bloomberg to bring high-quality mobile intelligence to the financial sector.

INDUSTRY
INTERNET

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
ELIRAN SAPIR,
JONATHAN KAY

FOUNDING
$8.2 M
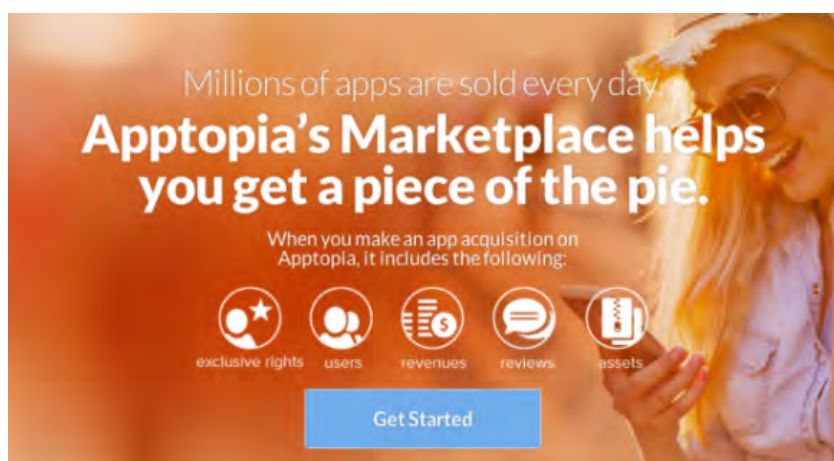
FutureFuel [in] [f] [y]

In a country where the collective *student loan debt exceeds $1.5 billion* and an average student graduates with $30,000 in debt, a solution enabling student loan repayment is poised to take the world by storm.

FutureFuel has created a SaaS platform that enables employers and organizations to offer education loan repayment as an employee benefit. The product comes with a holistic enterprise dashboard, out-of-the-box integration with HR systems, and a user app extending advanced analytics and reporting capabilities.
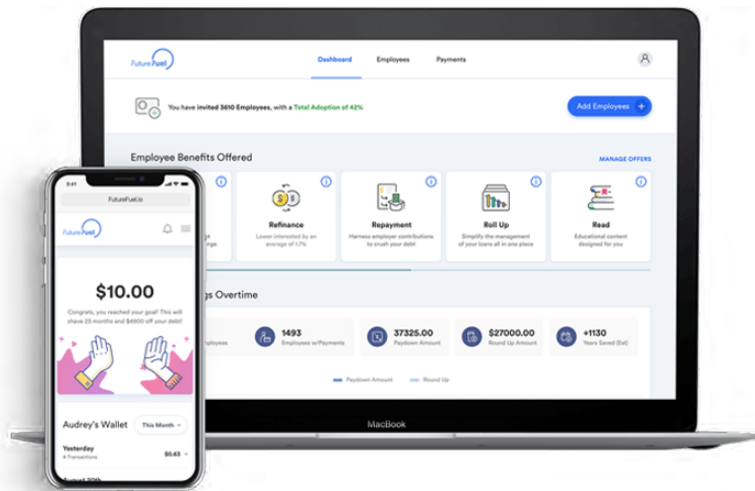
INDUSTRY
FINTECH

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
LAUREL TAYLOR

FOUNDING
$15.7 M

LinkSquares [in] [f] [y]

LinkSquares is the first of several companies on our list that capitalize on the increasing use of Artificial Intelligence in *advanced software development*. The startup from Boston this year raised quite a nice chunk – $4.8 million – in funding to expand their AI-powered contract analytics software for in-house legal and finance teams. The platform leverages APIs to integrate with a host of tools, repositories, and libraries used by financial ops departments, and automatically reads and retrieves key information to accelerate review and reporting.

INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
CHRIS COMBS,
VISHAL SUNAK

FOUNDING
$7 M

PRIVY [in] [f] [t]

The average pop-up conversion rate is 3%. However, effective pop-ups see conversion rates 10-15 times higher! Privy's ambition is to help small online businesses tap those impressive conversion scores. The company's intuitive drag-and-drop marketing suite integrates with *e-commerce apps and platforms*, website builders, email service providers to enable the creation of highly targeted, customizable pop-ups, banners, bars, and other elements that slash website bounces and drive greater online sales. The suite starts from a free plan, up to 5,000 website visitors per month; the pricing then gradually increases, depending on the website traffic.
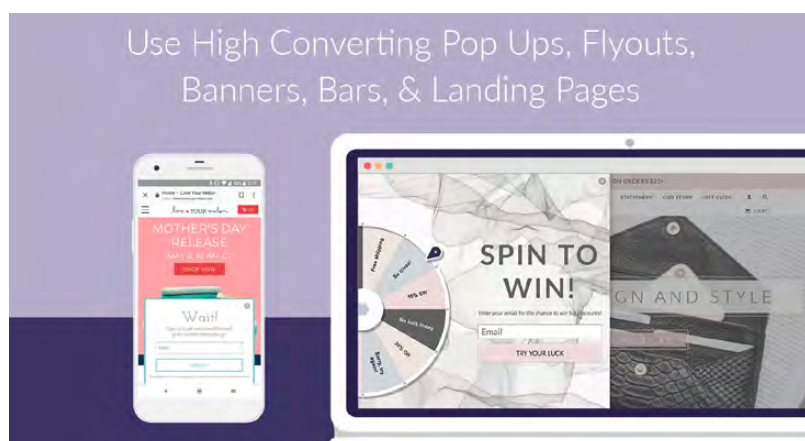
INDUSTRY
MARKETING

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
BEN JABBAWY

FOUNDING
$8.3 M

HUMANYZE [in] [f] [t]

While many startups launch from a garage, Humanyze started at uni. The company developed in 2011 out of the MIT Media Lab, and it specializes in people analytics. Its Elements platform empowers company decisions through data collected by measuring the frequency and duration of face-to-face human interactions. Instead of relying on subjective surveys and period assessment forms, the solution applies a powerful analytics engine and real-time communications data to deliver detailed insights around organizational health, workplace strategy, and business process optimization.

INDUSTRY
BIG DATA

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
BEN WABER, TAEMIE KIM, DANIEL OLGIUN OLGIUN, TUOMAS JAANU

FOUNDING
$5 M
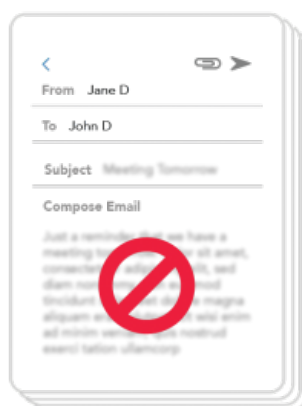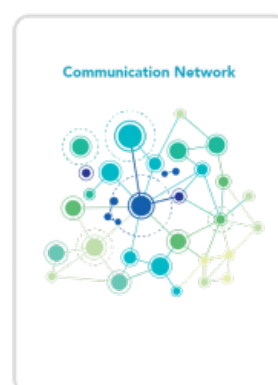
EXPERFY

We remain in the data analytics realm. Nothing complements advanced technologies better than brilliant minds, and Experfy combines both in a unique talent marketplace of vetted AI, Big Data Analytics, Blockchain, IoT, mobile, and cloud experts.

Companies on the lookout for high-tech expertise may use the platform to find top-notch skills and upskill their teams by using on-demand training and consulting capabilities it provides. One of the most prominent clients in Experfy's portfolio is Deloitte; recently, *the consulting giant established an alliance* with the startup to augment its analytics and artificial intelligence teams.

INDUSTRY
EMPLOYMENT

ROUND OF FUNDING
SEED

FOUNDER / CEO
HARPREET SINGH
SARABJOT KAUR

FOUNDING
$1.5 M
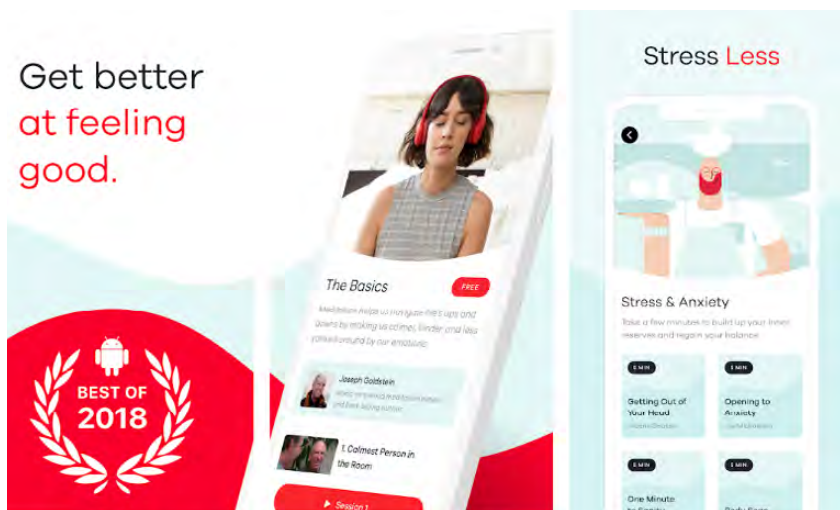
REPSLY

Empowering front-line teams with technology is one of the most effective strategies to grow sales. A retail execution software by Repsly equips retail sales reps and managers with real-time data and insights to recognize and leverage opportunities at the shelf. The solution blends agile retail intelligence, proactive territory management, and data-powered field execution to help managers streamline and improve management and enable sales teams to maximize their performance in the field.

INDUSTRY
COMPUTER
SOFTWARE

ROUND OF FUNDING
SEED

FOUNDER / CEO
MARKO KOVAC,
MARKO LINKE,
MATTHEW BROGIE

FOUNDING
$3.8 M
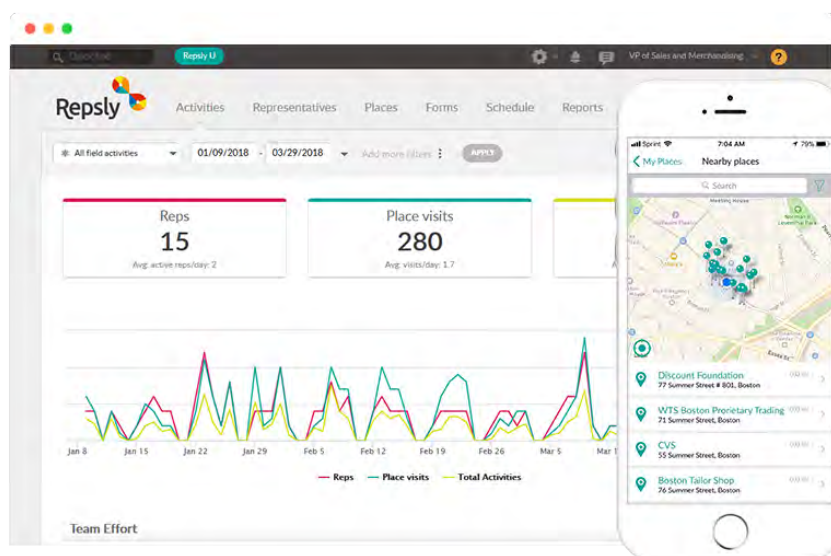
Ten Percent Happier

Mindfulness is the fastest-growing trend in wellness right now, one that has also pervaded the mobile application development space. Meditation and relaxation apps abound, and Ten Percent Happier, a subscription-based mobile app from Boston is among them. It outshines competitors with regular content updates, daily challenges, and personal coaching support. All these features bundled with an *outstanding UX* make it a #1 meditation app according to the New York Times' 'How to Meditate' guide.

INDUSTRY
HEALTH, WELLNESS & FITNESS

ROUND OF FUNDING
SEED

FOUNDER / CEO
BEN RUBIN,
DEREK HASWELL

FOUNDING
$5.1 M

Teikametrics

Here's another solution utilizing data science to support retailers. Teikametrics is a SaaS that helps sellers, brands, and agencies increase the profitability of their Amazon advertising campaigns. The company's retail optimization platform uses proprietary econometrics and machine-learning data models to generate higher returns on Amazon spend. While the startup was founded in 2013, it seems to be in its prime now. At the end of last year, it raised $10 million to accelerate the development of its platform and grow the engineering team.

INDUSTRY
ECOMMERCE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
ALASDAIR
MCLEAN-FOREMAN

FOUNDING
$10 M
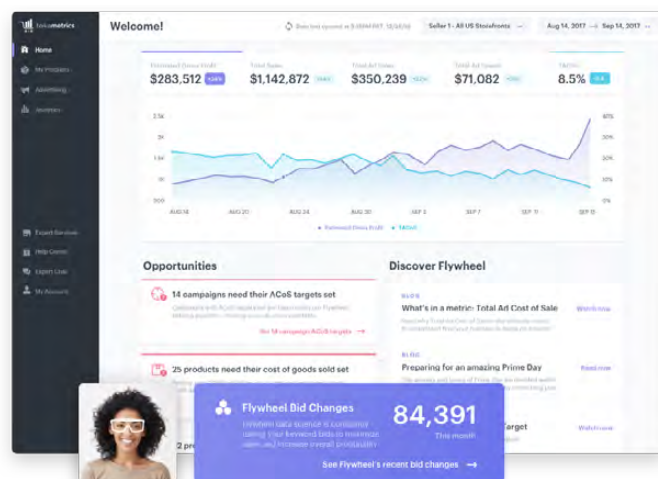
BLUECONIC in f y

It's not the end of data-centric Boston startups on our list; here's another example. The BlueConic team calls the company's solution 'the world's simplest and most accessible customer data platform'; considering that the startup has already secured such top-class clients such as T-Mobile or ING, it might be right. The web platform connects the world of business intelligence and data science with marketing. It is an integrated, easily-accessible suite for collection, segmentation, and analysis of customer data that marketers can use to automate tasks, improve customer intelligence, and build stronger relationships with buyers.

INDUSTRY
BIG DATA

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
BART HAILBRON
MARTIJN VAN BERKUM,

FOUNDING
$13.8 M

CRAYON in f y

Operating in the same niche as BlueConic is Crayon, a market intelligence company from Boston. It captures a wide range of competitor insights and data, such as news, teams, media presence, content and social networks, product information and outputs it in a competitive analysis web platform powered by AI analysis and automation. The software is particularly beneficial to small teams that strive to become more scalable with limited time and resources.

INDUSTRY
MARKETING
& ADVERTISING

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JOHN OSBORNE,
JONAH LOPIN

FOUNDING
$16.1 M
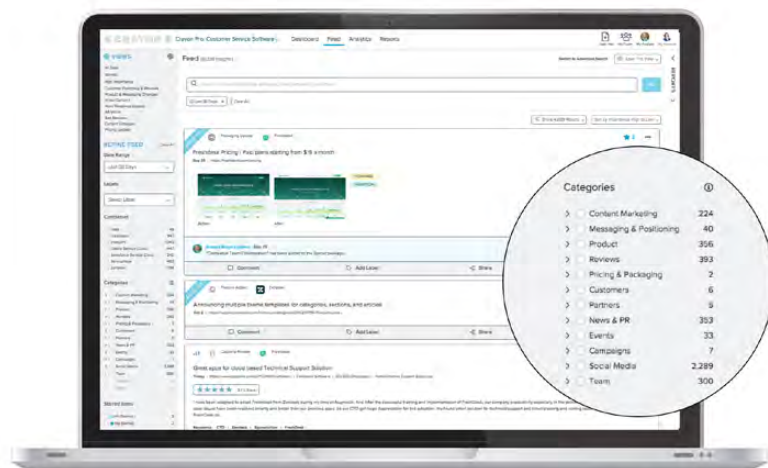
InAuth [in] [f] [t]

InAuth, our last tech company from Boston, was set up in 2010 as a security business offering mobile-first fraud prevention systems. Since its foundation, it has developed several solutions employing a proprietary device ID technology to help clients identify risks and reduce fraud in their digital channels, and mobile specifically. InAuth's unique anti-fraud mechanisms and robust security tools proved highly appealing to fintech and banking institutions. In 2016, the startup was acquired by American Express and now continues as its wholly-owned subsidiary.

INDUSTRY
DIGITAL INTELLIGNECE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
MIKE PATTERSON,
PAUL MARSOLAN

FOUNDING
$30.8 M

EnergySage [in] [f] [t]

In Q1 2019, the U.S. installed *2.7 GW of solar power capacity*, enough to power almost 13 million American homes. EnergySage contributes to that achievement by offering an online comparison-shopping marketplace for rooftop solar, energy storage, community solar, and financing. The company's energy-saving comparison and rating site connects individuals and businesses interested in installing solar energy with a network of over 500 pre-screened solar installation companies. The users specify their case and request a quote, and vendors share their offers to be compared by the buyer.

INDUSTRY
RENEWABLES
& ENVIRONMENT

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
VIKRAM AGGARWAL

FOUNDING
$8.4 M

Fortify [in] [f] [t]

Given the immense technological progress 3D printing has made in the last few years, it is now said to be reaching the mainstream. Apart from healthcare or architecture, manufacturing is one of the industries that can benefit the most from the technology. Another Boston tech startup, Fortify, targets this specific niche with its offering. The company was founded following research work on composite printing, to disrupt traditional parts manufacturing. It combines magnetics and digital light processing (DLP) 3D printing to bring advanced materials to the aerospace, automotive, and other sectors.

INDUSTRY
MECHANICAL / INDUSTRIAL ENGINEERING

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JOSHUA MARTIN, KARLO DELOS REYES, RANDALL ERB

FOUNDING
$12.5 M

Summary

Whether 'The Athens of America' is going to win the race for the title of the nation's hottest startup hub, it remains to be seen. One thing is for sure; entrepreneurs are gravitating to Boston, regarding it a vibrant alternative to established tech hubs such as San Francisco or New York City.

These 15 innovative companies represent just a fraction of the city's tremendous startup scene. However, we hope this sample is enough to get you inspired!

CHICAGO, ILLINOIS

Remember our analysis of 15 fast-growing Denver startups? The tech scene in the Colorado capital is booming, but Chicago isn't too far behind.

According to the *Center for an Urban Future's report*, Chicago has seen some of the fastest startup growth in the U.S. in the last decade, outpacing Seattle, Atlanta, Austin and Denver alike. The tech community is spreading across the Windy City, and today, we're going to examine 15 hottest startups in Chicago that are leading the trend.

DSCOUT in f y

As Steve Jobs famously said, the goal of all companies should be to "Get closer than ever to your customers. So close that you tell them what they need well before they realize it themselves." Dscout makes it easier than ever before. The company's SaaS platform combines progressive research, product, UX, and marketing to capture real-time thoughts, reactions, and behaviors of consumers at a scale. The solution features several products supporting recruitment, interviewing, and reporting of online research participants to provide businesses with contextual, real-life insights about their products and services.
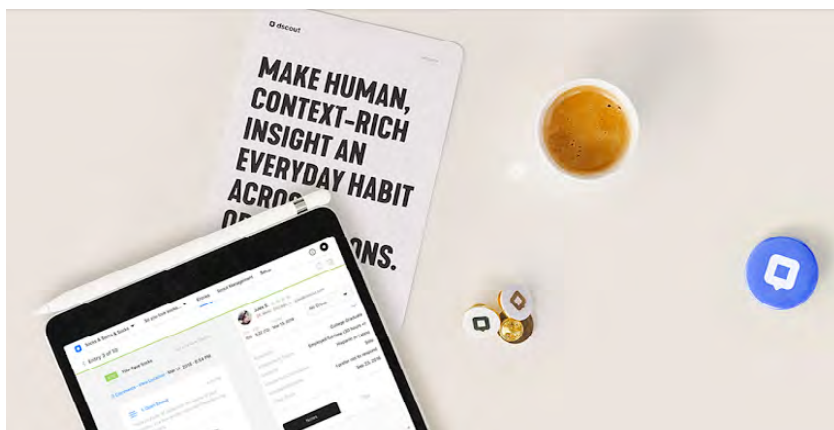
INDUSTRY
RESEARCH

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
MICHAEL WINNICK

FOUNDING
$11 M

TRUNK CLUB in f y

The next Chicago startup on our list has a mission to help every person look their best. To realize that goal, Trunk Club, a personalized clothing service, has affiliated with Nordstrom, an American chain of luxury department stores. The web and mobile apps (on iOS and Android) matches subscribers with a stylist who handpicks the best clothing and accessories and sends a preview selection to them. The customers then decide what to keep, and send back the rest, paying only for the purchased items. Trunk Club fosters a new approach to personalized shopping, offering a reasonable styling fee of $25 and making it easy for anyone to get out of a style rut.

INDUSTRY
RETAIL

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JOHN TUCKER,
KEVIN PRICE

FOUNDING
$12.4 M
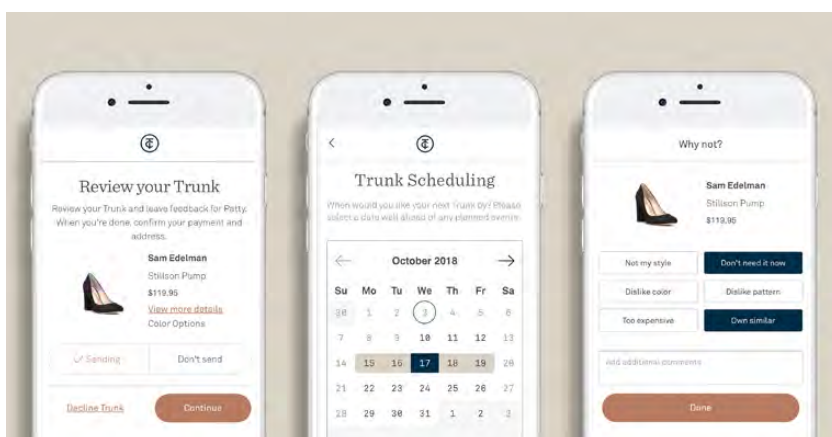
Yello.co

Yello's talent acquisition platform enables the world's leading brands to deliver personalized candidate experiences to every job seeker, resulting in quality hires and faster fills. The centralized platform is easy to use, enabling recruiters to collaborate with one another to attract and engage top talent. Key recruiting metrics provide meaningful insights that lead to more informed, data-driven decisions, while staying on budget.

