MIT delta v

2024 Cohort

TEAMS
22

STUDENTS
50

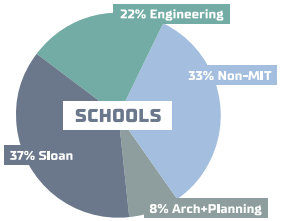
AVERAGE TEAM SIZE
2.27

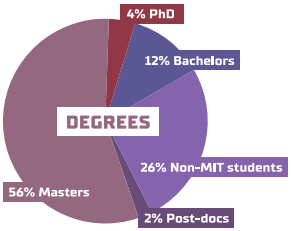
WOMEN
49%

MEN
51%

INDUSTRIES REPRESENTED

- AGRITECH
- BIOMANUFACTURING
- CLIMATE TECH
- EDTECH
- HAIRCARE
- HEALTHCARE
- INSURANCE
- LEGAL
- MEDIA
- MENTAL HEALTH
- PETS
- RESTAURANT
- SOFTWARE
- SUPPLY CHAIN
- 3D PRINTING





Benefits of delta v

MIT delta v is an initiative across all of MIT's schools and colleges: the School of Engineering; the School of Science; the School of Humanities, Arts, and Social Sciences; the School of Architecture and Planning; the MIT Sloan School of Management; and the Schwarzman College of Computing. The accelerator is overseen by the Martin Trust Center for MIT Entrepreneurship and is the capstone educational opportunity for MIT student entrepreneurs as it prepares them to hit escape velocity and launch into the real world.

SPACE

- Cohort-based lateral learning to create a powerful community
- Work side-by-side with other driven and innovative entrepreneurs
- Exclusive access to Trust Center resources for the entirety of the summer

MONEY

- $2,500 monthly fellowships for current MIT students
- Teams are eligible to earn up to $20,000 in equity-free funding based on performance against milestones
- Ability to focus full-time on their ventures

STRUCTURE

- Direct advising from specialists, coaches, mentors, and Entrepreneurs in Residence
- Workshops for specific skills
- Group goal setting sessions
- Monthly progress presented during "board meetings" to hold teams accountable to milestones

STATUS

- Recognized as the premier student teams at MIT
- Demo Day at MIT, global webcast and investor days in NY and CA
- Access to blue chip advisors and the MIT delta v alumni network
- Prominent exposure via all channels of Trust Center and MIT communications
- A full endorsement from MIT as a "graduate" of our accelerator

Deans' Letter

In 1861, MIT founder William Barton Rogers laid out a vision for a new type of institution of higher learning "conducive to the progress of invention and the development of intelligent industry." Over time, MIT's mission has been refined to "advance knowledge and educate students in science, technology, and other areas of scholarship that will best serve the nation and the world in the 21st century."

As MIT President Sally Kornbluth wrote in ***MIT Technology Review*** earlier this year, "MIT's singular passion for entrepreneurship is inspiring, energizing, a little bit exhausting, and a whole lot of fun. It's also an essential element of our strategy to organize for a positive impact and transform our world."

The ability for MIT to have this impact is the combination of invention and commercialization, which ties directly to entrepreneurship. This is in our DNA and in our future. Toward this end, the Trust Center launched its summer accelerator in 2012 as a unique capstone program that integrated and expanded MIT's expertise in scientific discovery, engineering implementation, management, and, most of all, entrepreneurship.

The direct impact of this accelerator in its first 10 years has been beyond impressive, based on data and survey results released in 2022. The nearly 700 student entrepreneurs who have taken part have started hundreds of companies—those that were a part of delta v and those started subsequently—that have raised over $3 billion, a number that has grown even larger still. Importantly, these startups are focused on the world's greatest challenges with 89% of them directly aligned with the UN Sustainable Development Goals. They are also highly inclusive in all dimensions as illustrated by the fact that 55% of the CEOs of these ventures in 2022 were female.

More important was the personal development of these students; their most common feedback following their time at the Trust Center was "it changed my life." The companies may come and go, but the gift that keeps giving is the highly confident and capable entrepreneurs

who continue to solve the world's most important challenges.

While delta v warmly welcomes students across all schools, as Deans of the MIT Sloan School of Management and MIT School of Engineering, we are proud to take the lead in co-sponsoring delta v and to be part of an institute that integrates so well across departments. It is what makes MIT entrepreneurship so powerful.