Approximately 100 of the Fortune 500 rely on Yello to power their recruitment programs. The platform is used in 70+ countries and in 15+ different languages.
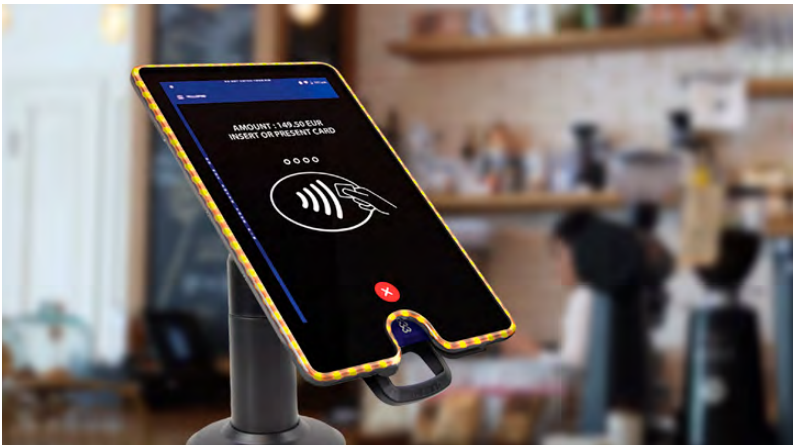
INDUSTRY
RECRUITMENT

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
DAN BARTFIELD,
JASON WEINGARTEN

FOUNDING
$46.2 M

1871

Next on our list is a non-profit entrepreneurial hub that unites graphic designers, engineers, and entrepreneurs and supports them in building own startups. Named after the memorable Great Chicago Fire, the startup accelerator represents everything that followed the dreadful event, "A remarkable moment when the most brilliant engineers, architects, and inventors came together to build a new city."

The company founded in 2012 currently supports 500 early-stage, high-growth digital startups, and more than 1,500 members with office space, workshop and education opportunities, accelerator programs, and beyond.

INDUSTRY
BUSINESS INCUBATOR

ROUND OF FUNDING
SEED

FOUNDER / CEO
BETSY ZIEGLER

FOUNDING
$2.5 M

Telnyx in f ✆

David and Ian, the founders of Telnyx, have a shared goal of connecting people wherever they are. As they believe the standard Internet is insufficient to deliver the speed and consistency for real-time communications, they have built a platform that provides companies with carrier-grade, cloud-based telecommunications, and VoIP services. Telnyx offers a range of solutions spanning elastic SIP trunking, programmable SMS, call control portal, and APIs to enable managed services providers purchasing wholesale telecommunications services on demand. The business seems to have taken off, as in 2016, the company expanded its global footprint, opening the first remote office in Dublin.

INDUSTRY
TELECOMMUNICATIONS

ROUND OF FUNDING
SEED

FOUNDER / CEO
DAVID CASEM,
IAN REITHER

FOUNDING
$1 M
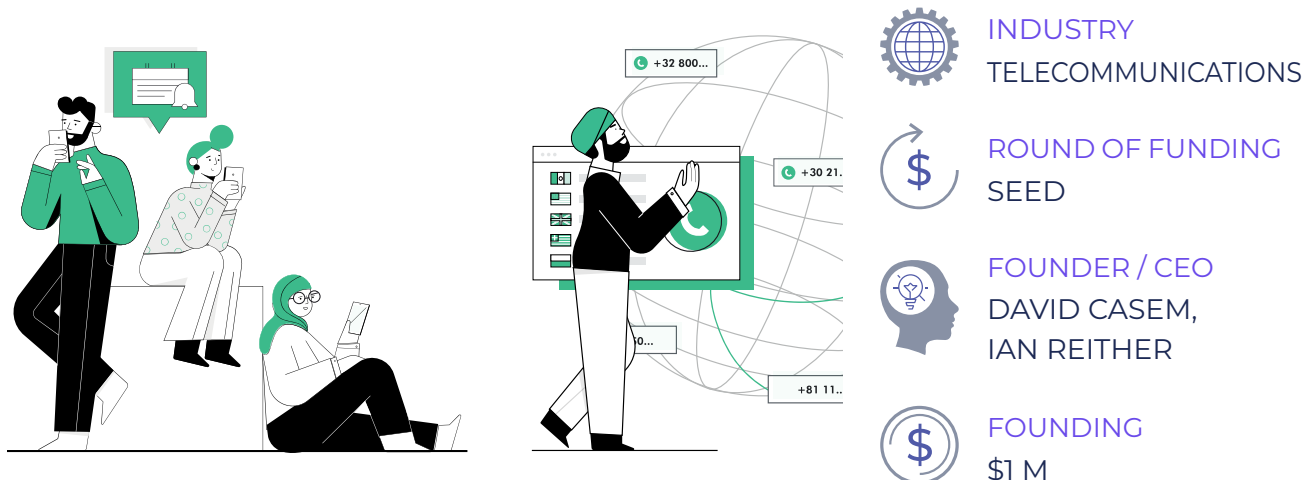
ThreeKit in f ✆

E-commerce is growing at an unprecedented rate, *accounting for 15% of all retail sales in the U.S.* One of the most powerful enablers of quality online shopping is 3D rendering, which provides an interactive, realistic 360-degree view of a product that is as close to the real-life experience as possible. That's the idea behind ThreeKit, a cloud-based visualization platform designed to help businesses present their products online in the most realistic way. The online solution comes with a set of user-friendly product configurators, sales aids, tutorials, and AR and VR tools to create high-quality, picture-perfect product visualization with ease and at scale.

INDUSTRY
3D PRINTING

ROUND OF FUNDING
SEED

FOUNDER / CEO
BEN HOUSTON

FOUNDING
$10 M

The Mom Project [in] [f] [y]

Every brilliant product starts with a story. The one behind the next Chicago startup is particularly relatable. When in 2015, Allison Robinson returned to work after giving birth to her son, she quickly experienced the harsh reality of being a working mom. Realizing she wasn't the only woman struggling with reigniting her career after childbirth, she decided to build a platform that would unite all women facing similar challenges. The Mom Project is a digital talent marketplace and community for women who are trying to reconcile motherhood with career life. The website matches mothers with world-class employers to help them jump back into the working world after having a baby, and offers numerous auxiliary services, such as payroll, childcare, or catering, to support working moms further.

INDUSTRY
HUMAN RESOURCES

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
ALLISON ROBINSON

FOUNDING
$10.6 M

Boro [in]

Boro, another top Chicago startup, is a leading consumer financing platform for college students and recent graduates, leveraging alternative data and machine learning to provide convenient and affordable financial solutions to young people who aren't eligible for a credit in traditional banking institutions. When the startup first launched in 2015 (under a different name), it started from providing automotive loans to students. Currently, the company has expanded its portfolio to include personal and cash loans as well.

INDUSTRY
FINTECH

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
HAO LIU,
YIFENG OUYANG

FOUNDING
$8.6 M

Paro in f ⅄
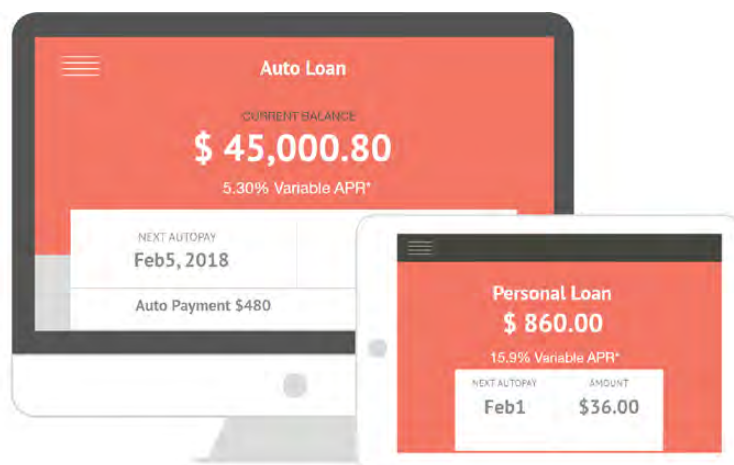
As with most things in the world, in freelancing, there are two sides to the story. On the one hand, it's a highly-rewarding and flexible work model. On the other, with this flexibility comes the lack of stability. To help financial freelancers tackle this issue and provide them with a steady income, Paro's founders set up a curated networking platform supporting freelance accountants, bookkeepers, and analysts. Using technology, the platform matches businesses with vested freelance professionals to ensure on-demand, hourly support to clients. At the same time, it helps freelancers keep a regular flow of work. In the future, Paro foresees the use of predictive analytics to provide participating freelancers with a prognosis of their earnings ahead of the month.

INDUSTRY
FINTECH

ROUND OF FUNDING
DEBT

FOUNDER / CEO
DAN WYWROT,
MICHAEL BURDICK

FOUNDING
$1.3 M

Clarity Insights in f ⅄

The last of our featured Chicago tech startups is a leader in data analytics, working with some of the nation's bigger data-driven brands across multiple industries. Clarity Insights helps Fortune 1000 businesses take advantage of data and analytics to obtain customer intelligence, build a modern data architecture, increase consumer interaction with data-driven marketing strategies, and improve decision-making.

INDUSTRY
INFORMATION
TECHNOLOGY
& SERVICES

ROUND OF FUNDING
NO DATA

FOUNDER / CEO
JOHN PAPADIA,
JIM URHAUSEN

FOUNDING
NO DATA

JOURNERA [in] [twitter]
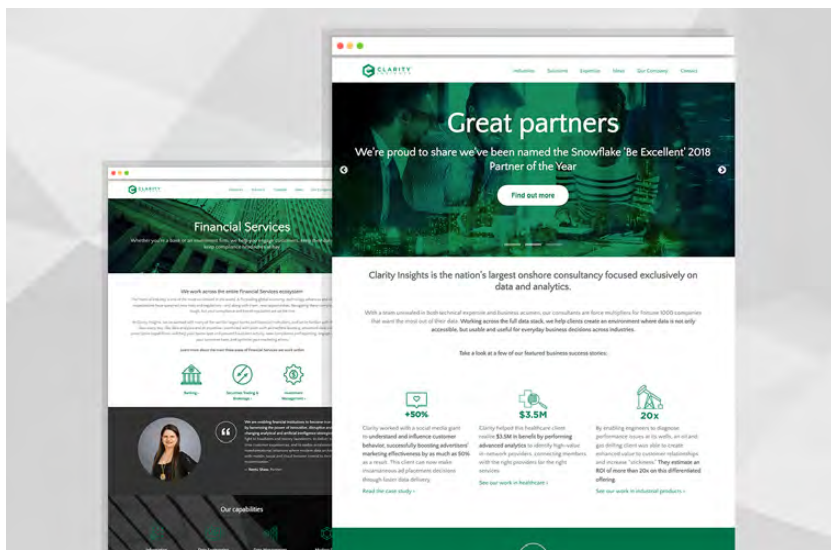
Here's a sample of a travel agent's daily routine: booking hotels, negotiating rates, searching for optimal routes, connecting flights, working out travel recommendations for customers. To make reconciling all these tasks a bit easier for travel professionals, Journera created a platform that designs unified travel experiences for their customers across airlines, hotels, transportation companies, and food providers. The solution leverages a suite of APIs for easy integration with a host of hospitality companies, and data analytics algorithms to choose pertinent travel events and initiate their flow for a seamless customer travel experience. So far, Journera has noted a tremendous success, having passed the benchmark of 1 billion travel events, which represents over 110 million U.S. travelers.

Suggest restaurant reservation near hotel

Have hotel room ready for morning arrival

Preschedule ride share based on boarding time

Offer earlier flight options based on airport arrival time

Offer upgrade based on number of passengers and checked baggage
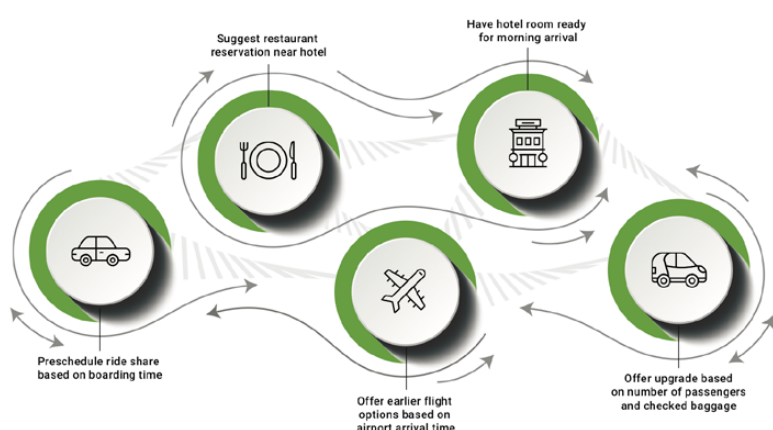
INDUSTRY
COMPUTER SOFTWARE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JEFFREY KATZ

FOUNDING
$9 M

FOODA [in] [f] [twitter]

With over 8,000 food businesses around, Chicago's thrilling food scene offers much more than the iconic Deep Dish Pizza. Orazio Buzza, the founder of Fooda, determined to tap on that potential by bringing local restaurants into Chicago offices with a simple, intuitive mobile app. As a food technology platform, Fooda connects over 1,000 Chicago approved restaurants to people at work. With its *clear-cut design and intuitive UX*, the app is a perfect example of how to turn a simple idea into a valid business opportunity.

INDUSTRY
FOOD & BEVERAGES

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
ORAZIO BUZZA

FOUNDING
$34.2 M

See visiting restaurants & view their menus

Earn rewards points & unlock coupons

Get access to promotions

Share the love and refer a friend
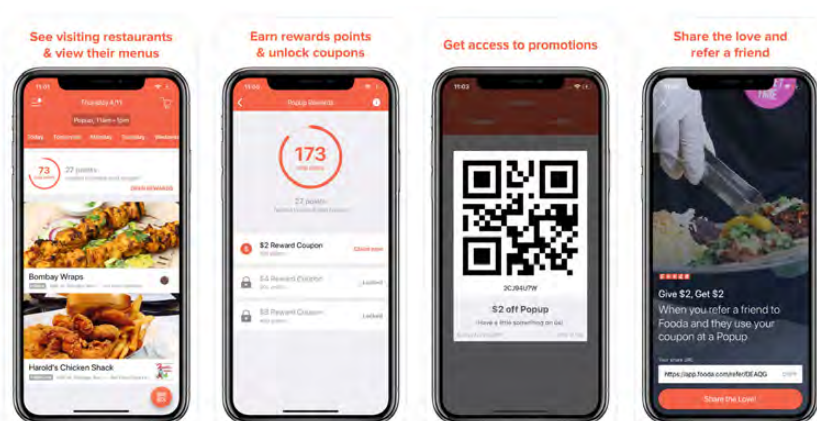
Kin Insurance in f y

Homeowner's insurance varies from one company to another. Some packages are bloated with policies you are highly unlikely ever to need. Other offerings may seem comprehensive, while in reality, they exclude important coverage. Kin has seen an opportunity in data analysis to fix home insurance. The website streamlines the insurance application process and reduces it to a few simple steps, making use of online data points to create personalized, tailored insurance offers.

smart coverage
We walk you
through your policy.

insurance literacy
We break down
the basics.

interaction
We meet you
where you are.

INDUSTRY
INSURANCE

ROUND OF FUNDING
VENTURE

FOUNDER / CEO
SEAN HARPER,
SEBASTIAN VILLARREAL

FOUNDING
$17.7 M

LogicGate in f y

LogicGate's another brilliant example that made it to the list of best Chicago startups with a customizable, comprehensive platform that automates and simplifies risk-assessment and compliance processes. The platform features a user-friendly interface that can be easily personalized with a set of drag-and-drop forms and processes and a variety of built-in process apps. Last year, the company closed $7.5 to grow their engineering, sales, product, and content teams and continue the development of their product.

INDUSTRY
SAAS

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
DAN CAMPBELL
JON SIEGLER,
MATT KUNKEL

FOUNDING
$10 M
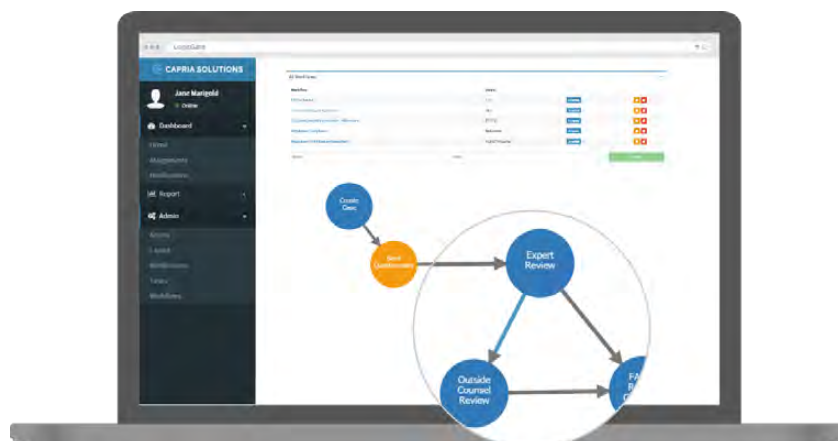
VillageMD

VillageMD supports physicians with an ecosystem of care coordination tools, on-the-ground resources, and big data analytics insights to streamline their work and turn their attention to what matters most – patient care. The company has undertaken to become the largest, highest performing primary care-led network in the nation. With the hefty funding of $80 million raised in 2018, it is well-positioned to succeed. VillageMD's solutions feature a big data patient analysis platform, comprehensive EMR software, and a digital health operating system that extracts clinical and financial data sets from dozens of primary-care support systems and analyzes them in real-time to predict missing diagnoses, create patient engagement plans, and identify care gaps for healthcare professionals.

INDUSTRY
HOSPITAL
& HEALTH CARE

ROUND OF FUNDING
PRIVATE

FOUNDER / CEO
CLIVE FIELDS,
PAUL MARTINO,
TIM BARRY

FOUNDING
$116 M

SUMMARY

Chicago has all the cards needed to become a thriving tech hub and even compete with Bay Area in this field. It has a diverse and healthy business climate, a great location (being the major midwestern city), and there is plenty of fundraising opportunities abound. Top it up with reasonable costs of living (way cheaper than in SF, at least…) and excellent education opportunities - the area is home to some of the country's best MBA and engineering programs, as well as entrepreneurship centers, which provide a talent pipeline for local businesses.

Sounds interesting? That's Chicago for you!

DENVER, COLORADO

Welcome to "the Mile-High City"! Although Denver may be best-known as the birthplace of the cheeseburger (thanks to Louis Ballast, a Denverite who was the first person to trademark it), the last few years were so prosperous for tech innovation in the Colorado capital that some journalists have already coined a new nickname for it, 'the next Silicon Valley.'

While the *Bay Area struggles with oversaturation*, and there are signs that it may be losing its appeal, Colorado is picking up momentum. The Denver/Boulder area is undergoing a dynamic expansion of the startup scene, as the local conditions are extremely favorable to setting up new businesses. Last year, *Forbes* ranked Denver fourth best place for doing business in the USA. It's one of the most dynamic economies in the country, demonstrating one of the lowest unemployment rates. The city's experiencing an influx of tech talent and is earmarked for startup success.

BiggerPockets [in] [f] [t]

Would you like to turn your nest egg into income? Or maybe you are dreaming of quitting your current job and pursuing a more satisfying career? BiggerPockets is an online community of over 1,400,000 members looking to succeed at real estate investing. It provides users with tools, data, and resources to enhance real estate knowledge, networking, and dealmaking.
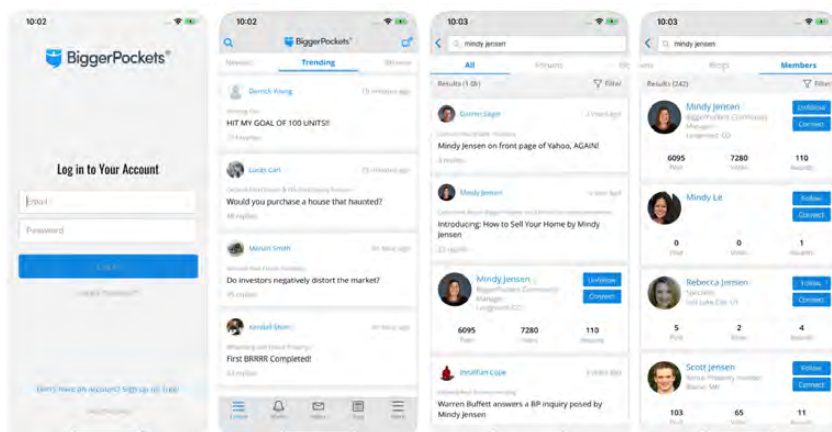
INDUSTRY
REAL ESTATE

ROUND OF FUNDING
NO DATA

FOUNDER / CEO
JOSHUA DORKIN,
SCOTT TRENCH

FOUNDING
NO DATA

SonderMind [in] [f] [t]

Since fatigue, burnout, and depression are becoming commonplace, an increasing number of people seek counseling. Unfortunately, for some, the cost of treatment is a stumbling block to starting therapy with time being another major hurdle. SonderMind's founders were determined to resolve these pain points and facilitate access to therapy for patients. To achieve this, they designed a custom platform that matches users with healthcare providers in their insurance coverage network within 48 hours, allowing them to arrange a consultation.

INDUSTRY
MENTAL HEALTH CARE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
SEAN BOYD,
MARK FRANK

FOUNDING
$5.9 M
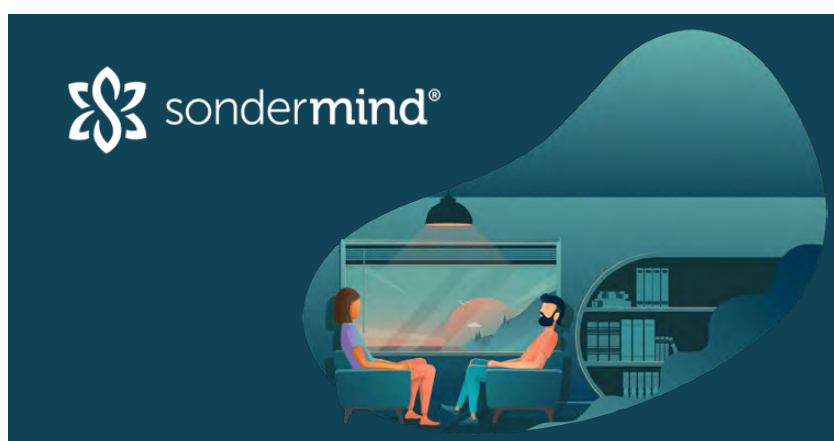
Trackvia Inc. [in] [f] [t]

How do you get things done in your company? Chances are, you use workflows to streamline repeatable tasks, and progress with your work faster. While there's an abundance of workflow management software available, TrackVia offers a low-maintenance, "light" alternative to the usual heavy, complex systems. The platform can be used online and offline and across multiple devices. It supports a number of use cases, including field service, supply chain, production, compliance, and more.

INDUSTRY
COMPUTER SOFTWARE

ROUND OF FUNDING
PRIVATE

FOUNDER / CEO
CHRIS BASHAM,
MATT MCADAMS

FOUNDING
$18.6 M

Convercent [in] [f] [t]

For most modern businesses, compliance is no longer optional. Employees can lose their jobs following a breach, and business may close doors after a lawsuit. However, not every company can afford to maintain a full-blown compliance department to always keep their finger on the pulse of changing regulations. Denver-based Convercent is an ethics cloud platform offering a full ecosystem of integrated data that organizations can leverage to stay compliant. The platform includes built-in modules for data insights and visualization, communications, policy and disclosure management, and training management to help companies weave in ethics into their business operations.

INDUSTRY
COMPLIANCE

ROUND OF FUNDING
SERIES E

FOUNDER / CEO
PATRICK QUINLAN

FOUNDING
71.2 M
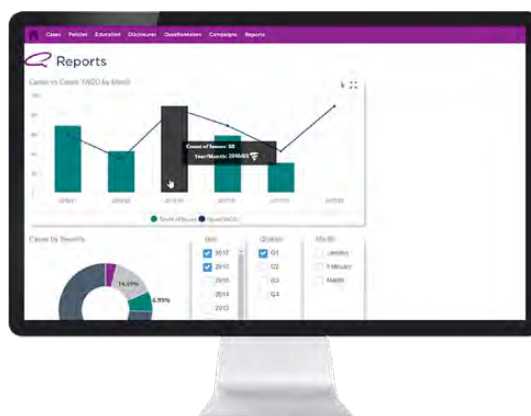
HAVENLY in f y

Havenly allows those strapped for cash to create a home (or office) of their dreams on a budget. People who are looking to refresh or transform their interior can sign up to the web or mobile app, share their design requirements, add Pins or Instagram images with designs to recreate, and consult selected designers who prepare a custom project that matches their finances.

The service starts at a humble $19 fee for the basic plan with one design board. Considering that an hour of 'live' interior designer's work costs anything between $50-$500, it's hardly surprising that Havenly is going places.
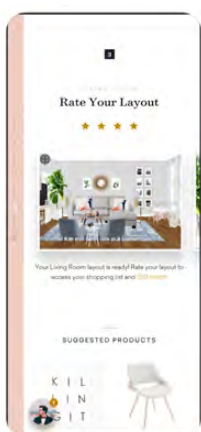
INDUSTRY
COMPUTER SOFTWARE

ROUND OF FUNDING
VENTURE ROUND

FOUNDER / CEO
LEE MAYER

FOUNDING
$25.8 M

IBOTTA in f y

We all surely know how to spend money, but how about saving it? Ibotta is a mobile cashback app that allows users to browse retailers and products for the best cashback offers and discounts, and earn on their purchases. Shoppers can review rebates and coupons from over 300 retailers, including Amazon, Walmart, Target, Expedia, Hertz, Uber, or Groupon. They save money on discounts and accumulate cashback from purchases on their account to get cash later on. By the end of 2019, it is one of the most frequently downloaded apps in the US.

INDUSTRY
APPS

ROUND OF FUNDING
SERIES D

FOUNDER / CEO
BRYAN LEACH

FOUNDING
$85 M
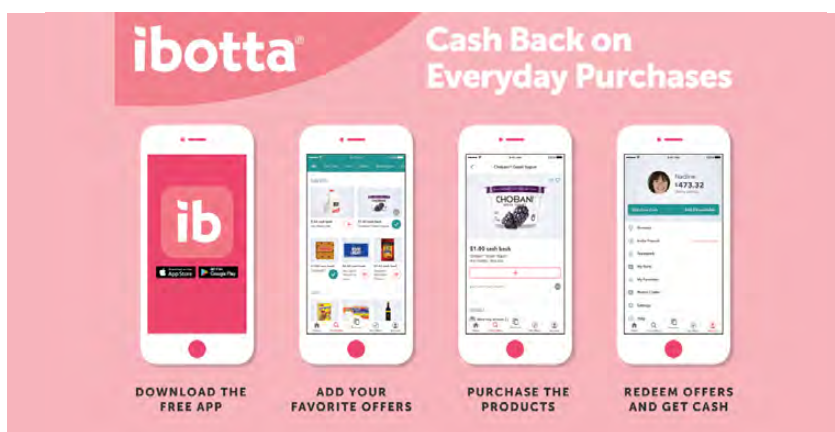
GutCheck

Chasing your gut when it comes to marketing is rarely a good idea. Successful businesses act on data, and that's what GutCheck offers. It's an online market research solution that enables businesses to gain accurate consumer insights directly from target customers via instant messaging. The tool leverages big data management platforms with millions of consumer profiles and thousands of attributes and blends them with traditional survey methodologies, digital marketing tools, and iterative learning. This results in research-grade insights that GutCheck customers can use to make informed business decisions.
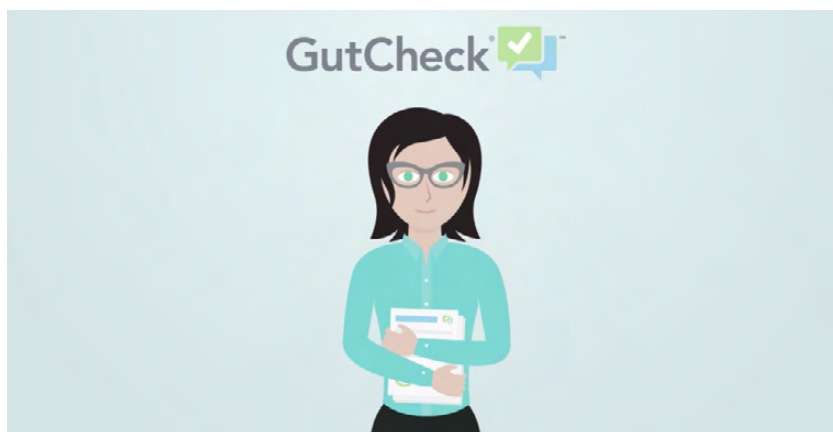
INDUSTRY
MARKET RESEARCH

ROUND OF FUNDING
SERIES D

FOUNDER / CEO
MATT WARTA

FOUNDING
$22 M

Ping Identity

When you run a business, you leverage multiple technologies, tools, and digital services. Some of these software solutions will be in the cloud, others on premise. For all of them, you should guarantee secure, verified user access to keep your business safe. Ping Identity helps enterprises achieve zero trust, identity-defined security, and more personalized user experiences. The company's Intelligent Identity Platform provides all users with one-click, secure access to the cloud, mobile, SaaS and on-premises applications and APIs.

INDUSTRY
FINTECH

ROUND OF FUNDING
SERIES G

FOUNDER / CEO
ANDRE DURAND

FOUNDING
$128.3 M
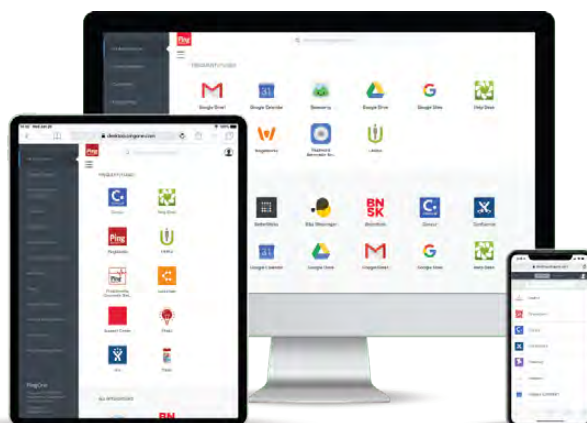
HOMEBOT

Homebot is a client engagement tool for the mortgage and real estate industries that helps professionals maximize their client's gain from their homes. For homeowners, the mobile and desktop app offers customized monthly reports and digests on managing home equity. For real estate professionals, it gives them a chance to cultivate their customer base by engaging renters, investors, and new leads with highly-personalized home finance intelligence and insights.
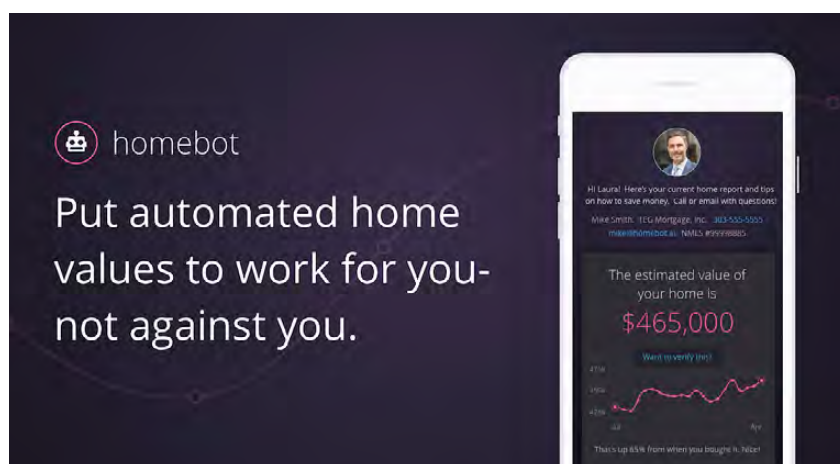
INDUSTRY
FINTECH

ROUND OF FUNDING
SEED ROUND

FOUNDER / CEO
ERNIE GRAHAM,
IRA MCMAHON

FOUNDING
$4.5 M

PLANOMATIC

Since we are talking about real estate, meet the next startup that took the Denver tech scene by the storm. PlanOmatic is a property marketing solution that helps homeowners create beautiful, outstanding listings for their properties to sell/rent them faster. The mobile app offers several compelling features, such as interactive floor plans, multiple gallery modes or Google Maps navigation. They make it incredibly easy for homeowners to list and promote their property, and for the users to browse and analyze the listed offers. Additionally, PlanOmatic cooperates with over 150 photographers in 32 states to create captivating photos, interactive floor plans, virtual staging, and 3D walkthroughs for clients within two business days from the order placement.

INDUSTRY
MARKETING
& ADVERTISING

ROUND OF FUNDING
NO DATA

FOUNDER / CEO
KORI COVRIGARU

FOUNDING
NO DATA
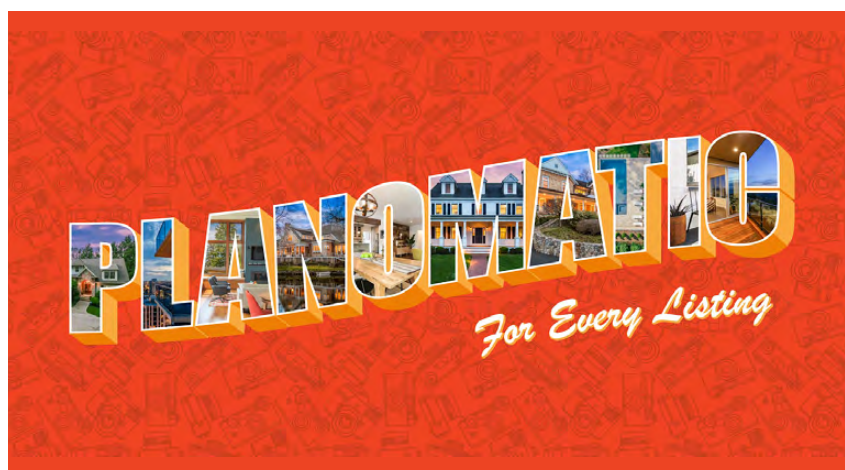
Welltok

Welltok serves the entire healthcare industry with a flexible, scalable SaaS technology that allows tracking and managing consumer health actions. The platform combines big data analysis, machine learning, open APIs, and enhanced security to monitor and analyze the elements of a healthy lifestyle among patients, employees, and consumers, and come up with recommendations. While the technological capacities of the solution are impressive, they contribute to a greater good, connecting consumers with personalized health improvement resources, and offering practical recommendations based on the predictive and holistic analysis.
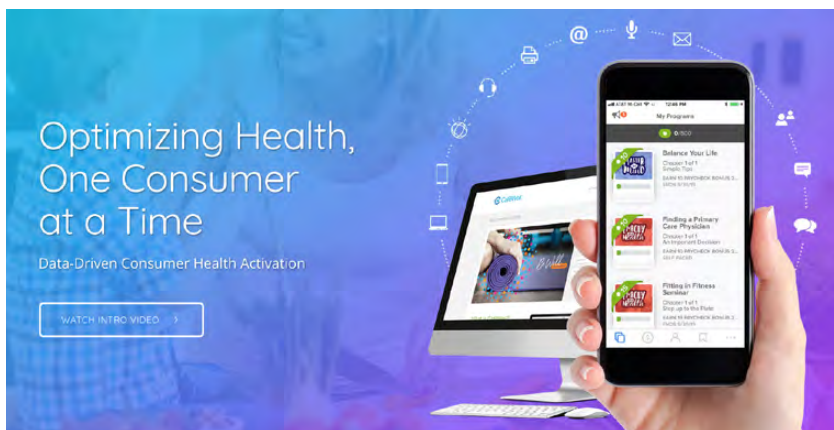
INDUSTRY
HEALTH, WELLNESS & FITNESS

ROUND OF FUNDING
SERIES E

FOUNDER / CEO
JEFF MARGOLIS

FOUNDING
$251.7 M

Faction

Faction is a provider of multi-cloud environments that aims to afford small businesses better economies of scale and help them compete with large enterprises via access to cloud-based solutions. The company leverages patented Layer 2 connectivity to all the major clouds, including AWS, Azure, and Google Cloud Platform, allowing businesses to tap on the opportunities of the multi-cloud infrastructure. Faction's cloud-attached storage platform makes it possible for companies to take what's best from every cloud, without running the risk of vendor lock-in or loss of compliance.

INDUSTRY
IAAS

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
SEAN CHARNOCK

FOUNDING
$49 M

FLOWHUB in f t

Flowhub has been born out of a passion for... cannabis. With progressing marijuana legalization in US states and two out of three Americans being in favor of the legalization, Flowhub turned the increasing social approval for cannabis into a viable business opportunity. Flowhub is a comprehensive point of sale software for cannabis dispensaries. The software has been built specifically to serve the highly-regulated industry, and it offers a platform that combines the functionalities of a point of sale solution, inventory management, and mobile solutions to help dispensaries streamline their work and ensure compliance.
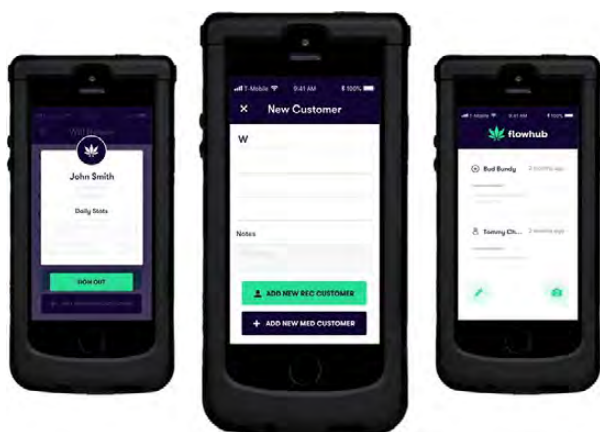
INDUSTRY
BUSINESS INTELLIGENCE

ROUND OF FUNDING
SEED ROUND

FOUNDER / CEO
KYLE SHERMAN

FOUNDING
$3.8 M

HOTEL ENGINE in f t

Is that yet another hotel price comparison app? Not really. As opposed to Booking.com or Expedia, Hotel Engine doesn't target individual travelers. Instead, it is a free, members-only site for business. Particularly small businesses, where companies lack the volume to negotiate lower business rates with hotels. The startup platform is providing them with that opportunity. As a result, member companies can save up to 60% off public hotel rates. The app comes with numerous handy features such as a real-time preview of all company trips, direct monthly bills, expense reports, and member rewards program.

INDUSTRY
HOSPITALITY

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
ELIA WALLEN

FOUNDING
NO DATA
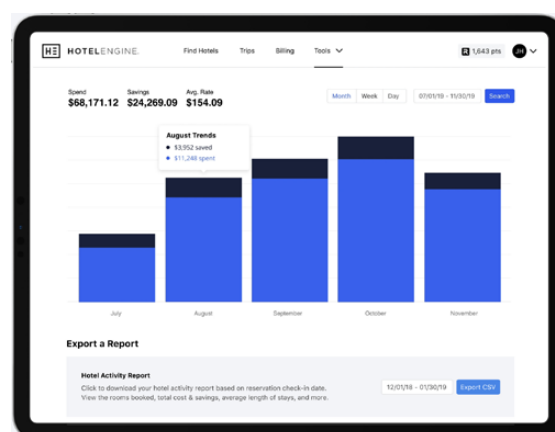
GUILD EDUCATION in f y

Self-improvement, online courses, and employer-sponsored education are big these days. Guild Education helps employers connect with nonprofit universities to help employees advance their education across a variety of subject matter. But Guild is much more than just a learning platform! Employees are assigned a dedicated education coach who helps them calculate their existing college credits, find the right program, and figure out financing options for affordable education. Companies get an interactive admin platform where they can track program ROI, performance metrics, and tax compliance data to effectively manage their benefits program.

In the words of one of the founders, Rachel Carlson, Guild is "a marketplace of learning opportunities for frontline workers."

INDUSTRY
EDUCATION MANAGEMENT

ROUND OF FUNDING
SEED ROUND

FOUNDER / CEO
BRITTANY STICH,
RACHEL CARLSON

FOUNDING
$71.5 M
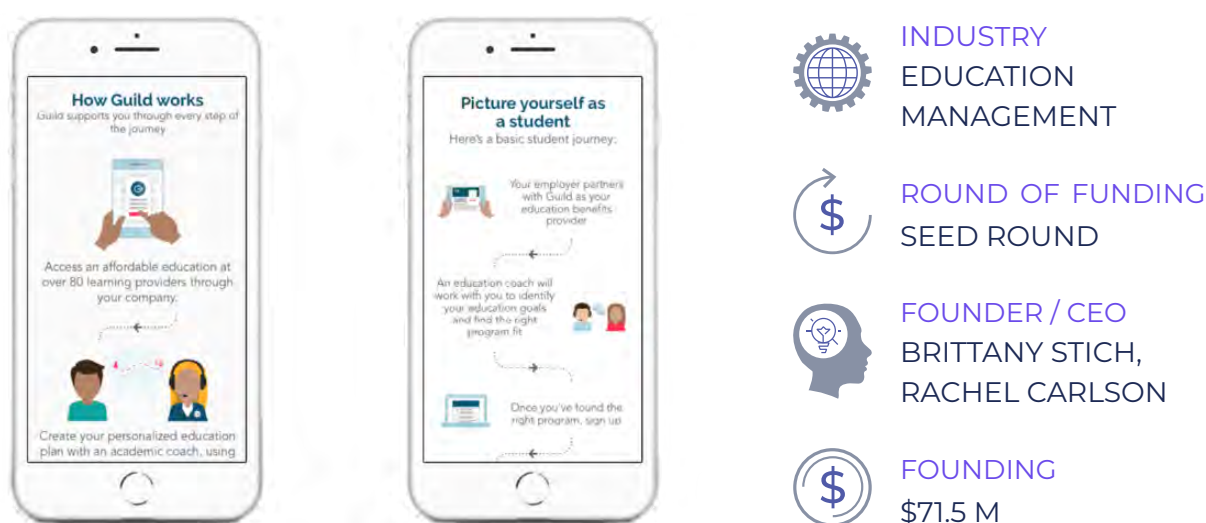
SUMMARY

There's no shortage of creativity in Denver software engineering, and the city is a strong contender to become the next innovation hub in the USA. In its 2018 State of Downtown report, the Downtown Denver Partnership counted 265 tech startups that had formed over the prior three years. And that was just in the city's core downtown neighborhoods! We believe that Colorado's tech scene is just getting started. It has all the potential and the right traction to become one of the top tech hubs in the country.

LOS ANGELES, CALIFORNIA

Los Angeles is a cultural mecca billed as "the entertainment capital of the world." The city boasts the highest share of creative talent per square mile in the entire U.S.

While aspiring actors trudge through countless casting calls and auditions, innovators are knocking on the L.A. doors, making it one of the fastest-growing startup ecosystems in the country.

Do you know which top tech companies are making waves in the La-La Land right now? Let's find out.

UpKeep [in] [f] [t]

The first Los Angeles startup on our list is making life easier for maintenance teams and technicians with mobile-first maintenance management software. Using a beautiful, lean interface, the iOS and Android apps allow maintenance staff to create new projects, keep track of work orders and assets, and become more productive. The service is also available in a web version on Windows, Mac OS, Linux, and other operating systems.
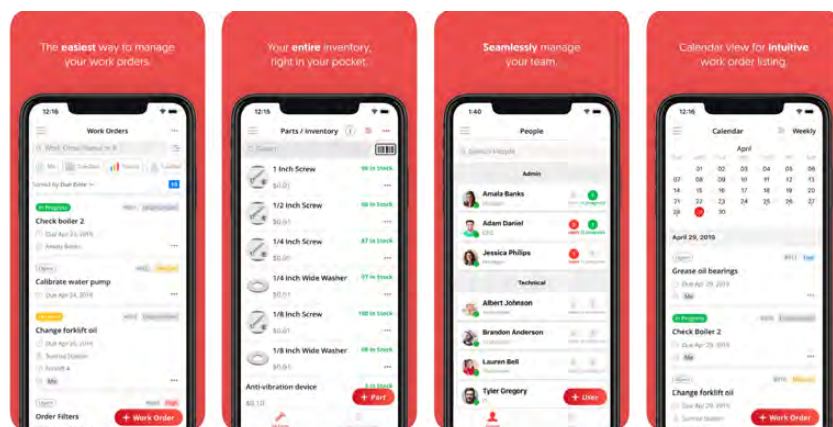
INDUSTRY
SAAS

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
RYAN CHAN

FOUNDING
$12.8 M

Wag! [in] [f] [t]

With over $360 million raised over six funding rounds, the last L.A. startup on our list is definitely a record-breaker. Their product is a dog-walking app allowing pet owners to book a dog walk on-demand, at their convenience. The app also offers home sitting, boarding, and daycare, but its greatest beauty lies in ancillary services such as pee and poo notifications, live GPS tracking or photo reports cards. Considering that the dog walking services industry revenue in the U.S. is estimated at $1 billion, it seems like Wag's founders sniffed out a good business opportunity.