For students attending today, we hope you are inspired to integrate entrepreneurship into your MIT education. Equipping the next generation with an entrepreneurial mind set, skill set, and way of operating will greatly benefit both individuals and society in an increasingly turbulent world.

For the broader community, we ask you to further support these students, our entrepreneurship ecosystem, and MIT at large. This is and must be a collective effort. As a team enterprise, it requires participants with different expertise but who share a common vision and commitment. People just like you.

Enjoy Demo Day 2024 and use it as a springboard to engage more deeply. This great institution needs your energy and expertise to fulfill its mission: help us better serve the nation and world in the 21st century.

Georgia Perakis
Interim Dean, MIT Sloan School of Management

Anantha Chandrakasan
Dean, MIT School of Engineering &
MIT Chief Innovation and Strategy Officer

Welcome to Demo Day!

Welcome students, alumni, and community members to MIT delta v Demo Day 2024! Our teams at MIT and New York City have been working hard on their ventures all summer. Today, they get to share the results of their work.

Demo Day is our favorite day of the year! You will be blown away by what these students have done to create new ventures that will make the world better. We are proud to show them off—and to inspire you, our audience. In fact, our cohort is made up of people just like you who were sitting in the audience last year and said, "I want to and can do that!" Why not YOU in summer 2025?

These students took many different paths to get here and were encouraged to tap into as much of MIT's rich resources as they could. The unifying factor is each team aspired to achieve "escape velocity" and make their entrepreneurial dream a reality. This is their day; they deserve all the applause, love, and help possible.

Students will take different paths moving forward. Some will launch their ventures, some will join other startups, some will join big organizations or the government, or pursue research and academia. What each shares is the confidence they have the mind set, skill set, and way of operating to control their own destiny. They will be entrepreneurs and CEOs of their own lives.

While we celebrate startups, delta v is about more than that. It is about people growing into innovation-driven entrepreneurs for the rest of their lives. This is an educational and development program where "personal growth >> new venture growth."

MIT delta v is not an investment accelerator; and we proudly take no equity in these companies. Our goal is 100% instruction and we are focused on teaching "how to fish" (i.e., the craft of entrepreneurship) rather than "catching a fish" (i.e., creating a company above the learning experience). Not all teams who go through the program may make it to Demo Day if we feel it would not be a good experience for them.

We are incredibly proud of our delta v alumni and their willingness to give back. Many sat on advisory boards and acted as mentors this summer, sharing the challenges they've faced.

The best day of the year!

If you are a student, take advantage of the vast resources at the Trust Center and across all of MIT. Visit **entrepreneurship.mit.edu** to learn more and sign up for MIT Orbit (**orbit.mit.edu**) to stay up to date and get customized guidance. For our guests from the community, we hope you find these entrepreneurs attractive enough to gain your support; they could use your help.

We want to acknowledge the tremendous assistance from MIT (especially Deans Perakis and Chandrakasan whose stalwart backing gives us stability to not just survive but thrive); and the greater entrepreneurship communities, who took time from their busy schedules to work with our teams. Most are listed in the back of this program. We also must thank our donors who help make the overall program and Demo Day possible. It takes real money to run delta v, and please know that, listed or not, we are extraordinarily grateful for your support.

Thank you to our delta v Program Directors: Macauley Kenney, Jenny Larios Berlin, and Ben Soltoff at MIT, and Stephanie MacConnell in NYC. Plus our Entrepreneurs in Residence: Paul Cheek, Christine Hsieh, Jared Johnson, Chris Moses, Susan Neal, John Xin, and Emily Young.

Finally, thanks to the fantastic staff of the Trust Center: Chris Burns, Maya Freed, Amu Killada, Ylana Lopez, Kat Lukens, Lucia Solorzano, Doug Williams, and Greg Wymer, plus incoming MIT students and delta v program managers Danny Ehrlich, Megan Hung, Paul Spiegl, and John Stafford.

Enjoy the program and get involved in building the future while at MIT. Entrepreneurship is not a spectator sport—jump in and be part of it!

Bill Aulet

Ethernet Inventors Professor of the Practice of Entrepreneurship, MIT Sloan

Managing Director, Martin Trust Center

Program Directors

Macauley Kenney

Macauley holds a master's in Technology and Policy and a Sustainability Certificate from MIT. She is passionate about scaling mission-oriented organizations in emerging markets, and is a delta v alum herself. She lectures at Sloan, is an instructor for MIT D-Lab, and an advisor for Surgibox, where she was the COO before joining the Trust Center.