INDUSTRY
CONSUMER SERVICES

ROUND OF FUNDING
VENTURE

FOUNDER / CEO
BRENDAN ROGERS,
JASON MELTZER,
JONATHAN VINER,
JOSHUA VINER

FOUNDING
$361.5 M
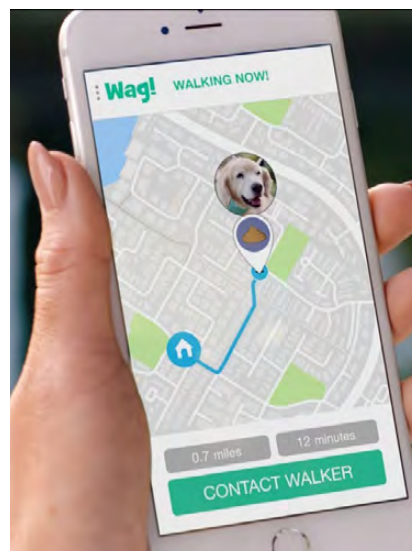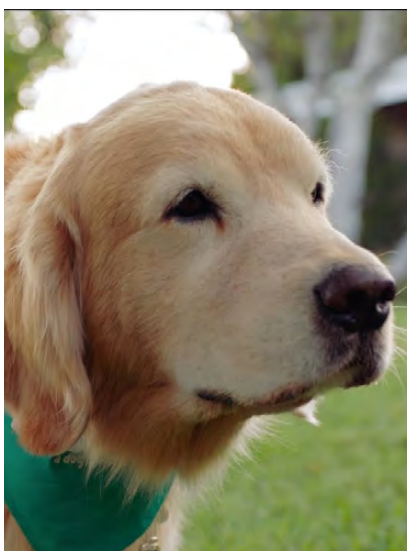
Blavity in f ✕

Started in 2014, Blavity is a media company and website serving black millennials. By now, it has become the main social media voice of this community, targeting and empowering the underrepresented generation with unique content, videos, and local events. Last year, this L.A. startup raised over $6 million in funding to expand its engineering and content teams. It has also created two iOS apps supporting conferences launched to empower black female professionals and unite black people in technology.

INDUSTRY
SOCIAL MEDIA

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
AARON SAMUELS,
JEFF NELSON,
MORGAN DEBAUN

FOUNDING
$9.4 M

Oro, Inc. in f ✕

We're drifting away from the fintech world toward *e-commerce* with our next startup. Oro Inc. delivers a range of software products for mid-market and enterprise businesses. The company's portfolio features a B2B e-commerce platform, a CRM, and a rapid application development platform, all of them open-sourced. While the core applications offer a set of basic out-of-the-box functionalities, customization of each is required to develop a fully-functional product tailored to the needs of every business.

INDUSTRY
ENTERPRICE
SOFTWARE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
DIMA SOROKA,
JARY CARTER,
YOAV KUTNER

FOUNDING
$12 M

BloomNation

Can flower delivery and technology have anything in common? They can, providing that we're not talking about a traditional brick-and-mortar shop but an innovative commerce platform for florists who would like to bolster their sales and reach out to a wider group of buyers. BloomNation comes to the florists' rescue with a beautifully designed platform where they can design virtual stores with a custom look and real-life photos. The software also supports them with order management, delivery tracking, customer account profiles, and other activities. BloomNation comes with a mobile app and integration with various third-party apps for payments processing and invoicing.

INDUSTRY
MARKETPLACE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
DAVID DANESHGAR,
FARBOD SHORAKA,
GREGG WEISSTEIN

FOUNDING
$7.2 M

Mira Labs

From flowers, we get straight into mobile augmented reality headsets. Mira Labs is a Los Angeles AI startup that came in the public eye a few years ago when they released an affordable AR headset that would work with an iOS app. Their smartphone-powered product serves a range of use cases across a spectrum of industries, including telecoms, constructions, manufacturing, healthcare, and utilities.

INDUSTRY
COMPUTER HARDWARE

ROUND OF FUNDING
SEED

FOUNDER / CEO
BENJAMIN TAFT,
MATT STERN,
MONTANA REED

FOUNDING
$6.5 M

SFOX in f ✕

SFOX Inc. may be a nimble L.A. startup, but it has some big names standing behind it, such as Airbnb's co-founder Nathan Blecharczyk, who participated in the last round of funding for the company. Apparently, he saw vast potential in cryptocurrency trading. SFOX operates as a cryptocurrency dealer, helping crypto traders get the best price on deals through access to over 20 exchanges and OTC providers from a single. To achieve that, the company employs a comprehensive suite of specialized algorithms for the financial markets and extends its API to enable access to third-party apps.
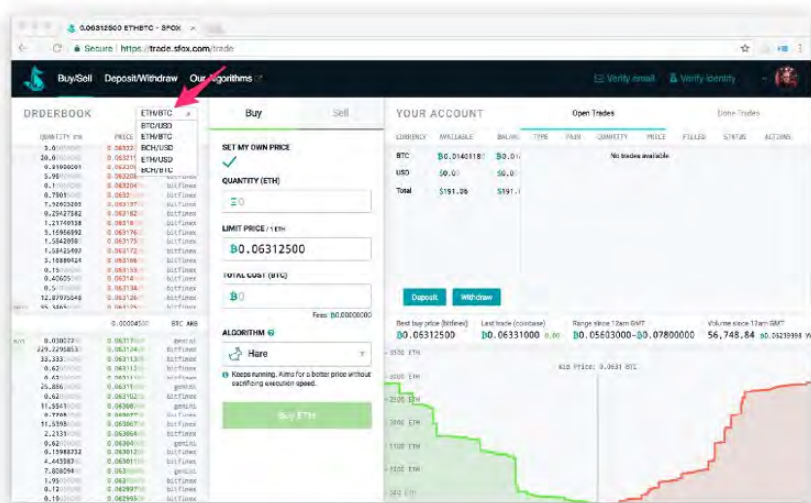
INDUSTRY
CRYPTOCURRENCY

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
AKBAR THOBHANI,
GEORGE MELIKA

FOUNDING
$23.1 M

TUTORME in f ✕

There are almost 7 million students in California. That's a few million people who at some point in their education might use some help with home assignments, exam preparations, or improving scores. TutorMe responds to their needs with an online instant tutoring platform, which is available on all devices. Students can use it to get on-demand one-to-one tutor help with virtual whiteboard, video chat, and screen sharing or to sign up for predefined test preparation courses.

INDUSTRY
EDUCATION

ROUND OF FUNDING
SEED

FOUNDER / CEO
MYLES HUNTER,
VICTOR KOTSERUBA

FOUNDING
$1.3 M

STEM DISINTERMEDIA in f ⌄

In today's music-making business model, most artists join countless subscription services such as Spotify to earn royalties from as many sources as possible. Stem allows them to keep control of the profusion of digital distribution platforms, and collect their earnings easier and without any hassle. Using the web or mobile Stem app, artists can submit music to all major platforms like Apple Music, Spotify, YouTube, and Amazon at once. The platform also supports them with streamlined royalties collection and distribution among collaborating artists.
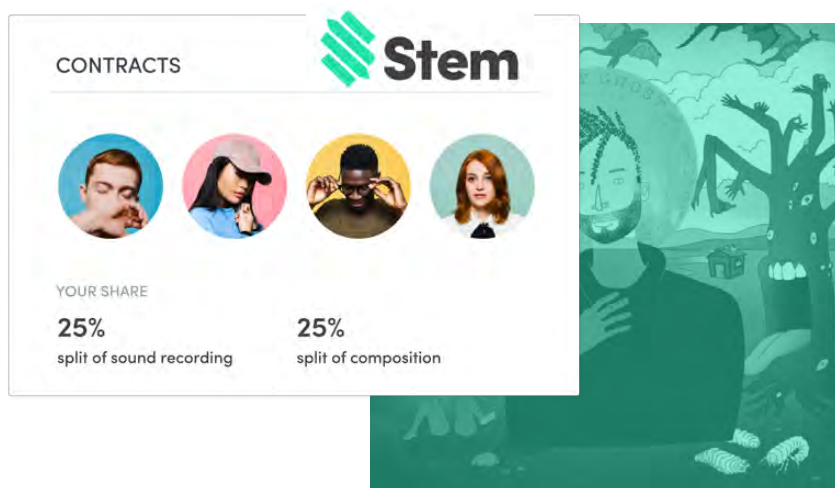
INDUSTRY
ACCOUNTING

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JOVIN CRONIN-WILESMITH, MILANA LEWIS

FOUNDING
$12.5 M

FABFITFUN in f ⌄

We're in L.A. (well, figuratively), so it's only natural that we are featuring a lifestyle company that's as bold, bright, and buoyant as its brand statement ('FabFitFun. It's self-explanatory'). FabFitFun is a subscription-based business delivering a curated collection of quality products across beauty, fashion, wellness, home, and technology to a community of over million members. To further enhance its highly engaging shopping experience and tap more users, the company developed an AR-powered iOS app. With $80 million raised earlier this year, this L.A. startup is definitely flying high.

INDUSTRY
E-COMMERCE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
DANIEL BROUKHIM, KATIE ECHEVARRIA, ROSEN KITCHENS, MICHAEL BROUKHIM

FOUNDING
$83.5 M
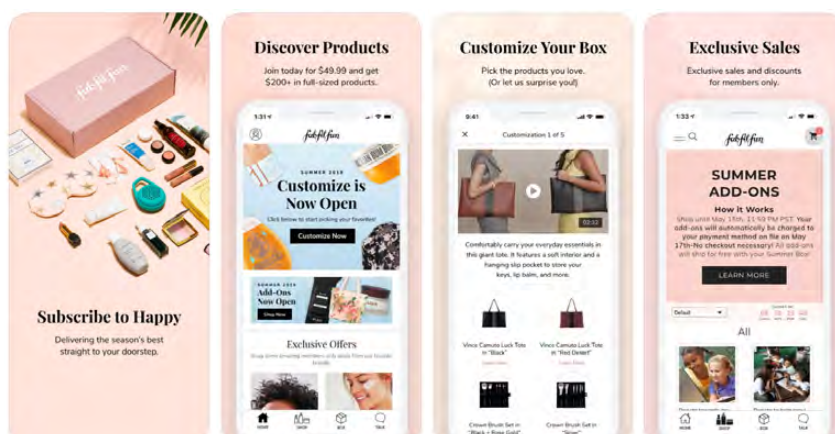
Joymode

The next L.A. startup operates in a similar niche as number 10. It's a subscription-based service that offers bundled equipment rentals. Imagine you're throwing a B-day party and you're really keen on impressing the crowd. What will you do with that 30-piece fondue set, outdoor karaoke system, and a bunch of giant inflatable flamingos when the party's over? As a Joymode member, you can design any experience, be it a party, date, camping trip, or anything else, and rent curated bundled equipment to make it flawless. When you're done, you send the gear back. The app is a simple way to enjoy your life to the fullest for less.
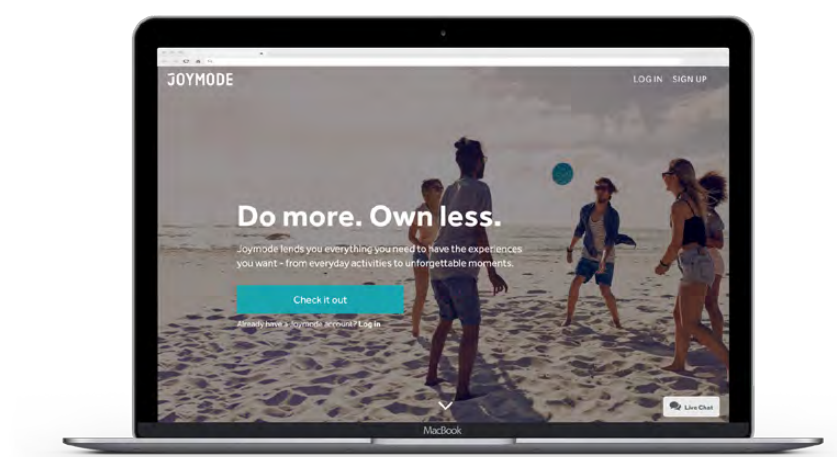
INDUSTRY
RENTAL

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JOE FERNANDEZ,
KEITH WALKER,
WAYNN LUE

FOUNDING
$16.7 M

Fernish

Fernish is another trending subscription-based rental services provider from L.A. that specializes in furniture-as-a-service offering. Their business model is quite similar to that of Joymode; members subscribe to Fernish and choose furniture and home decor accessories for their place. They keep it for as long as the subscription runs, and can swap, buy-out or return selected items before it ends. In our short-term let, highly mobile reality, the company's value proposition proves highly successful.

INDUSTRY
FURNITURE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
LUCAS DICKEY,
MICHAEL BARLOW

FOUNDING
$30 M

LUMI

Log onto your portal, take any box, envelope, or packaging, customize it with your branding, and send for printing with a single click. Repeat as needed. That's basically Lumi's offering – simplifying the entire custom packaging process for e-commerce companies. While Lumi's artwork is gorgeous, the real highlight of its services is the web dashboard that gives customer teams full visibility and control over packaging across all stages, from the first design to invoicing. If you'd like to create a similar one for your app, you know *where to find us*.

INDUSTRY
E-COMMERCE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JESSE GENET,
STEPHAN ANGO

FOUNDING
$9.4 M

BEAUTYCON

We have quite a few beauty and lifestyle startups on our list today, and here's another exhilarating example. Beautycon is a massive B2C cosmetics summit that uses the power of social media and own curated media channels to connect thousands of beauty aficionados with their YouTube and Instagram idols. Although the startup lives and breathes beauty, it also leverages sophisticated online marketing and analytics tools to build uber-detailed consumer profiles and provide its audience exactly what they need. Beautycon events are accompanied by a mobile app that enhances the real-life festival experience and moves it into the virtual world.

INDUSTRY
MEDIA PRODUCTION

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JONATHON BURFORD,
MARINA CURRY,
MOJ MAHDARA

FOUNDING
$11 M
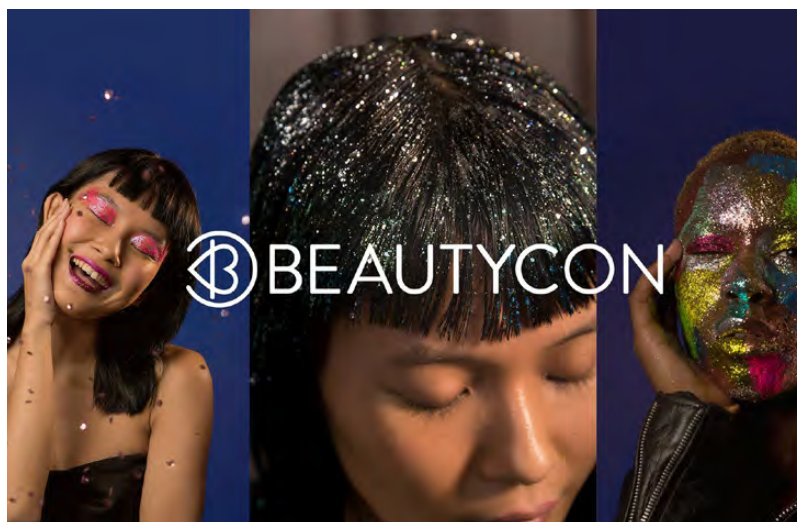
SoLo Funds in f y

This L.A. startup's offering is not only an innovative product but one that also aims to resolve a major social issue. *As 4 in 5 American workers live paycheck to paycheck*, the SoLo Funds app brings them an affordable alternative to the exorbitant rates charged by payday loaners. It's a peer-to-peer mobile marketplace connecting lenders and borrowers for access to short-term micro-loans. SoLo has a friendly interface that allows borrowers to declare how much they want to borrow and set the date by which they will repay the loan; lenders use it to review available requests and provide the funds, sometimes receiving a voluntary 'tip' from the borrowers as an acknowledgment of their support.
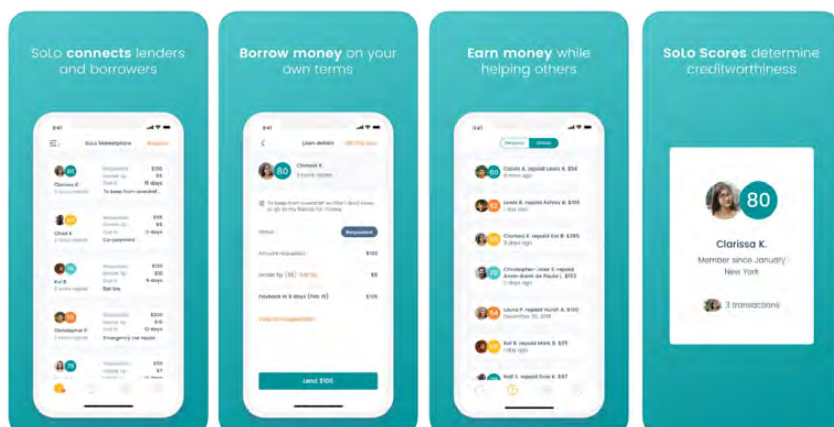
INDUSTRY
FINANCIAL SERVICES

ROUND OF FUNDING
SEED

FOUNDER / CEO
JARREL CARTER,
RODNEY WILLIAMS,
TAYLOR BRUNO,
TRAVIS HOLOWAY

FOUNDING
$3.8 M

SUMMARY

The LA startup scene is hot and diverse as the city itself. Startups keep developing different products and services, solving diverse issues, and addressing various audiences. However, there's one thing they have in common. With multi-million dollar funding, stunning web platforms and mobile apps, and dedicated social media audiences, they aren't afraid to dream big in L.A.

Startups and investors nationwide are already considering L.A "the next Silicon Valley." We think it may be a bit too early to say that, but for sure, there is a potential for startup greatness in the City of Angels!

New York, New York

With Silicon Valley being the heart and soul of modern tech, it is easy to overlook interesting startup scenes in the rest of states. New York, being one of the largest cities and one of two financial centers of the world, also has an interesting scene, with startups worth watching throughout all 2020 and beyond.

Interestingly, entrepreneurs focus not only on providing services, but also tackle serious challenges in society, be that education, environmental sustainability, or healthcare. The scene is also rich in mobile-based e-commerce and services providers, disrupting the traditional ways of doing business.

Oscar

The population is aging, meaning more and more people require regular, sometimes even constant, medical attention. This results in growing demand on medical care.

Oscar is a startup that aims to provide affordable health insurance to everyone. Its innovation lies in leveraging the telemedicine and technological interfaces to minimize the cost. Users are provided with Doctor on Call telemedicine visits available via a mobile app. Oscar is also assigning members to concierge teams consisting of nurse and care guides. The company focuses also on providing good user experience and bringing transparency to health insurance plans, as they are often confusing for people unfamiliar with the law and legal slang.

INDUSTRY
INSURANCE

ROUND OF FUNDING
CORPORATE

FOUNDER / CEO
MARIO SCHLOSSER,
KEVIN NAZEMI,
JOSH KUSHNER

FOUNDING
$1.3 B

Compass

Compass aims to change the way users search, sell and buy real estate. The platform focuses on providing highest-class user experience to the rather sturdy real estate business. Apart from the app, Compass provides access to specialized real estate agents that know the local market and can share their experiences and insights with potential buyers.

INDUSTRY
ESTATE

ROUND OF FUNDING
SERIES G

FOUNDER / CEO
ROBERT REFFKIN,
UGO DI GIROLAMO,
ORI ALLON

FOUNDING
$1.6 B
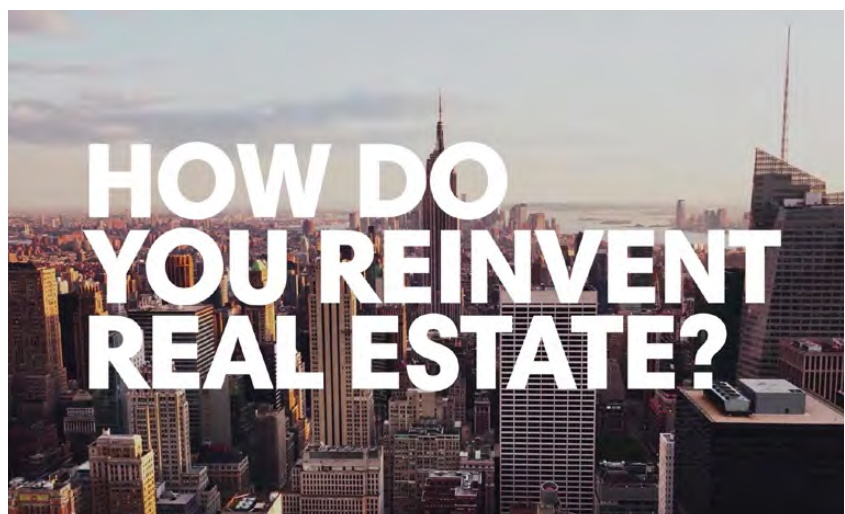
Stash

Financial markets have rather bad reputation, mostly due to the 2008 crisis, high provisions and lack of transparency. As traditional brokerage and investments seem hermetic and inconvenient, it is no surprise that modern fintech startups aim to bridge the gap between investing and young or not-that-wealthy people. That's basically what Stash Invest have done. Most of its users make less than $50,000 a year – they can be teachers, retail workers, or even gig economy workers, like Uber drivers.

The app allows users to start investing with just $5. This often breaks the fear and uncertainty barrier. What's more, it is possible to invest in accordance to own beliefs and preferences – support companies that are compliant, transparent, care for environment or diversity. And that results in attracting numerous first-time investors.
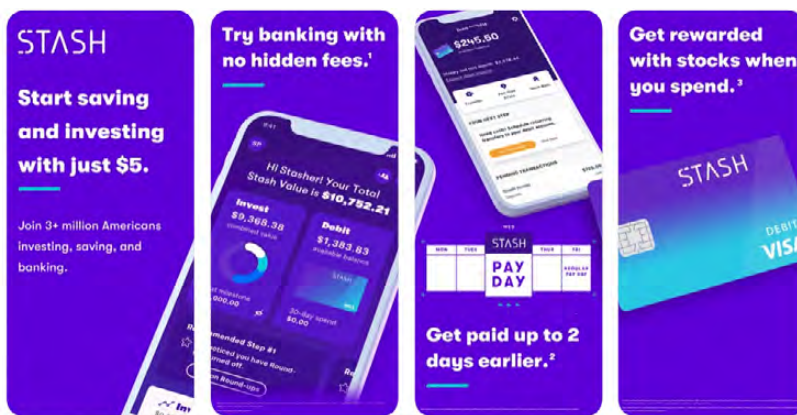
INDUSTRY
FINTECH

ROUND OF FUNDING
SERIES E

FOUNDER / CEO
BRANDON KRIEG,
DAVID RONICK,
ED ROBINSON

FOUNDING
$189.3 M

Brooklinen

Everybody needs a drop of luxury in life – and for some, the key lies in bed linens. Brooklinen aims to provide consumers with the highest-quality linens for an affordable price. By combining the high-end fabric and stripping it of all the attachments and augmentations that lift the price without providing substantial improvement, Brooklinen creates affordable, but still high-quality products. Further price reduction comes with avoiding classic retail and all possible middlemen adding up their margins.

INDUSTRY
HOME DECOR

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
RICH FULOP,
VICKI FULOP

FOUNDING
$10 M

INTERSECTION

In the age of information overload, it is getting increasingly harder to grab the attention of the user. That's why startups trying to redefine the way the users interact with media and advertising gain so much attention. Intersection is putting their digital screens and obelisk-like digital totems in various public places and public transportation to reach urban publicity. The goal is to bring internet's connectivity and multimedia approach to outdoor advertising. The company believes that building digital kiosks enabling public services providers, media vendors, and advertisers to display the news will significantly improve the users' experiences.

INDUSTRY
MARKETING & ADVERTISING

ROUND OF FUNDING
VENTURE CAPITAL - SERIES UNKNOWN

FOUNDER / CEO
SCOTT ANDERSON, CAMPBELL HYERS, COLIN O'DONNELL

FOUNDING
$150 M

MEURAL

Even considering the fact that beauty is in the eye of the beholder, most people share the high need to behold something they consider beautiful. And sometimes it may not be affordable. Meural offers digital frames that beautify the interior by displaying the most renowned pieces of art in the highest definition available. The company was recently acquired by Netgear, the router and networking equipment manufacturer – because why the router shall remain an ugly, grey box when it can be hidden behind the real art?

INDUSTRY
HOME DECOR

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JERRY HU, VLADIMIR VUKICEVIC

FOUNDING
$9.3 M
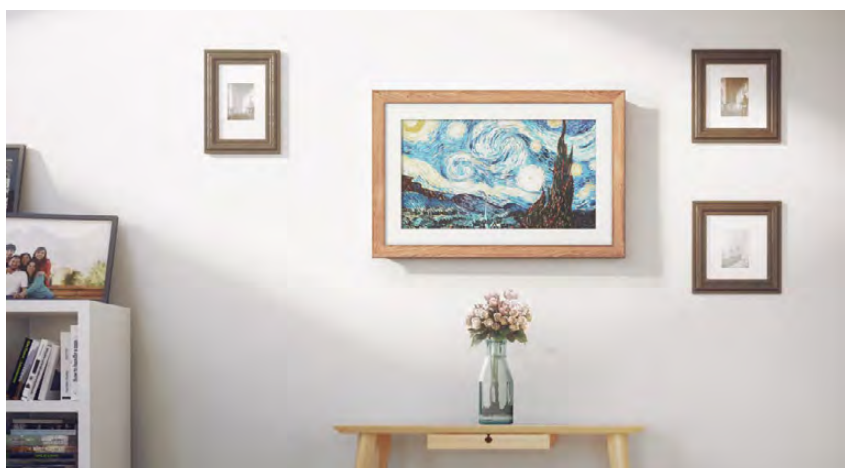
HYPERSCIENCE 🔗 📘 🐦

AI is sometimes called the next industrial revolution due to automating the office job in a way the steam engines powered the industrial machines automating manual and repetitive work previously done by humans. Hyperscience aims to automate processes that may not be too complicated, but are dull and boring. The company offers three products – a data-entry tool, a documents management tool and a text processor that extracts the valuable information from various documents.
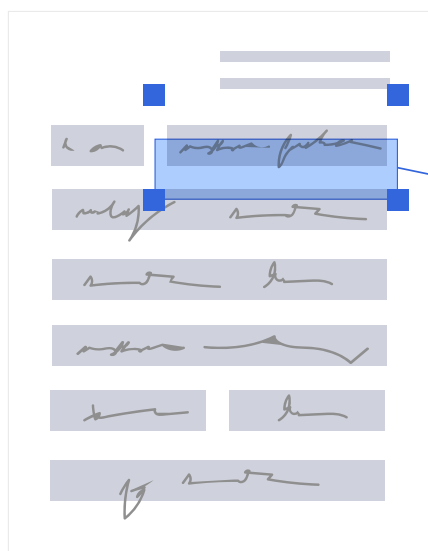
INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
KRASIMIR MARINOV,
PETER BRODSKY,
VLADIMIR TZANKOV

FOUNDING
$48.9 M

CURRENT 🔗 📘 🐦

Building wealth starts with good habits and conscious approach to money management. That's why parents around the world look for ways to teach children to manage their money. Current comes with the answer – a debit card for teens controlled with an app installed on parent's smartphone. The system allows the parent to make smart transfers to the kid and optionally – to block the card before specific chores are done. Parents may also block certain activities done with the card, like buying plane tickets or withdrawing all cash from an ATM. Current offers also cards for adults – what makes their offer unique are extended analytics of the user's spendings.

INDUSTRY
BANKING

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
STUART SOPP

FOUNDING
$52.6 M
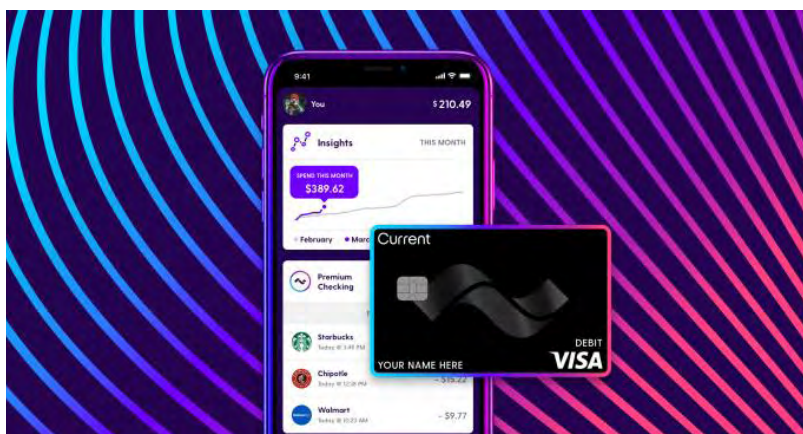
Dataminr [in] [f] [twitter]

Dataminr may be seen as the new Mimir, the sage that provided Odin with advice. Today's sage is data-powered and focuses on financial market, media and public sector. The tool concentrates on analyzing trends to extract the meaningful information from the noise. By that, Dataminr allows companies to act swiftly and stay ahead of the rest of the crowd.

INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
LATE STAGE VENTURE

FOUNDER / CEO
TED BAILEY,
JEFF KINSEY

FOUNDING
$557 M

Letgo [twitter]

Contrary to the common trend of buying new, fancy stuff, Letgo is the digital second-hand supermarket that enables people to sell the goods they don't need. The company is currently backed by *Naspers*, South African media giant, and its e-commerce subsidiary, OLX. Naspers itself has extraordinary intuition when it comes to buying e-commerce ventures and e-commerce website development, as it was among the early investors in Chinese e-commerce platform Tencent, having today a 31% share in Chinese giant. The marketplace found its power in high focus on local market and building the community around the process of selling and acquiring used goods. And that's quite a success when competing with eBay, Facebook and Craigslist.

INDUSTRY
MARKETPLACE

ROUND OF FUNDING
SERIES E

FOUNDER / CEO
ALEC OXENFORD,
ENRIQUE LINARES PLAZA,
JORDI CASTELLO

FOUNDING
$957 M

VIA

Via is combining the sharing economy model of Uber with more sustainable and city-centric approach to public transportation. By 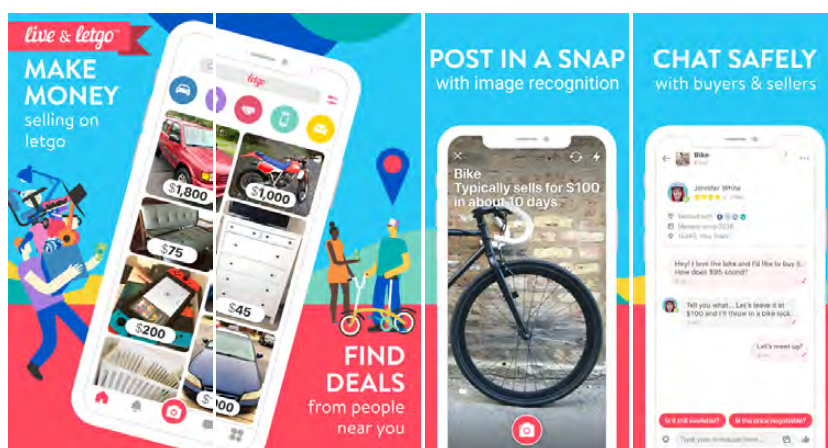using the algorithms to optimize the routes, it aims to combine the affordability of the bus with the convenience of a taxi cab and a private hire vehicle. The aim of the startup is to combine the ride of 5-8 people at once and avoid a ride done for a single user. The secret lies in matching the user with a free seat in a car, not with a car itself, and that's the way Via's app development is pushed toward. By sharing the ride with other users, the company reduces the overall carbon dioxide emissions and the price of a ride. Ultimately, Via ends up being something between an Uber and a bus.
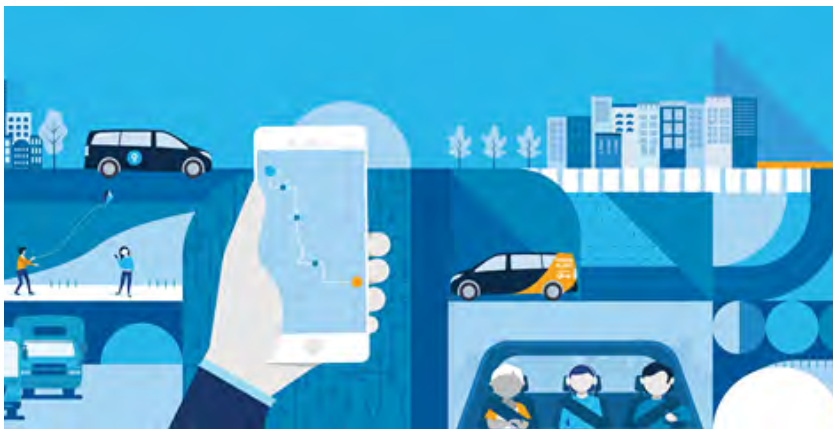
INDUSTRY
TRANSPORTATION

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
DANIEL RAMOT,
OREN SHOVAL

FOUNDING
$387.1 M

KNOTEL

According to *Adecco Global Talent Competitiveness Index*, 30% of today's US and European workers are free agents, independent of a single employer, working for various clients. With the demand goes supply, as the sharing workspaces and open offices rise. Knotel shows a truly agile approach to office space, as they focus on managing offices for companies by offering leases for as few as 18 months. The company is also able to provide affordable space as the company shrinks or grows. According to the *Wall Street Journal,* flexible offices provided by Knotel sum up to 5% of US real estate market, WWbut in 2030 their share may grow to 30%.

INDUSTRY
ESTATE AGENTS

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
AMOL SARVA,
EDWARD SHENDEROVICH

FOUNDING
$560 M
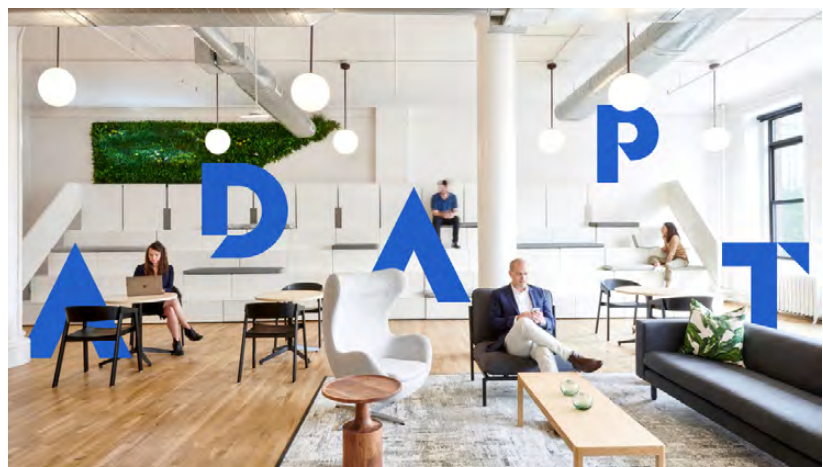
SPATIAL

Spatial is one of these few companies that want to bring sci-fi-like visions to the real world. And they want to do it right now. The company is working on AR software that makes the virtual business meetings more real. Thanks to an app working with Microsoft HoloLens, users can share their files, pictures, and even real-time 3D avatars with others who can view all the content as AR holograms. Star Wars, Star Trek, Avengers – you could have already seen similar technology in one of these movies. Now, Spatial wants to make it more than just a CGI. *Their technology is already being used by Mattel*, the toy manufacturer company.

INDUSTRY
AUGMENTED REALITY

ROUND OF FUNDING
SEED

FOUNDER / CEO
ANAND AGARAWALA,
JINHA LEE

FOUNDING
$8.3 M

SELFMADE

Running an Instagram account like a pro is not a piece of cake. Considering tons of photoshop done on professional accounts, it is no surprise that there is an app that provides *professional photo editing* for an affordable price, done by offshore editors. The app provides also a set of tools to optimize the time of posting the message on social media accounts to further improve the effects of promotion. SelfMade is aimed at professionals and business users, and currently offers also full-service digital marketing solutions.

INDUSTRY
MARKETING
& ADVERTISING

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
BRIAN SCHECHTER,
ZACH LLOYD

FOUNDING
$16 M

CITIZEN

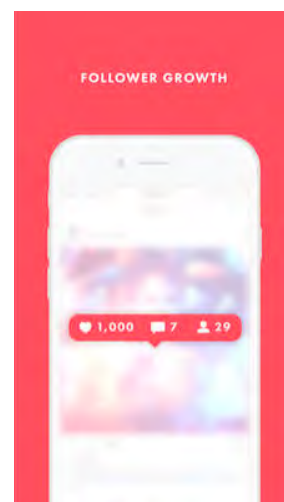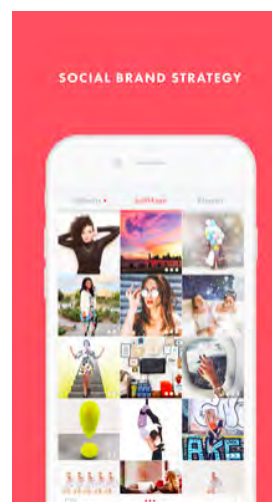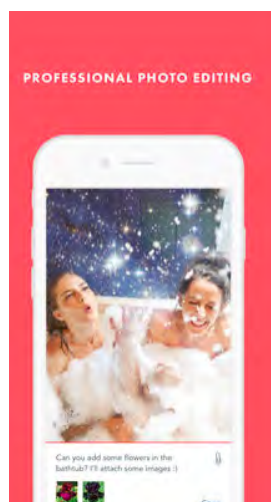Renamed from Vigilante, Citizen app aims to improve the safety of local communities. The app employs people who listen to the police reports and inform users about incidents nearby, be that an act of vandalism, a robbery or just loud listening to music. During the *2017 terrorist attack in New York*, a school principal was notified by Citizen that the event had taken place long before local news vendors and authorities managed to share the news. Users may enrich the alert with the recorded video or additional information they gather when around.

The app rose controversy in its previous incarnation as a Vigilante and there are still emotions around it, especially concerning the privacy, safety of users or undermining the trust toward police and public services. Still, there are investment funds willing to back the initiative, with Sequoia Capital among others. Users claim that the app actually makes them feel safer, as most of the alerts are about a cat on a tree or a car parked in a restricted area.

INDUSTRY
COMMUNITY SUPPORT

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
ANDREW FRAME,
JD MARESCO,
LUIS SAMANIEGO

FOUNDING
$38 M

SUMMARY

New York provides an inspiring environment for startups and tech entrepreneurs. Sustainability, ecological approach to business, futuristic goals, and focus on huge cities (including NYC itself) are other features that distinguish a significant share of New York startups from their rivals in some other states.

NYC's startup scene is already transforming the city's economy and the life of New Yorkers. It may still be behind the Bay Area ad if you are planning to launch a "pure tech startup," SanFran is still the place for you. But if you are looking to cover interesting niches or do something different, New York may be the right pick.

SAN DIEGO, CALIFORNIA

Sure. No place can beat San Francisco as regards IT talent pool (btw, stay tuned for our big feature on top SF startups – coming soon;). However, San Diego, the second-largest city in the Land of Sunshine and Opportunity, has nothing to be ashamed of when it comes to startup innovation.

"The birthplace of California" boasts over 20 incubators and accelerator programs, including initiatives such as *Startup San Diego NGO*, that fuel the city's innovators, entrepreneurs, and investors with support to keep the local startup scene hot and alive! They focus on San Diego's core industries, such as life sciences, aerospace, defense, tourism, and R&D, but also take advantage of the city's dynamic, diverse economy to push the envelope in other sectors. Let's see which ones.

DiversyFund [in] [f] [t]

We start from a real estate crowdfunding platform that creates access to wealth-building opportunities for everyone. DiversyFund is a vertically-integrated platform where users can review and browse available properties to invest in, monitor their investments, and build investor knowledge. What sets it apart from similar solutions is that investors don't pay any brokerage or intermediary fees, and they can set up their account for free. The minimum investment amount is $500. While the startup owners call themselves real estate guys leveraging tech and not the reverse, they seem to be doing just fine on the technical side. Their platform is not only useful, but it also comes with a *clear and highly-efficient UI/UX design*.

INDUSTRY
INVESTMENT MANAGEMENT

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
CRAIG CECILIO

FOUNDING
$4.3 M

Brain Corp [in] [f] [t]

The next San Diego startup, Brain Corp, leverages the amazing neuroscience experience and expertise of its founders, Dr. Eugene Izhikevich, and Dr. Allen Gruber to create intelligent autonomous systems. Brain Corp is a software technology company specializing in the development of a scalable, cloud-connected operating system for commercial autonomous robots. The company has been around since 2009 and has solid financial backing from Softbank Vision Fund and Qualcomm Ventures, which is the investment arm of the telecom giant.

INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
ALLEN GRUBER,
EUGENE IZHIKEVICH

FOUNDING
$125 M

Acutus Medical

Another healthcare-oriented startup from San Diego, Acutus Medical, is a prime example of how technology can save human lives. The company's team of medical scientists and biomedical engineers develops medical technologies to treat complex cardiac arrhythmia. The electro-functional solution combines advanced imaging, navigation, and mapping to provide doctors with the ability to monitor the heart's electrical function in real-time. Patients get a mobile app to track their heart condition easily wherever they are. The outcome is truly impressive. *See it for yourself!*

INDUSTRY
BIOTECHNOLOGY

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
RANDY WERNETH

FOUNDING
$308.2 M

Human Longevity

The global digital health market is expected to surpass $504.4 billion by 2025, and our next San Diego tech startup is hoping to tap on that potential by merging AI and machine learning with health research. Human Longevity is a genomics-based company that aims to provide people with access to data-driven health intelligence in order to improve their health and extend longevity. This extremely progressive startup builds on the work of its multidisciplinary team of research scientists, computing experts, and physicians to gain detailed, personalized insights into human health from genomics data. Considering the jaw-dropping funding of $300 million that Human Longevity secured in just three rounds, it seems like it hit a home run with its value proposition.

INDUSTRY
BIOTECHNOLOGY

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
PETER DIAMANDIS,
ROBERT HARIRI

FOUNDING
$300 M

MEASURABL in f y

Meet Measurabl, another Sad Diego tech startup that supports businesses with advanced, AI-backed data analysis. Measurabl targets sustainability professionals with a feature-rich app that allows them to collect and analyze utility, waste, and travel data, and generate on-demand reports. The platform also features a benchmarking component for asset- and fund-level performance tracking and comparison. It is a subscription-based solution, with a free plan available for new customers.

INDUSTRY
REAL ESTATE

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
MATT ELLIS

FOUNDING
$23.6 M

HOUSECALL PRO in f y

Paperwork. No one likes it, maybe except for accountants. Fortunately, there are solutions such as Housecall Pro that handle it for us. It's a field service management platform that makes it possible for small company owners to manage their business on the go with a mobile app. The app comes with a wide array of built-in features, from online booking and job management and scheduling, through live map GPS and texting, to payment processing and invoicing. It even supports small businesses with marketing, offering a website builder, reviews system, follow-up marketing, and e-mail automation. According to the company, business owners can save up to 15 hours a week by going paperless with this comprehensive app.