Jenny Larios Berlin

Jenny has an MBA from MIT Sloan and a master's in City Planning from the MIT School of Architecture and Planning. She is a lecturer at Sloan and oversees the Trust Center's work with under-represented minority student populations at MIT. She was the co-founder of creative agency limeSHIFT and self-driving tech company Optimus Ride.

Stephanie MacConnell

(NYC)

Stephanie has an MBA from MIT Sloan where she was the Trust Center's Healthcare Sector Leader as a student and was awarded the McGovern Award for her leadership. Stephanie is an angel investor, advisor, and mentor, and is in the second year as Director of MIT delta v NYC, where she is our main point of contact for the New York entrepreneurship ecosystem.

Ben Soltoff

Ben is the Trust Center's Ecosystem-Builder in Residence and oversees our climatetech programs, including TEX-E, our collaboration with Greentown Labs and universities in Texas to foster entrepreneurs focusing on energy transition challenges. He has founded a number of environment-focused startups and has dual masters degrees from Yale.

Entrepreneurs in Residence

Paul Cheek

Executive Director, Martin Trust Center

Senior Lecturer, MIT Sloan

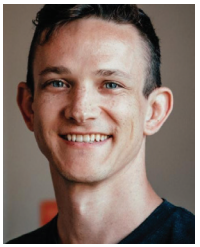
Co-Founder, Oceanworks

Christine Hsieh

EIR, MTC

MIT PhD HST

Healthcare Strategist & Advisor



Chris Moses

EIR, MTC

MIT & delta v Alum

Co-founder & CEO, Arsenal Health

Jared Johnson
(NYC)

MIT Sloan MBA & delta v alum

Co-founder, Season Three

Head of Marketing, Atoms

Susan Neal

EIR & Director of Operations, MTC

Lecturer, MIT Sloan

Co-founder & former CEO, ATACAMA

John Xin

CMU Tepper MBA

Co-Founder & CEO, Lunwave

Emily Young
(NYC)

MIT MechE & delta v alum

CEO & Co-founder, Moving Health

Adjunct Faculty, Boston College

10 Year Impact Study

In 2022 we conducted an in-depth longitudinal study of the impact of delta v on our students, their startups, and the general economy.

Professor Daniela Ruiz Massieu, Managing Director of the Instituto Tecnologico Autonomo de Mexico (ITAM) Entrepreneurship and Innovation Center and her collaborator, Professor Claudia Gonzalez-Brambila, led the study and found these significant results.

Our Ventures Have Been Very Successful

61% of companies are still operating or were acquired

63% of companies have raised money

$1B total amount raised (and growing)

Participants Founded Additional Companies at a Prolific Rate

130 additional companies started by delta v participants

$2B+ additional funding raised by these ventures

Gender Diversity Has Been Increasing

23% of teams with a woman CEO in the first 5 years

39% of teams with a woman CEO in the second 5 years

55% of teams with a woman CEO in 2022 cohort

Assessing our progress so that we continue to succeed

10 COHORTS (2012-2021)
181 TEAMS
322 RESPONDENTS
(that's a 47% response rate)

We Launch Teams Into Other Accelerators

38% of teams accepted into private or for-profit programs

We Build Lifelong Connections

83% of survey participants are still regularly in touch with their cohort

Best Comment

"It changed my life!"

For more details, please visit:

entrepreneurship.mit.edu/delta-v-10-year-study

FROM IDEA TO 3D, SIMPLIFY YOUR DESIGN JOURNEY

All Unique Objects

At AUO, we're revolutionizing 3D design by empowering designers and companies with AI-driven tools that accelerate innovation. Starting in the home decor and furniture industry, our generative AI tool dramatically reduces the traditional 40-hour design process. By quickly converting sketches into 3D models and enhancing them with customized presets, we help designers bring their visions to life faster while maintaining brand consistency. As a B2B solution, we not only shorten the time to market but also keep companies competitive and responsive to market demands. We're setting a new standard for efficiency and creativity, with plans to expand our impact across various industries.

INDUSTRY FOCUS:

- 3D Design
- Home Decor
- Generative AI in Design

Joy Qingru Wu
Harvard MDes '24

Dan Dohkyun Kim
Harvard MDE '25

Chen Huang
MIT MS IDM '24

Art Zahar
MIT Sloan MBA '25

Faraz Faruqi
MIT EECS PhD '26

Yunyi Zhu
MIT EECS PhD '27

AUO

www.alluniqueobjects.com

AUO leverages AI to streamline the new design process by converting sketches into 3D models and customizing them in various colors, materials, and patterns.