INDUSTRY
HOME RENOVATION

ROUND OF FUNDING
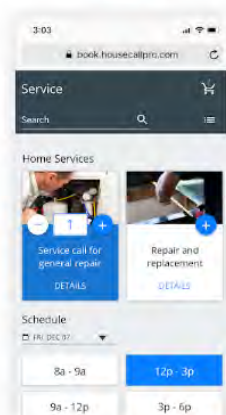SERIES B

FOUNDER / CEO
ADAM PERRY-PELLETIER,
CHRIS ZWICKILTON,
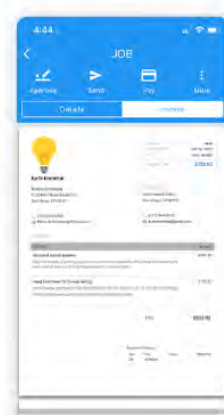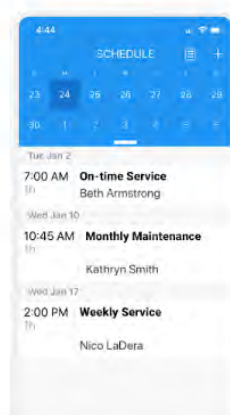IAN HEIDT, REZA OLFAT,
ROLAND LIGTENBERG

FOUNDING
$20 M

Platform Science

Platform Science, the last San Diego startup on our list, is an enterprise-grade IoT fleet management solution. It supports drivers, operations personnel, and back-office staff by delivering functionalities that improve the in-cab experience and make fleet management more efficient, easier, and data-driven. Thanks to Platform Science, fleet drivers and operators can manage, track, and configure all smart devices in every vehicle, improve driving safety and performance, and ensure the entire fleet is operational and in good shape.
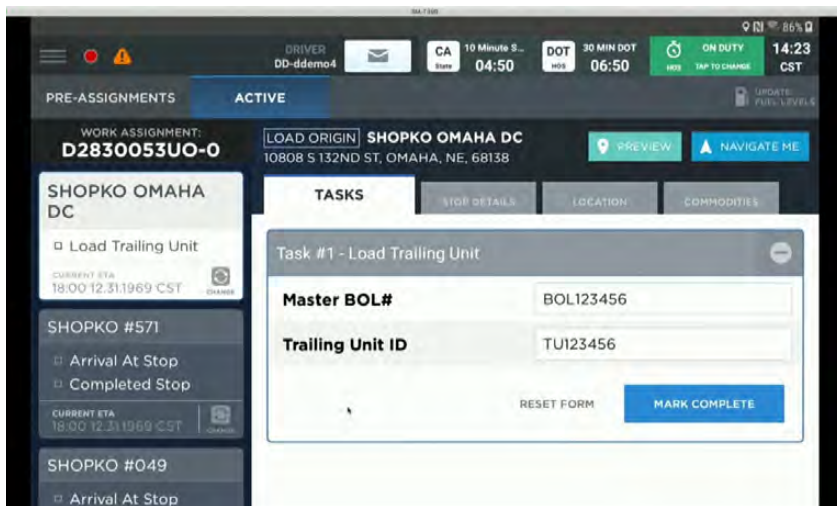
INDUSTRY
COMPUTER SOFTWARE

ROUND OF FUNDING
CONVERTIBLE NOTE

FOUNDER / CEO
JOEL KENNEDY, JAKE FIELDS

FOUNDING
$28.7 M

KaiOS Technologies

Everyone knows Android and iOS but does KaiOS ring any bells? If not, that might be because this Linux-based mobile operating system is quite recent, as it first appeared in 2017. However, with Google's blessing and over 100 million devices shipped worldwide to this day, it stands a good chance of success. KaiOS designed its system to support good old physical keypad devices (remember flip phones?). The company stands by closing the digital divide and creating new opportunities for people by democratizing access to mobile technologies. The OS provides support for 4G, Wi-Fi, and HTML-based apps, comes with built-in Twitter and Facebook, and is very light, requiring only 256 MB of memory. So if you are looking for a mobile device that is sturdy, affordable and has insane battery life, ditch your shiny smartphone and have a look at *one of the models* running on KaiOS.
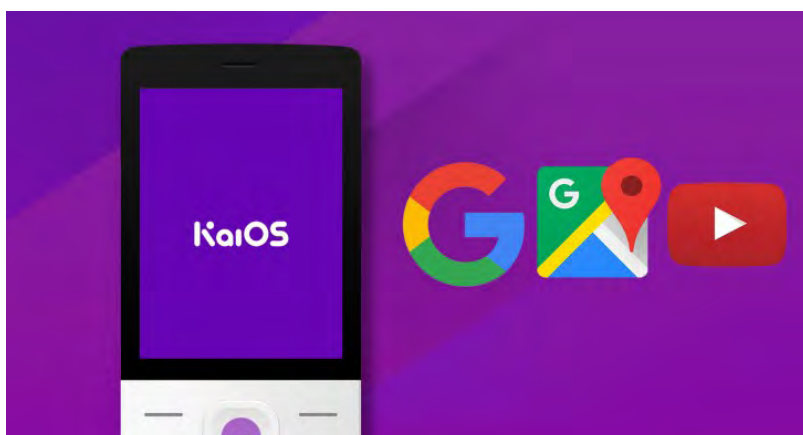
INDUSTRY
INTERNET

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
SEBASTIAN CODEVILLE

FOUNDING
$79 M

PatientSafe Solutions

San Diego is a stronghold of life sciences innovation, and here's the proof. PatientSafe Solutions delivers a workflow-driven, context-aware communication application that connects patients with their care teams and enhances clinical communication and workflows. The app delivers HIPAA-compliant messages, voice calls, alerts, notifications, and nurse calls, all from a single platform hosted on a single device. The solution also facilitates medical professionals' work by allowing them to access vital patient information, including personal data, medications, test results, and other data with a single tap.
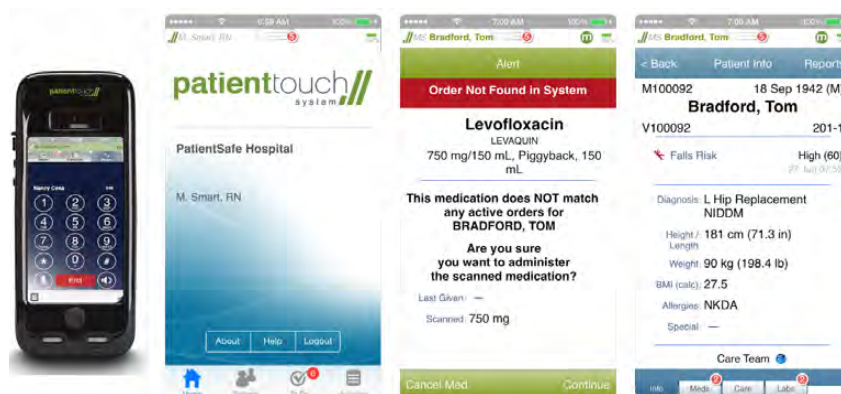
INDUSTRY
HOSPITAL
& HEALTH CARE

ROUND OF FUNDING
UNKNOWN

FOUNDER / CEO
PATRICK STEUSLOFF

FOUNDING
$145.8 M

Cordial Inc.

Cordial is an email tech company that aims to resolve the greatest issue of all marketers: "What do my customers exactly want?" To answer that question, the company uses real-time data analytics and then triggers dynamic behavioral- and event-based messages to provide customers with highly-personalized campaigns. Cordial's all-in-one marketing platform comprises several solutions that allow businesses to enhance customer intelligence and deliver highly-personalized messaging. The solutions include a data management module for the collection and management of all customer data, a personalization engine, a customer identification and acquisition component, a drag-and-drop message editor, and much more.
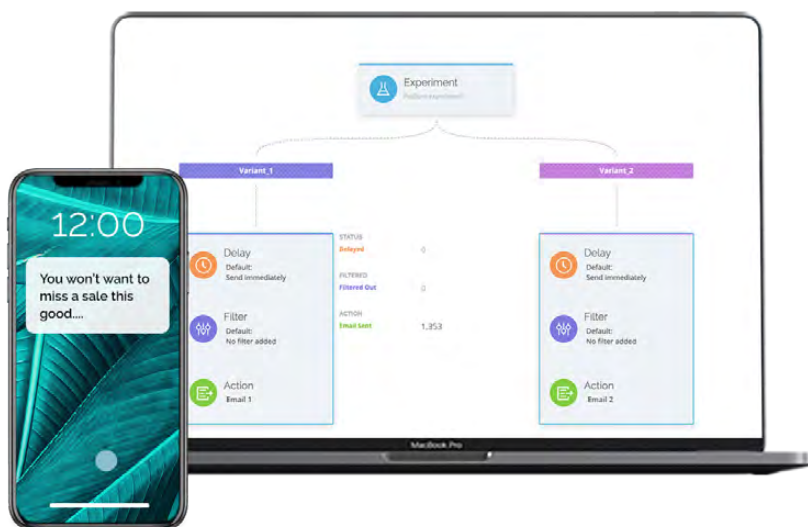
INDUSTRY
MARKETING
AUTOMATION

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
ADAM GILLESPIE,
CHRIS MCGREAL,
DAVID BAKER,
JEREMY SWIFT

FOUNDING
$23.6 M

Portfolium in f ⬚

With over 50 colleges and universities within the San Diego metropolitan area, the city boasts a vibrant student community. To embrace the needs of that group, Portfolium delivers a full-stack social networking platform that helps students improve success in education. The platform connects students and graduates with businesses and employers to showcase their resumes and academic achievements. The solution features functions such as pathway development, e-portfolios, badging and credentialing, and employee browsing. While the software is easy to use, the underlying technology is multi-faceted and sophisticated, comprising SSO authentication, open API integration with external systems, responsive design, and built-in real-chat support.

INDUSTRY
INTERNET

ROUND OF FUNDING
UNKNOWN

FOUNDER / CEO
ADAM MARKOWITZ,
DANIEL MARASHLIAN

FOUNDING
$7.8 M

eSUB Construction in f ⬚

We've already had some examples of cloud-based apps that help companies and individuals go paperless, and here's another one. eSUB Construction is a user-facing app that provides project management, timecard management, and corporate management for commercial subcontractors of all trades. By using the app, subcontractors can log into a secure Internet portal, and create, update, and store project documentation, including photos, drawings, and reports. Thanks to the elimination of manual paperwork, the company claims to be saving 10-25% of employee time while increasing the efficiency of orders by up to 92%.
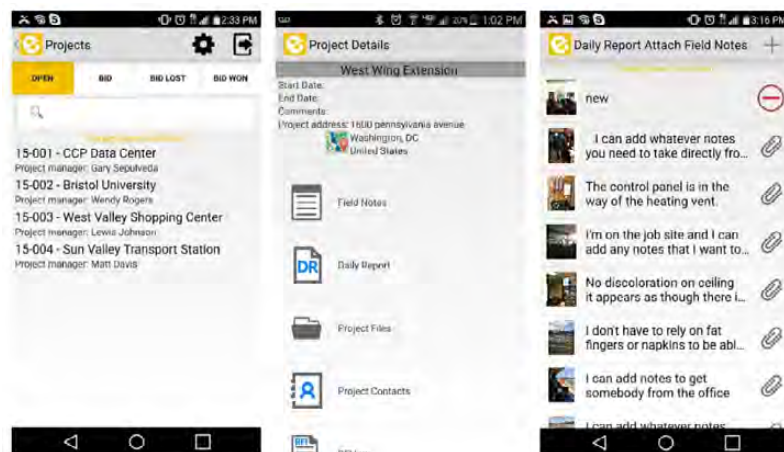
INDUSTRY
SAAS

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
BENNY BALTROTSKY,
WENDY ROGERS

FOUNDING
$20 M

MITEK SYSTEMS   in f y

If you're on Instagram or Facebook, chances are you've come across at least one app that utilizes a facial recognition system. But the application of facial identification extends far beyond social media apps or logging into your smartphone without a PIN code. Mitek Systems develops elaborate digital identification technologies to allow secure customer acquisition, enable fast money movement, and prevent account takeover fraud. The company makes use of AI algorithms and facial biometrics to help banks and financial institutions enhance their operations and make them more secure. It also extends its services to other organizations that can use facial recognition technology, e.g., to onboard new customers remotely.

INDUSTRY
MOBILE PAYMENTS

ROUND OF FUNDING
POST-IPO EQUITY

FOUNDER / CEO
MAX CARNECCHIA,
JEFF DAVISON

FOUNDING
$15.8 M

SHIELD AI   in

We remain in the realm of *unlimited AI capabilities*. Shield AI is a San Diego tech startup that specializes in developing Machine Learning solutions for indoor and outdoor intelligence, surveillance, and reconnaissance. The company's flagship product, Hivemind, is an AI framework that allows unmanned vehicles and systems to learn from experience. Shield AI uses it for its own machines, such as Nova, an autonomous drone used for in-door exploration in dense urban environments and GPS-absent areas.

INDUSTRY
ARTIFICIAL
INTELLINGENCE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
ANDREW REITER,
BRANDON TSENG,
RYAN TSENG

FOUNDING
$23.1 M

NOVA
HUMAN-MACHINE
TEAMING FOR
THE AI ERA

Netradyne

Netradyne was founded in 2015 with the mission of leveraging Artificial Intelligence, Deep Learning, and Edge Computing to drive advancements in fleet transportation solutions. The San Diego startup has developed a data-based provides that supports drivers and fleet managers with advice, comments, and feedback to help them improve road safety and driving performance. The company's vision-based technology monitors and collects detailed information about driver behavior and performance, and turns it into recommendations that serve to enhance the driving experience. The available solutions include a portal with dynamic fleet metrics and driver performance information, real-time alerts and notifications, and a mobile app that gives drivers real-time updates on how they perform.

INDUSTRY
INTERNET OF THINGS

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
AVNEESH AGRAWAL,
DAVID JULIAN

FOUNDING
$37 M

Summary

The fifteen state-of-the-art San Diego startups we mentioned are forging ahead on the US tech scene at the moment, making the city one of the hotbeds of startup innovation. But they are not the only ones - new players keep emerging and the growing trend is visible. San Diego has two distinct advantages as a new startup city: it's a beautiful place to live and it's only a one-hour flight to San Francisco.

At this point, it is all about keeping the momentum. The biotech sector is strong here, but in order to grow, diversity is needed. And the competition from other U.S cities is fierce - if San Diego wants to keep investors and talents coming, they have to support the ecosystem even more intensely.
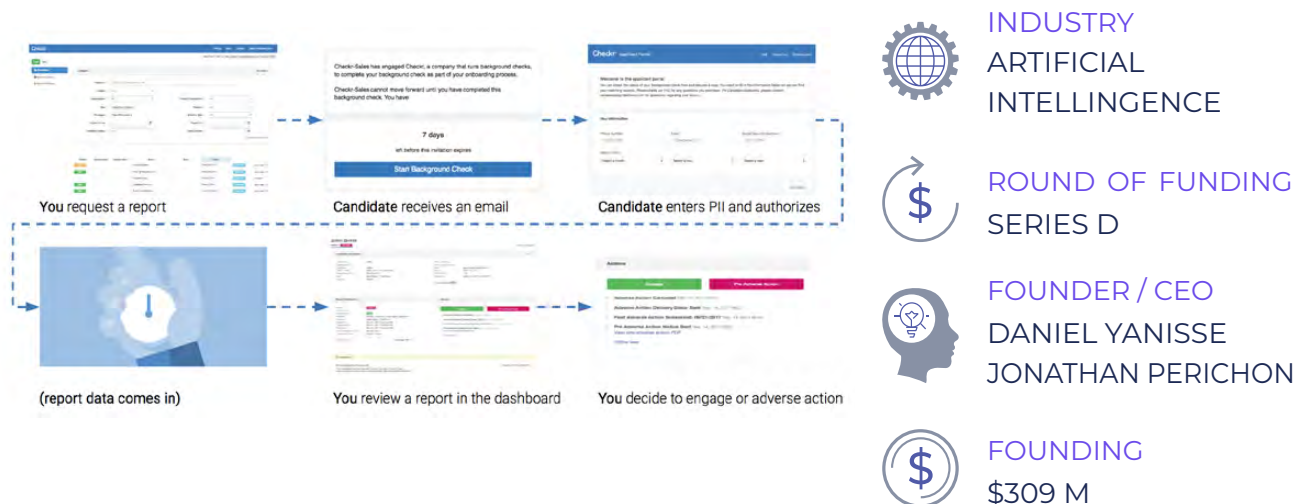
SAN FRANCISCO, CALIFORNIA

With hundreds of early-stage and mature startup businesses, a steady flow of talent, and world-leading venture investors and business accelerators, the San Francisco Bay Area remains America's gold mine for tech startup innovation. Each month, the city is breeding new companies determined to resolve issues ranging from custom chip design, through retail space optimization, to cryptocurrency banking.

We have picked just a small sample here - some of them have only just launched; others are much more mature. Either way, most of these disruptors share a common denominator – they apply AI, machine learning, and data analytics to build their ingenious products.
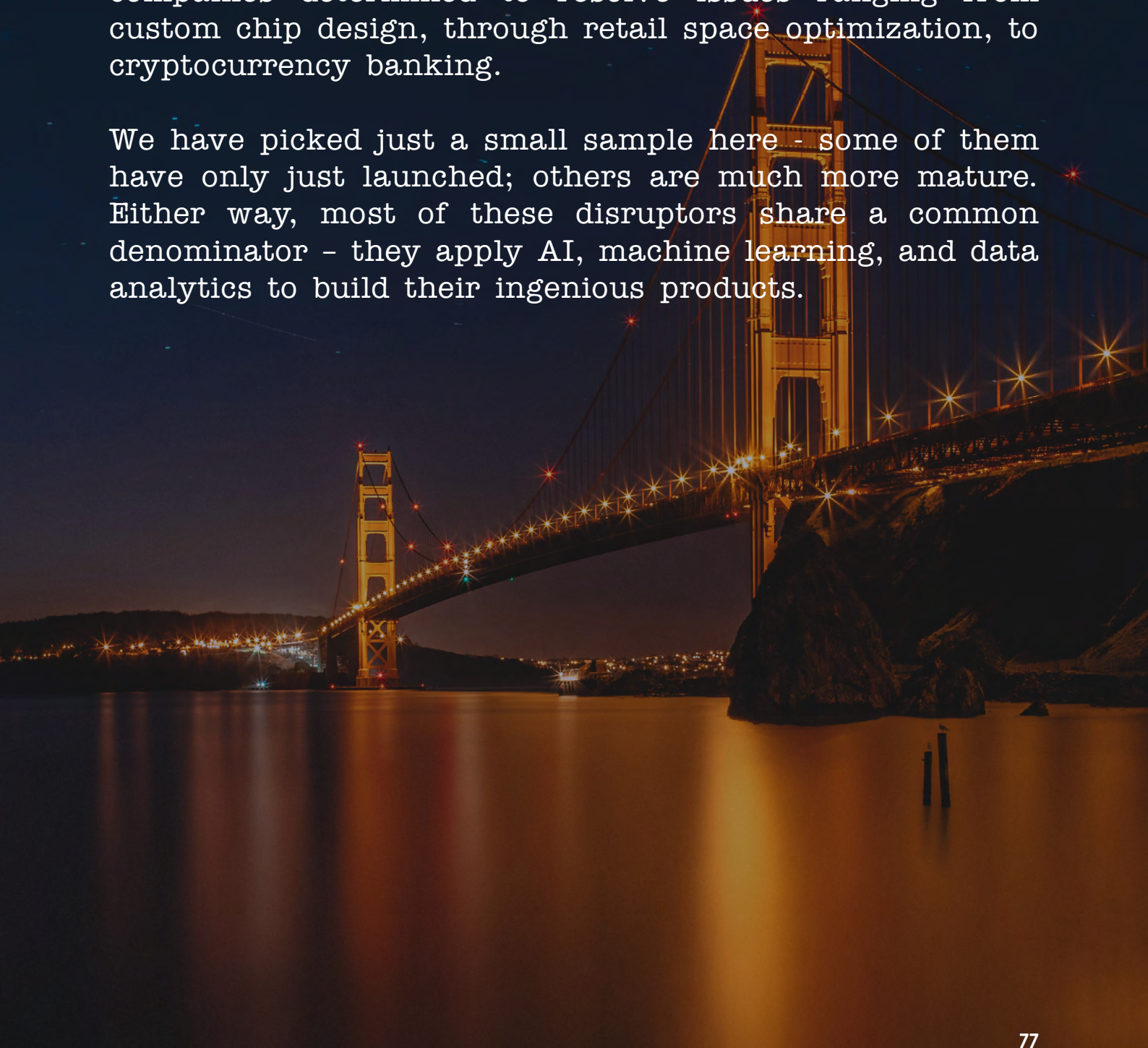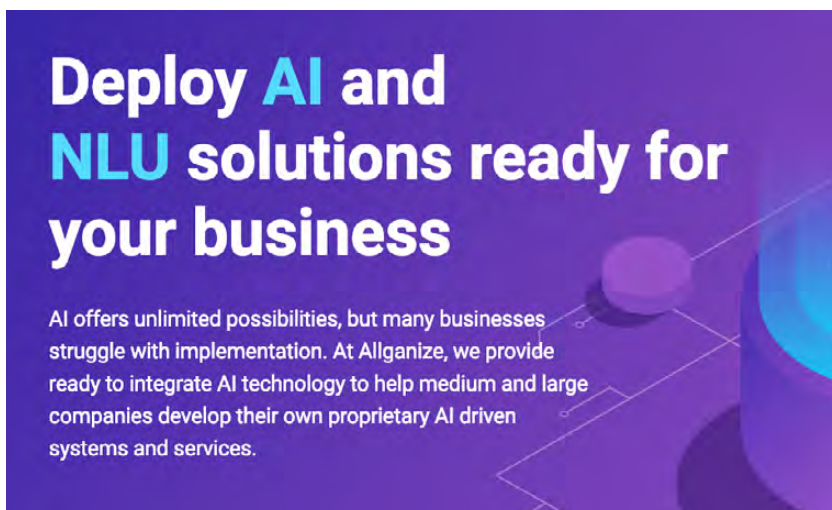
Checkr

The next San Francisco startup, Checkr, also builds on machine learning intelligence to deliver a platform for providing recruitment teams with an AI-powered background check. Checkr uses the same sources as traditional methods to return results, but it can turn around input data much faster. The platform comes with advanced, data-based background check technology, and can be accessed online and via an API.

INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
SERIES D

FOUNDER / CEO
DANIEL YANISSE
JONATHAN PERICHON

FOUNDING
$309 M

Allganize

Founded in 2017, Allganize provides enterprise-grade Natural Level Understanding and conversational AI to multiple verticals. The company solutions include conversational chatbot, Q&A AI, and entity extraction engine, among others, all of which enable businesses to automate their workflows, provide real-time insights into current projects, and enhance the customer experience with 24/7 access to services.

INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
CHANGSU LEE,
JUN S. LEE

FOUNDING
$4.4 M

Deploy AI and NLU solutions ready for your business

AI offers unlimited possibilities, but many businesses struggle with implementation. At Allganize, we provide ready to integrate AI technology to help medium and large companies develop their own proprietary AI driven systems and services.

CITY COP

City Cop is a social platform for crime prevention and reporting. Communities can use it to report crimes and receive real-time updates on what's happening in the neighborhood. The solution comes as a mobile app, and it uses AI and machine learning to predict crime and prevent it from happening, thus enhancing public safety.
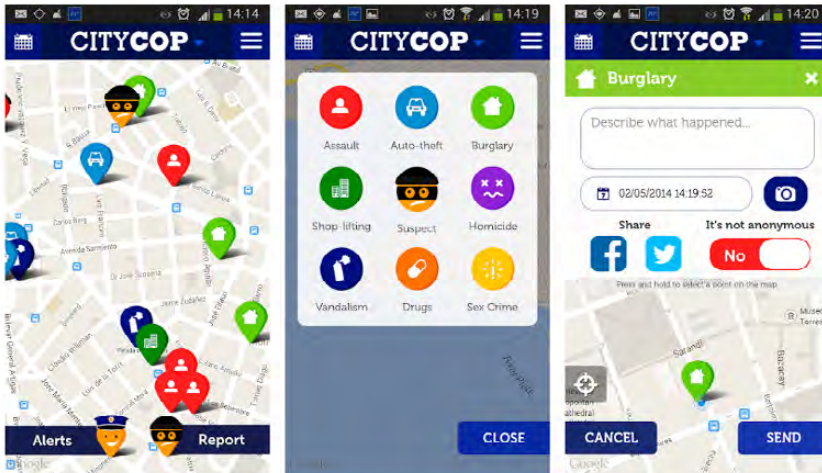
INDUSTRY
PUBLIC SAFETY

ROUND OF FUNDING
SEED

FOUNDER / CEO
MARCELO DOTTI,
NADIM CURI

FOUNDING
$430 K

ZEBRAND

No one will understand the challenges of a budding startup like another startup. Next on our list is a free branding web service that uses a proprietary data algorithm to generate a complete brand toolkit for aspiring entrepreneurs and early-stage businesses, based on a simple questionnaire. The toolkit includes all elements such as design layout, brand colors, and typography, that a startup needs to build a consistent experience across all channels of communication with its customers.
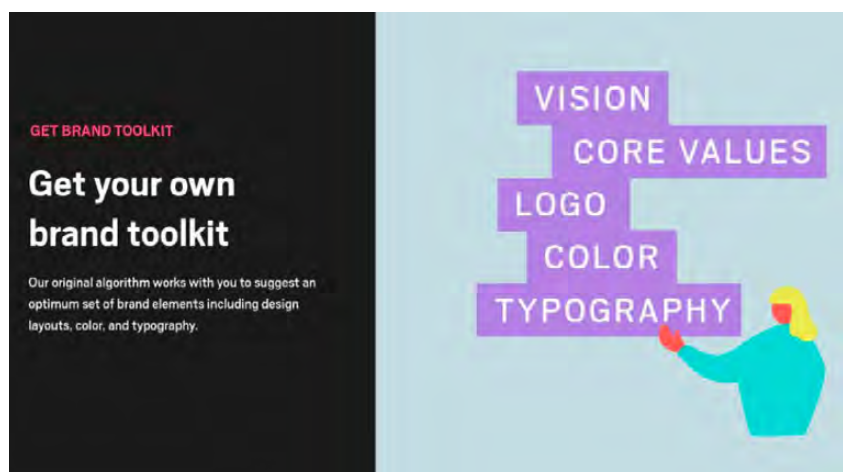
INDUSTRY
DESIGN

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
RYO KIKUCHI,
SAYURI KONDO

FOUNDING
N/A

SyncSketch

SyncSketch is dedicated to supporting visual artists, authors, and graphic designers through a cloud-based online platform for real-time collaborative media review. Artists can use the system to upload their media and ask for a real-time peer review. The users can read and submit comments and discuss content live with peers, which allows for rapid iteration, sophisticated feedback, and faster project completion.
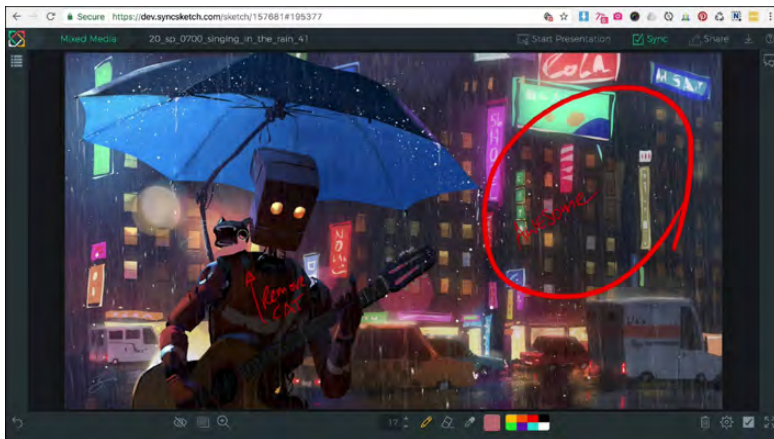
INDUSTRY
MEDIA

ROUND OF FUNDING
N/A

FOUNDER / CEO
BERNHARD HAUX

FOUNDING
N/A

HoloAsh

The story of HoloAsh is a personal one. The company founder, Yoshua Kishi, has ADHD, and in the past, he was struggling with finding an outlet for his negative emotions. Professional help was often not available or high-priced. To address these issues and make mental health support readily accessible and affordable to anyone, Yoshua has created Nao, an AI-powered social platform, which helps people coping with loneliness, depression, anxiety, ADHD, and other challenges and establish a meaningful connection with members sharing similar experiences.
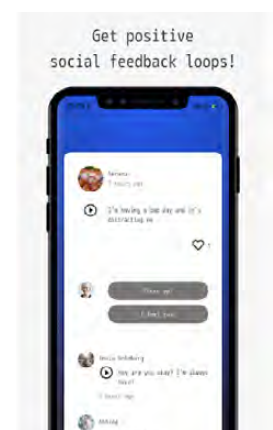
INDUSTRY
HEALTHCARE

ROUND OF FUNDING
N/A

FOUNDER / CEO
YOSHUA KISHI

FOUNDING
$150.2 K

DataGrail [in] [f] [t]

DataGrail is a purpose-built privacy management platform that ensures sustained compliance with the GDPR, CCPA, and more. It directly integrates with over 150 business systems, including SAP, Salesforce, HubSpot, and Marketo, without any coding, to allow companies to map and securely manage all personal data and review privacy requests in real-time. The system is available in the web and mobile versions.
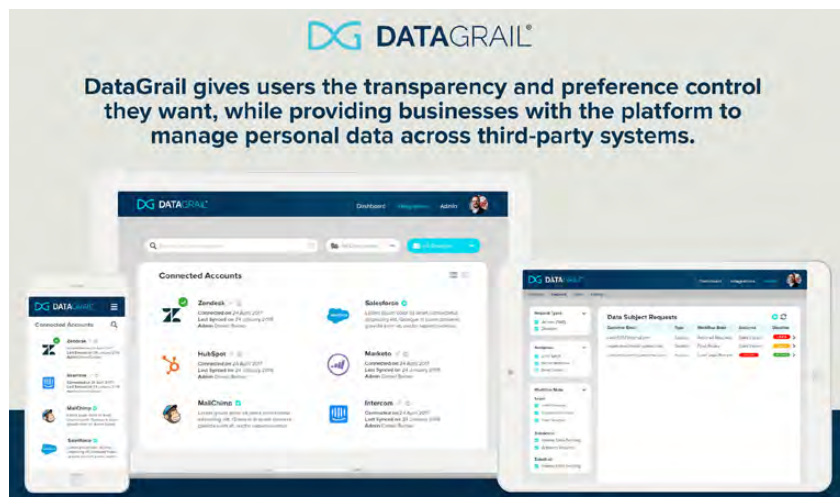
INDUSTRY
BIG DATA

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
DANIEL BARBER,
EARL HATHAWAY,
IGNACIO ZENDEJAS

FOUNDING
$9.2 M

AmpUp [in] [f] [t]

The AmpUp app makes driving an electric car much more convenient. It's an electric vehicle charging network that enables drivers to identify available chargers within the specified location, book them, and share their private chargers for a fee. The app contains up-to-date information on thousands of charging points in the vicinity and provides information on charger availability and compatibility with a given car.
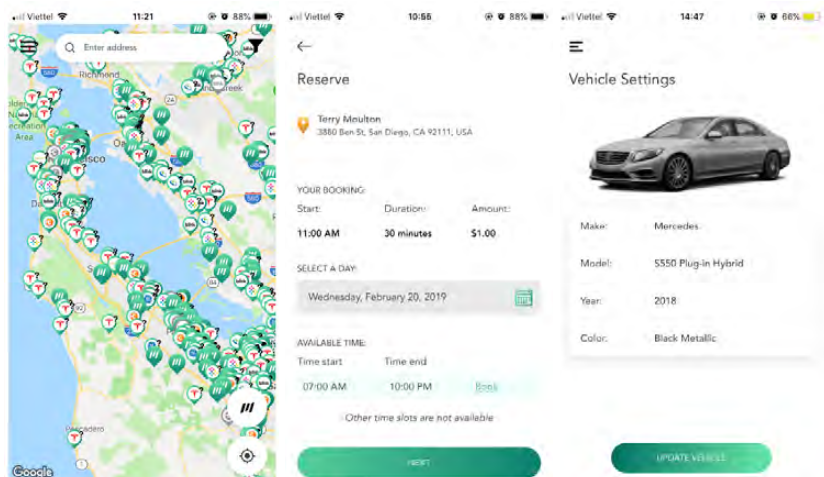
INDUSTRY
RENEWABLES
& ENVIRONMENT

ROUND OF FUNDING
SEED

FOUNDER / CEO
THOMAS SUN

FOUNDING
N/A

CLERKIE ⬛ ⬛ ⬛

Considering that *only 24% of millennials are financially literate*, developing a personal financial planner for mobile seems like a great idea. Clerkie is doing that by combining conversational AI with detailed financial knowledge graphs to offer individual recommendations to clients on how to improve the management of their financial assets. The user-friendly app features a host of financial services and even allows users to borrow cash to cover their expenses.
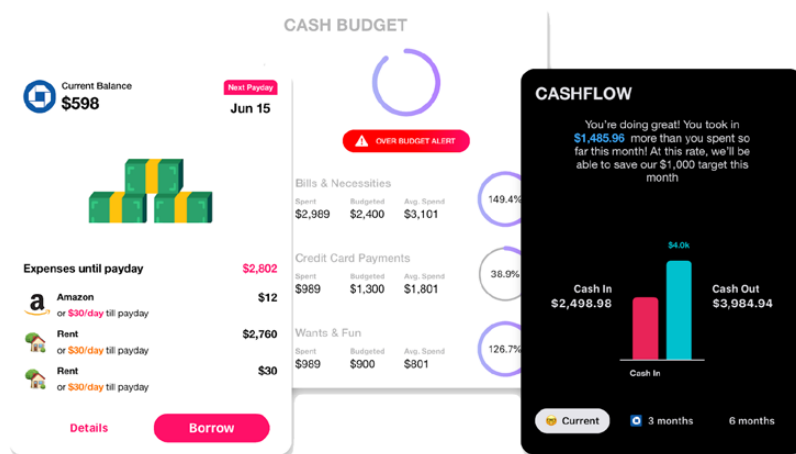
INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
SEED

FOUNDER / CEO
SEBASTIAN WIGSTROM

FOUNDING
$2 M

TALLY INC ⬛ ⬛ ⬛

Banking and financial apps are pretty popular among San Francisco startups, and here's another instance. Tally is the first automated debt manager that helps users clear credit card debt. The mobile app uses data analytics to determine the optimal way to pay down debt and makes tracking and managing multiple cards hassle-free. Apart from providing advice and card management capabilities, the solution also presents late fee protection and due date tracking functions.
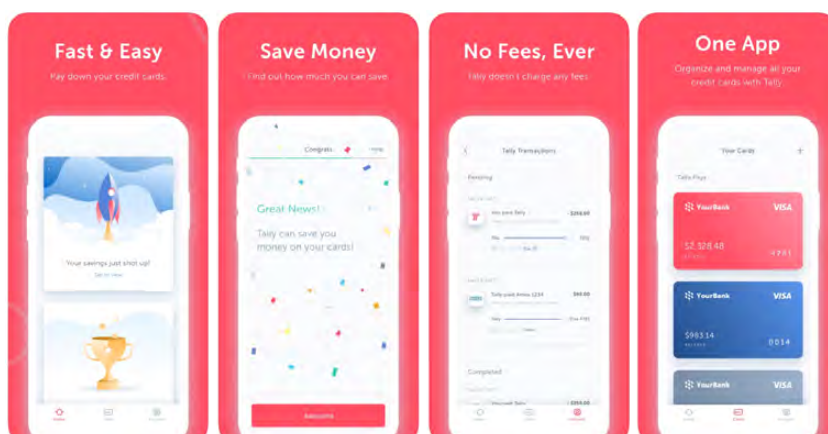
INDUSTRY
FINANCIAL SERVICES

ROUND OF FUNDING
SERIES C
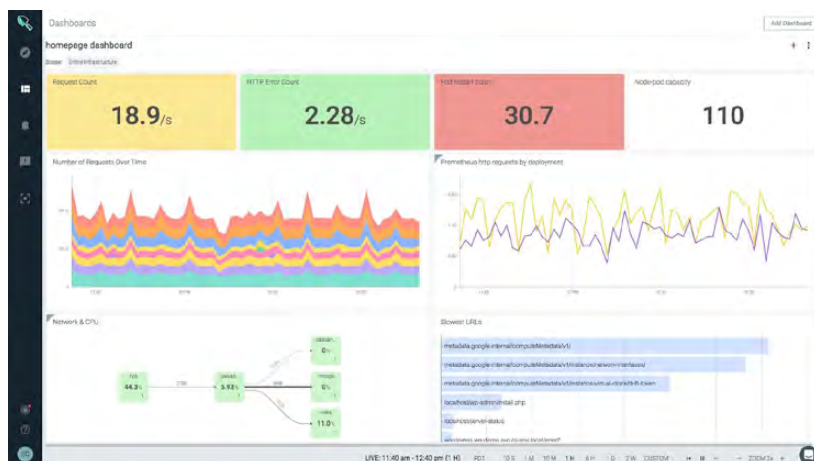
FOUNDER / CEO
JASON BROWN,
JASPER PLATZ

FOUNDING
$92 M

SYSDIG in twitter

Sysdig also focuses on security but seen from a completely different angle. This San Francisco innovation startup is a cloud-native intelligence company that has built a unified platform for monitoring, security, and troubleshooting of microservices-driven architecture. The platform monitors millions of containers across hundreds of customer organizations to provide their IT professionals with in-depth visibility into systems and containers.

INDUSTRY
CLOUD SECURITY

ROUND OF FUNDING
SERIES D

FOUNDER / CEO
LORIS DEGIOANNI,
SURESH VASUDEVAN

FOUNDING
$121.5 M

TRIBYL in

The next startup on our list is a very attractive proposition for business sales teams. Tribyl is an AI-powered sales coach that helps sales representatives improve their skills and create greater value for the specific industries and use cases they serve. The tool applies Artificial Intelligence and data mining to capture and analyze sales knowledge from a variety of sources and share data-driven insights with users who can leverage them in their prospecting assets, discovery calls, demos, and pitches.

INDUSTRY
COMPUTER
SOFTWARE

ROUND OF FUNDING
SEED

FOUNDER / CEO
SANJEEV SOMANI
SAURABH SAXENA

FOUNDING
N/A

zGlue [in] [f] [t]

zGlue is a Silicon Valley company offering an innovative platform for building quality, secure custom chips on demand. Its proprietary design tool, ChipBuilder 2.0, contains realistic 3D models and SDK that greatly enhance and speed up chip creation for users. Once the coding stage is complete, an order can be sent to manufacturing through zGlue's Shuttle Program. Thanks to the solutions offered by the startup, businesses can create their own chips already within two weeks.
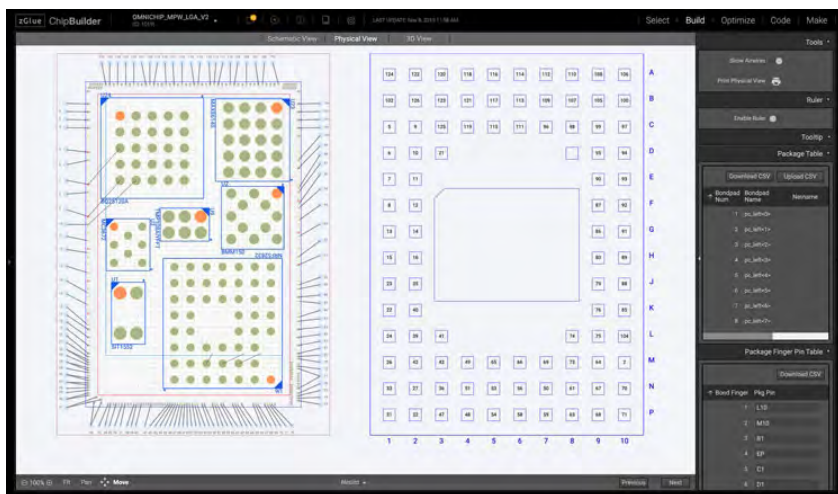
INDUSTRY
CONSUMER ELECTRONICS

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
JAWAD NASRULLAH,
MING ZHANG,
MYRON SHAK

FOUNDING
$9.1 M

Vivoo [in] [f] [t]

There's certainly no shortage of nutrition brands, especially in California. What sets Vivoo apart is that this SF startup suggests meal plans for its customers based on their… urinary sample analysis. The company sends customers a package containing urinary strips. A person has to urinate on a strip, take a photo of it with a free Vivoo app, and wait for personalized nutrition advice from a team of Vivoo dieticians & nutritionists. The service is available worldwide as a one-off purchase or on a subscription basis, and the strips measure a variety of factors including pH, hydration, immunity level, and more.

INDUSTRY
HEALTH, WELLNESS & FITNESS

ROUND OF FUNDING
SEED

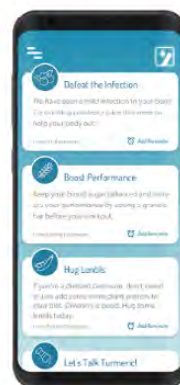**FOUNDER / CEO**
MIRAY TAYFUN

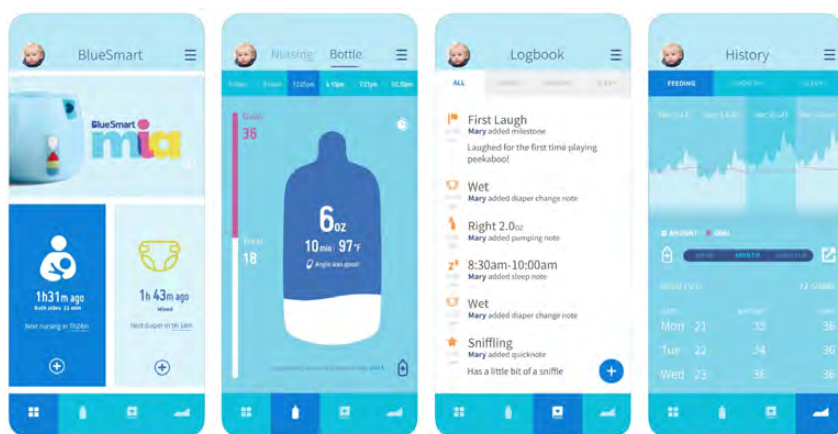**FOUNDING**
$620 K

Learn your body parameters.

Use the app to take a photo of your strip.

Receive your personalized advice.

BlueSmart

Another health and wellness proposition comes from BlueSmart, a specialized range of IoT baby products. The company's first product is a smart baby feeding monitor that tracks all the essential aspects of baby feeding, such as temperature, angle, duration, portion sizes, and more, to make parents' lives easier and worry-free. The product is baby-safe and easy to clean, and it's paired with a free app that records and displays all feeding information.

INDUSTRY
CONSUMER ELECTRONICS

ROUND OF FUNDING
N/A

FOUNDER / CEO
GISELA XIE

FOUNDING
N/A

Summary

Despite heavy competition from blossoming innovation hubs like Austin or LA, The Fog City remains America's breeding ground for innovation. San Francisco is waist-deep in technology companies at all stages, from tiny startups to massive unicorns. The talent pool in the area is amazing, and you can find the best funding opportunities here. Not to mention the vast, vibrant, and inspiring community of entrepreneurs and tech legends.

But there is a dark side to all of this. Costs of living (especially rent) are skyrocketing, in the last two years, the city saw a 17% increase in its homeless population, and residents complain of visible drug usage, fear of crime and dirty streets.

Some say that San Francisco is eating its own tail. Well, even if it's true, it still A LOT to offer. And it won't change soon.

SEATTLE, WASHINGTON

As the home of some of the world's most iconic brands (Amazon, Starbucks, Microsoft, F5 Networks, to name just a few), Seattle metropolis is thriving with creative spirit and innovation. The tech salaries here are *the third highest in the US* (only San Jose and San Francisco pay engineers more), almost 2% of the local startups receive venture capital funding, which is far above any other metropolis, and the city is one of the best places for young adults to find work. Considering all this, Seattle presents itself as a technological heaven. Let's prove it!