MILESTONES:

- Conducted 50+ interviews with furniture and industrial designers plus leaders in home décor and furniture markets
- Secured 10 potential industry-leading customers
- Built a product prototype

MIT PARTNERS:

- MIT CSAIL
- MIT Integrated Design & Management
- MIT Sandbox Innovation Fund

CUSTOMIZED HAIRCARE SOLUTIONS

COIL

COIL is a movement to prioritize black women who have been side-lined by the hair care industry when it comes to personalized solutions and resources for their unique hair experiences. Though being the biggest spenders in the market, women with textured hair report being the most dissatisfied with knowing which products to use, finding a specialized stylist, and filtering through conflicting hair care advice online. COIL is leveraging professional expertise and machine learning to become the top trusted one-stop digital hub to provide personalized product recommendations, stylist matching, and professional advice tailored to users' unique hair type.

INDUSTRY FOCUS:

- Hair Care Industry
- Artificial Intelligence

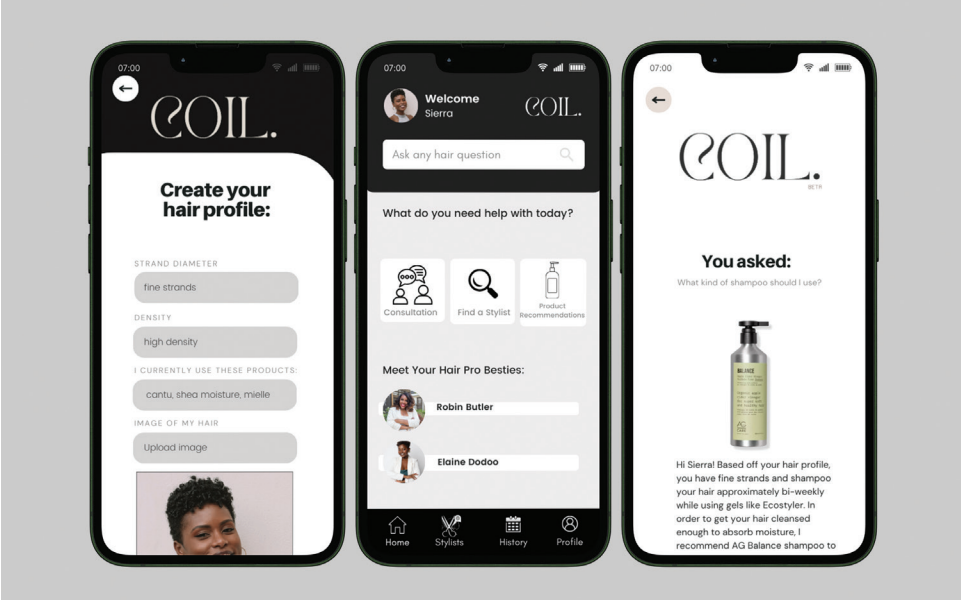
Robin Butler
MIT Sloan MBA '24
NC A&T '14

Elaine Dodoo
UNC Chapel Hill '18

COIL.

CUSTOMIZED HAIRCARE SOLUTIONS

www.coilbeauty.com



Coil is a B2C digital platform website merging our salon professional expertise with machine learning to provide consumers with personalized hair care recommendations at home based on their unique hair profile.

MILESTONES:

- Acquired 1000+ waitlist
- Generated pre-club membership of an inner circle digital community
- Received positive testimonials from early users, engaged 10K+ social media followers

MIT PARTNERS:

- MIT CSAIL
- MIT Media Lab AI Venture Studio
- MIT Teaching + Learning Lab
- Venture Mentoring Service

MONITORING MOLECULES, UNLOCKING INSIGHTS

Continuity

Human biology operates with a complexity and fluidity that its real-time dynamic changes remain an elusive black box. Current diagnostic and monitoring technologies only offer fleeting glimpses into this intricate system, unable to track the rapid molecular interactions that govern our biological processes. As a result, researchers and clinicians are forced to rely on limited data points and simplified models to address important questions. Continuity enables a continuous understanding of human biology, capturing dynamic molecular changes as they unfold. We replace momentary snapshots of biology with seamless, real-time data streams that capture dynamic changes.