98POINT6 [in] [f] [t]

The first Seattle startup we selected is driven by a vision to make primary care accessible and affordable to more people, even those without health insurance. 98point6 brings healthcare to an entirely new level by offering private, text-based diagnosis and treatment via a mobile app. The app comes in two plans, personal and employer-sponsored, and it connects patients with certified doctors who provide remote assistance across the entire spectrum of primary care.
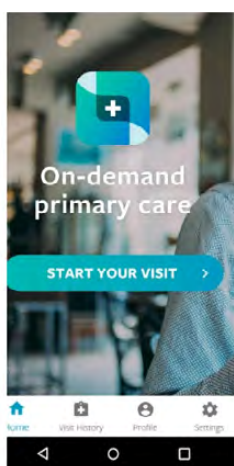
INDUSTRY
HEALTH CARE

ROUND OF FUNDING
SERIES C

FOUNDER / CEO
ROBBIE CAPE

FOUNDING
$86.3 M

DEFINEDCROWD [in] [f] [t]

DefinedCrowd offers an intelligent data platform for enterprise data training and modeling. The platform combines ML and data science with crowdsourcing to help companies improve the quality, scalability, and performance of their *AI and NLP applications*. The solution aims to greatly speed up the generation of high-quality training data (the startup promises data accuracy of 95-98%) for the users who only need to set up a project, insert their own data parameters, sit back, and watch the magic happen. Sounds great, doesn't it?
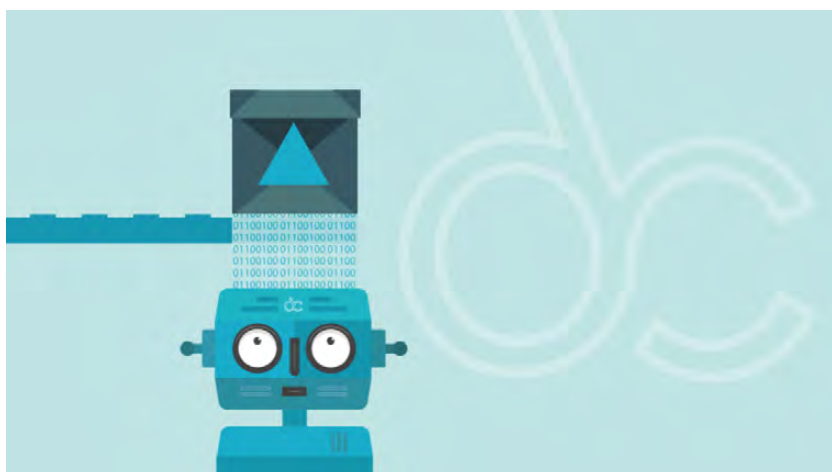
INDUSTRY
DATA CENTER

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
AMY DU
DANIELA BRAGA

FOUNDING
$13.1 M

Panopto

Panopto targets businesses and universities with a video content management system for recording, managing, streaming, and sharing online presentations, training and lectures, live events, and other educational content. The platform seamlessly integrates with in-house LMS, CMS, online portals, and other systems, and has native apps embedded for mobile support. It also provides a comprehensive set of tools and functions to cater for all the video needs of its clients, which include Nike, Qualcomm, VMWare, and Kimberly-Clarke.
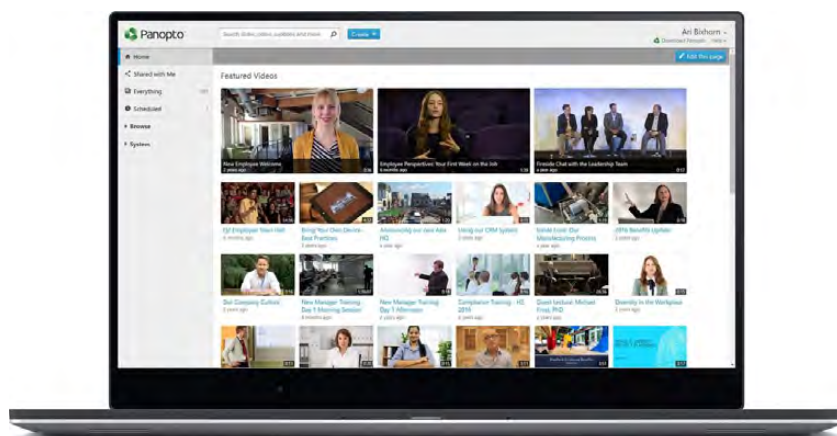
INDUSTRY
ENTERPRISE SOFTWARE

ROUND OF FUNDING
PRIVATE EQUITY

FOUNDER / CEO
ERIC BURNS,
WILLIAM GUTTMAN

FOUNDING
$50.9 M

ZipWhip

67% of consumers would rather contact companies by texts about appointments than by email or a phone call. The next Seattle-based SaaS startup, Zipwhip, recognizes this trend, as it enables business text messaging from any device, thanks to the cloud. With this technology, businesses can use the existing toll-free, landline, and mobile numbers to send and receive texts from customers. Zipwhip's multi-device apps come with powerful texting features and ensure secure communication with data encryption.
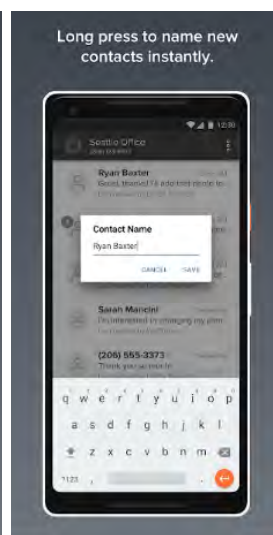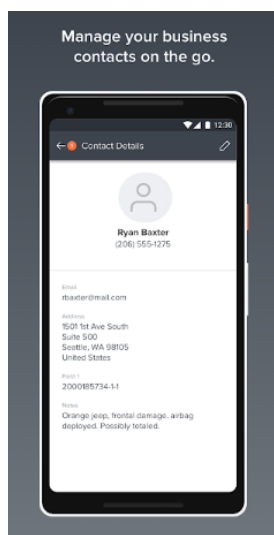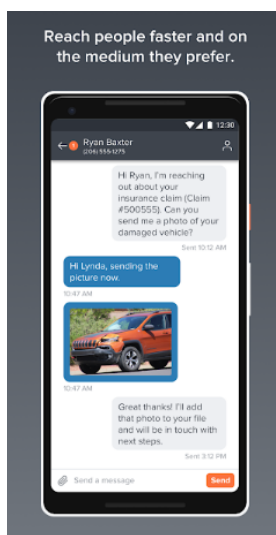
INDUSTRY
CLOUD COMPUTING

ROUND OF FUNDING
SERIES D

FOUNDER / CEO
ANTHONY RIEMMA,
JOHN LARSON,
JOHN LAUER,
MICHAEL SMYERS

FOUNDING
$91.1 M

Glympse

Glympse helps brands enhance customer interactions and experience with a secure last-mile solution. The technology comes with a mobile app that allows users to easily share their real-time GPS location from any web-enabled devices, and without sign-in. While the application is mainly intended for businesses looking to eliminate the friction and anxiety of product and service delivery experiences, it can also be useful for individuals who would like to share their exact whereabouts with family and friends, e.g., to find them in a crowd, or let them know they are safe.
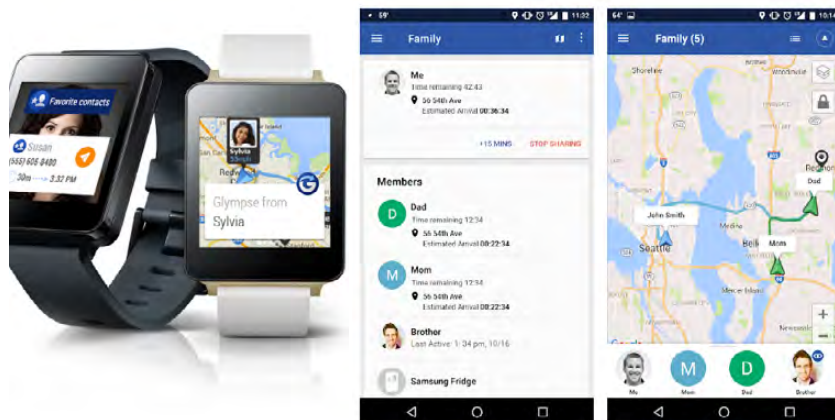
INDUSTRY
SAAS

ROUND OF FUNDING
SERIES D

FOUNDER / CEO
CHRIS RUFF,
BRYAN TRUSSEL,
STEVE MILLER

FOUNDING
$41.9 M

Skytap

Founded in 2006, Skytap is one of the most experienced Seattle startups on our list. The company's technology helps organizations modernize traditional applications with cloud-native development by migrating traditional workloads to the cloud. To make this process simple, Skytap has abstracted all network complexity from cloud providers and built an environment where the users can leverage templates, clone topologies, and share artifacts, for easy and quick creation of own software-defined datacenter and networks.
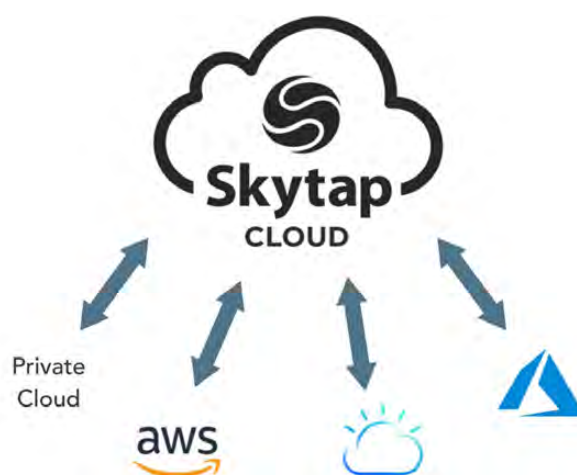
INDUSTRY
CLOUD COMPUTING

ROUND OF FUNDING
SERIES E

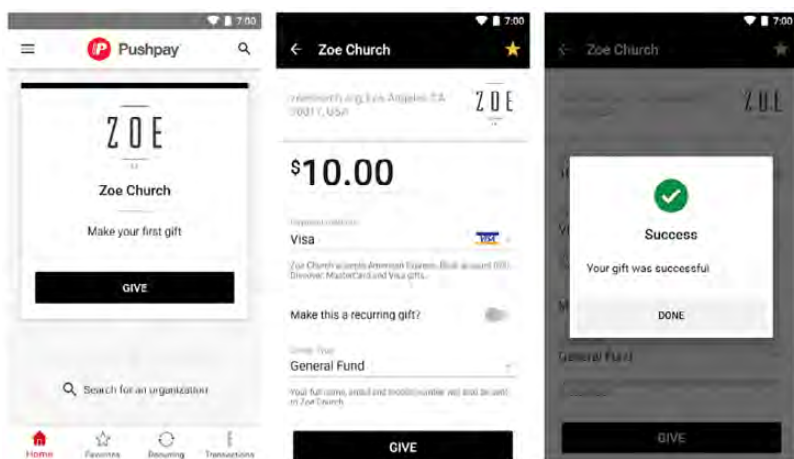**FOUNDER / CEO**
HENRY LEVY,
STEVEN GRIBBLE

FOUNDING
$109.5 M

Pushpay [in] [f] [t]

Here comes a unicorn! Originally from New Zealand but now based in Seattle suburbs, Pushpay is a $1 billion technology business that helps global charities, schools, and faith institutions collect donations via an intuitive mobile app. The app works with all major banks, and it supports various payment methods such as credit cards, debit cards, or direct bank transfers. It is fully secure and PCI compliant and requires all transactions to be verified by a password or a fingerprint before they can be conducted.

INDUSTRY
MOBILE PAYMENTS

ROUND OF FUNDING
POST-IPO EQUITY

FOUNDER / CEO
CHRIS HEASLIP,
ELIOT CROWTHER

FOUNDING
$100.3 M

RealSelf [in] [f] [t]

While *98point6* connects patients with primary care doctors, RealSelf allows people to search through a huge database of top board-certified plastic surgeons and cosmetic treatment providers. The portal is the leading consumer destination in the $32 billion US medical aesthetics market. The website supports its community with unbiased ratings, patient stories, and expert answers to empower users to make confident, knowledgeable decisions concerning their bodies. Although the startup is based in Seattle, it is backed by world-class investors and extends its services nation-wide.

INDUSTRY
HEALTH CARE

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
TOM SEERY

FOUNDING
$42 M

THE RIVETER [in] [f] [t]

The Riveter is a female-centered co-working startup and a community platform from Seattle. It was founded in 2016 by Amy Nelson, a working mum who struggled to get back on the career track after maternity leave. Her initiative was a female-forward (though not female-only) workspace built to empower women to work together, cultivate their skills, share knowledge, exchange experiences, and motivate one another to shatter the glass ceiling. Currently, the startup owns several offices on the West Coast, but the plans are to expand to 100 locations across the USA.

BUILT BY WOMEN FOR EVERYONE

INDUSTRY
EXECUTIVE OFFICE

ROUND OF FUNDING
UNKNOWN

FOUNDER / CEO
AMY NELSON

FOUNDING
$22.5M

APPSHEET [in] [f] [t]

Mobile app development is a tricky business, but AppSheet can make it slightly less complex with an app maker that requires (almost) no coding. The solution is intended for teams and professionals who need a simple, custom mobile app for project management or customer engagement. The platform allows them to build applications directly from a variety of cloud-based spreadsheets and databases, and expand them with add-on features.
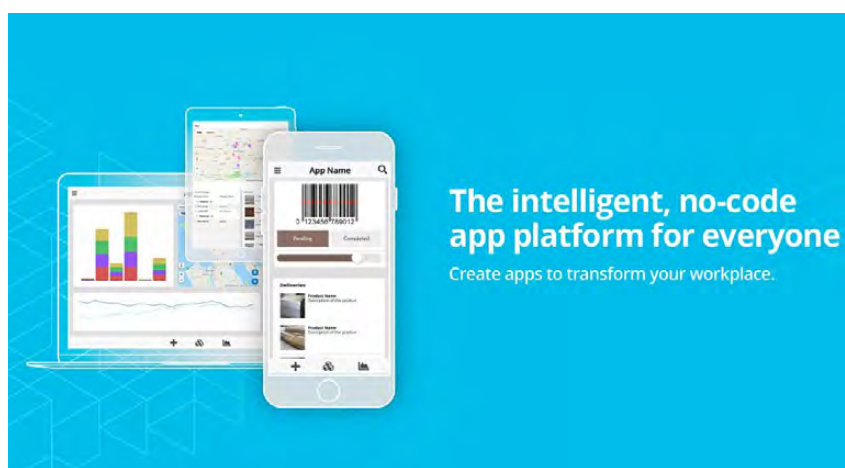
INDUSTRY
BIG DATA

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
BRIAN SABINO,
PRAVEEN SESHADRI

FOUNDING
$18.5 M

The intelligent, no-code app platform for everyone
Create apps to transform your workplace.

Mighty AI

Founded in 2014, Mighty AI is a data management platform that helps vehicle computer vision systems label and recognize objects models. The solution consumes raw data and converts it into high-quality data insights to allow powerful scaling of self-driving technology. It didn't take long for this unique combination of the latest AI and user experience techniques to get noticed. Lately, the startup was acquired by Uber.

INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
DARYN NAKHUDA, MATT SHOBE, MATTHEW BENCKE, PATRICK O'DONNELL

FOUNDING
$27.3 M

Xnor.ai

This innovative, venture-funded AI startup from Seattle grew out of award-winning research conducted at the University of Washington and the Allen Institute for Artificial Intelligence. Xnor.ai adds a new dimension to state-of-the-art artificial intelligence with a platform that allows companies to run complex deep learning algorithms locally on a range of devices (such as mobile phones, cars, drones, cameras, wearables, etc.). The highly-scalable platform opens up affordable AI opportunities for a variety of industries, such as retail, photography, and consumer electronics.

INDUSTRY
ARTIFICIAL INTELLINGENCE

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
ALI FARHADI, MOHAMMAD RASTEGARI

FOUNDING
$14.6 M

LevelTen Energy in f t

The next Seattle tech startup on the list delivers a dynamic, two-sided market that connects PPA buyers and sellers and allows them to transact securely and efficiently. The *technology-enabled marketplace* extends a range of features such as user aggregation, volume pricing, market performance monitoring, and RFP automation to deliver customized, in-depth feedback to sellers and optimal pricing for renewable energy to buyers.

INDUSTRY
RENEWABLES
& ENVIRONMENT

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
BRYCE SMITH

FOUNDING
$28.3 M

Seeq Corporation in f t

Seeq is a Seattle tech startup that develops software for advanced analytics of industrial process data. The Seeq platform leverages innovations in Big Data, *Machine Learning*, and web technologies to provide users with data-based decision support and insights for the optimization of industrial management in verticals such as oil refineries, pharmaceuticals, and energy production. The company's founding team includes engineers, data scientists, and executives coming from a variety of top-ranked corporations such as Microsoft, Honeywell, and Insitu.
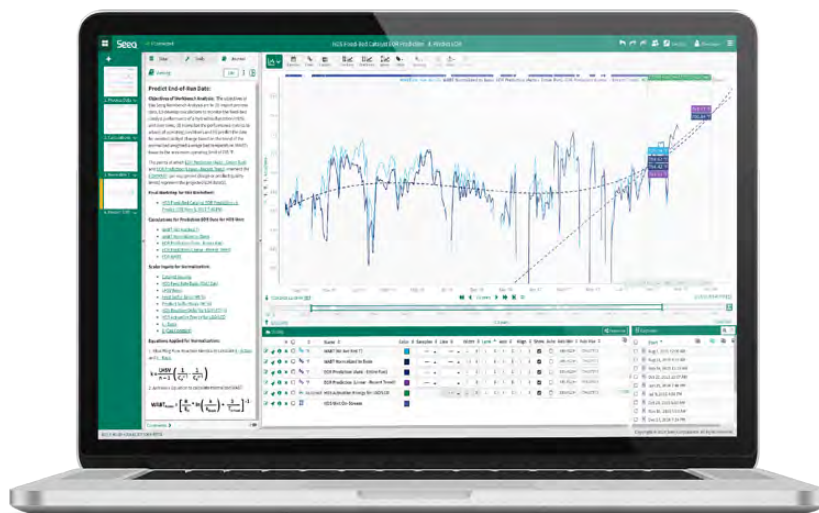
INDUSTRY
E-COMMERCE

ROUND OF FUNDING
SERIES B

FOUNDER / CEO
BOB MOLL,
BRIAN PARSONNET,
JON PETERSON,
MARK DERBECKER,
STEVE SLIWA

FOUNDING
$35.2 M

PULUMI

Our last tech startup from Seattle is Pulumi, a cloud-native development platform. It supports software engineers and DevOps teams with frameworks and libraries to create, deploy, and manage cloud services in the users' favorite programming languages and environments. Apart from Pulumi SDK infrastructure for coding, the solution also features a web console that delivers scalable CI/CD workflows for teams and a training module where users can enhance their knowledge of cloud engineering, serverless architecture, containers, and more.

INDUSTRY
CLOUD COMPUTING

ROUND OF FUNDING
SERIES A

FOUNDER / CEO
ERIC RUDDER,
JOE DUFFY

FOUNDING
$20 M
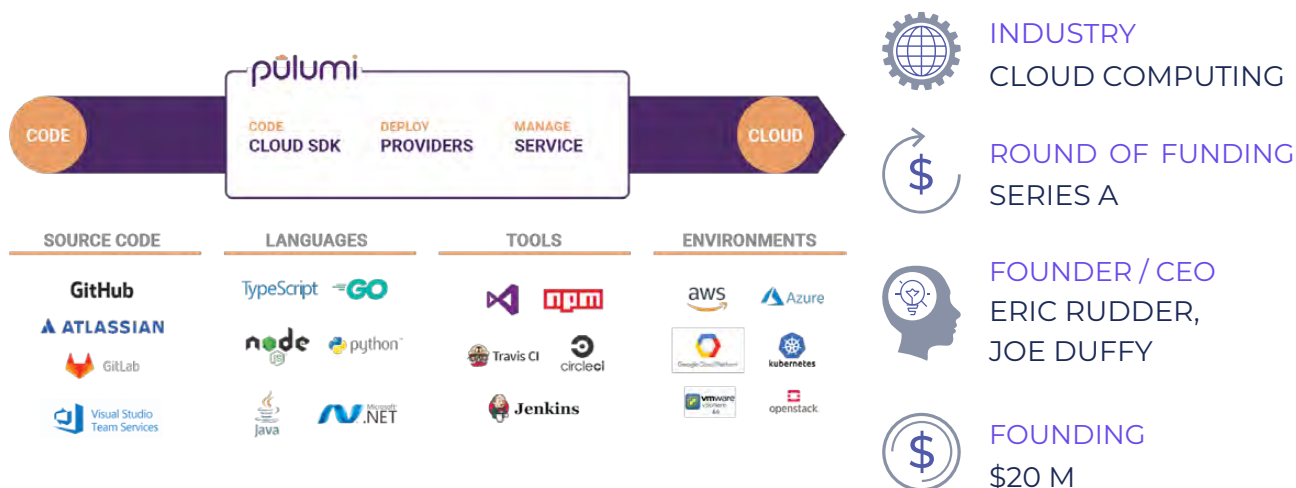
SUMMARY

Seattle Startup Scene Is Poised For Growth. Whether it's due to its coffee culture, luscious greenery, or laid-back vibe, Seattle has a unique appeal that makes young entrepreneurs flock to the city. The expansion of the local talent pool shows no signs of slowing, which made the task of narrowing the list of top Seattle startups down to 15 pretty tough. Nevertheless, we hope we did well!

SUMMARY

Thanks for reading!

We hope you have enjoyed our selection of startups from ten U.S. cities and that you found some solid dose of business inspiration here.

It may be the first publication of this kind from our team, but it won't be the last. We are always on the lookout for innovative and cutting-edge companies ready to disrupt their industries.

Do you know a startup that should be featured in our publication? Get in touch with us and tell us about its product or vision – we will be happy to write about it!

Ideamotive Team

WARSAW 2020

IDEA\MOTIVE