INDUSTRY FOCUS:

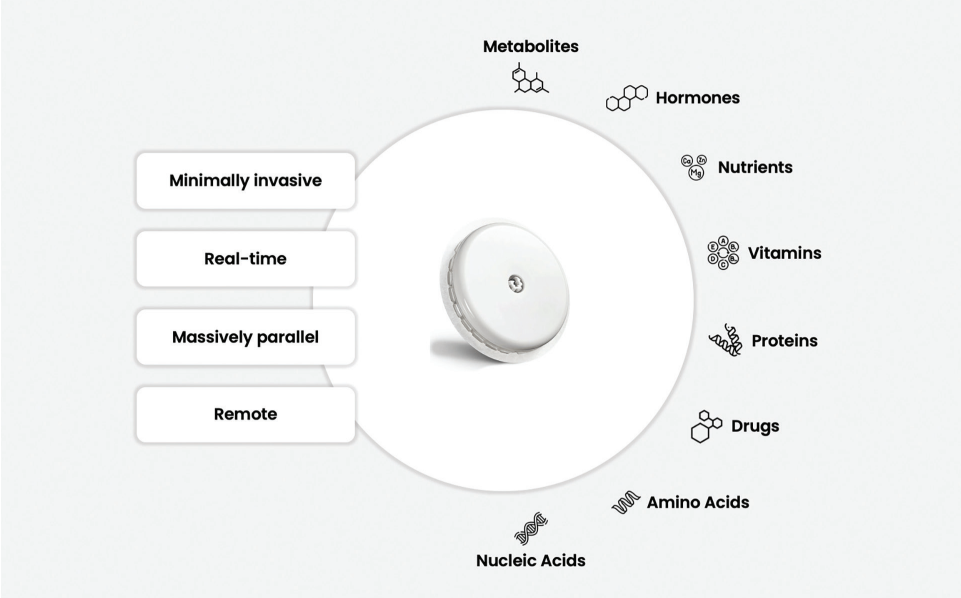
- Biotech
- Medtech
- Health

Zeno Fox
CDTM '24
Visiting Researcher
MIT CCI

Swathi Manda
MIT PhD MechE '24

continuity

www.continuity.bio



Our minimally invasive skin wearable unlocks molecular data, continuously and at scale.

MILESTONES:

- 250+ interviews with potential customers
- Validated proof of concept in complex biofluid for 2 biomarkers
- In partnership conversations with 2 big pharma companies and 1 major hospital
- Recruited 2 scientific and strategic advisors

MIT PARTNERS:

- MIT Sandbox Innovation Fund
- Molecular Nanostructures and Nanodevices Lab
- Venture Mentoring Service

LET THE GRID SERVE YOU BETTER

EQORE

For some businesses, electricity is the second largest expense, with 60-70% of it made up just by demand charges. Based on the peak draw of a facility, these charges help utilities manage the costs of balancing power supply and demand. In some areas in the U.S., demand rates have doubled since 2022.

To alleviate this burden and balance the grid, EQORE's smart energy storage system reduces peaks on-site. We aim to cut electricity bills of industrial facilities by up to 30% without affecting their operations.

INDUSTRY FOCUS:

- Energy
- Smart Grid

Donald Groh
Duke '22

Jorge Nin
MIT MS MechE '24
MechE '22

Valeriia Tyshchenko
MIT MechE '23

EQORE

www.eqore.net

Digital rendering of an EQORE system.

MILESTONES:

- Acquired a paying pilot in Massachusetts
- Secured 5 customer commitments
- Received a $75,000 non-dilutive award

MIT PARTNERS:

- BU/MIT Law Clinic
- MIT Office of Innovation
- MIT Sandbox Innovation Fund

AI-POWERED SOLUTION TO NAVIGATE THE IMMIGRATION JOURNEY IN THE US

Expat AI

Expat AI is dedicated to assisting immigrants in the US with form completion in their native language, helping them achieve their primary goals of obtaining work permits and permanent residency. Immigrants often face challenges navigating complex legal processes due to language barriers, financial constraints, and lack of representation. Our AI-powered solution offers a personalized experience to democratize access to essential immigration resources.

We aim to develop a TurboTax-like platform for immigration forms. Our solution provides personalized guidance and an educational user experience, making complex legal processes accessible and affordable.

INDUSTRY FOCUS:

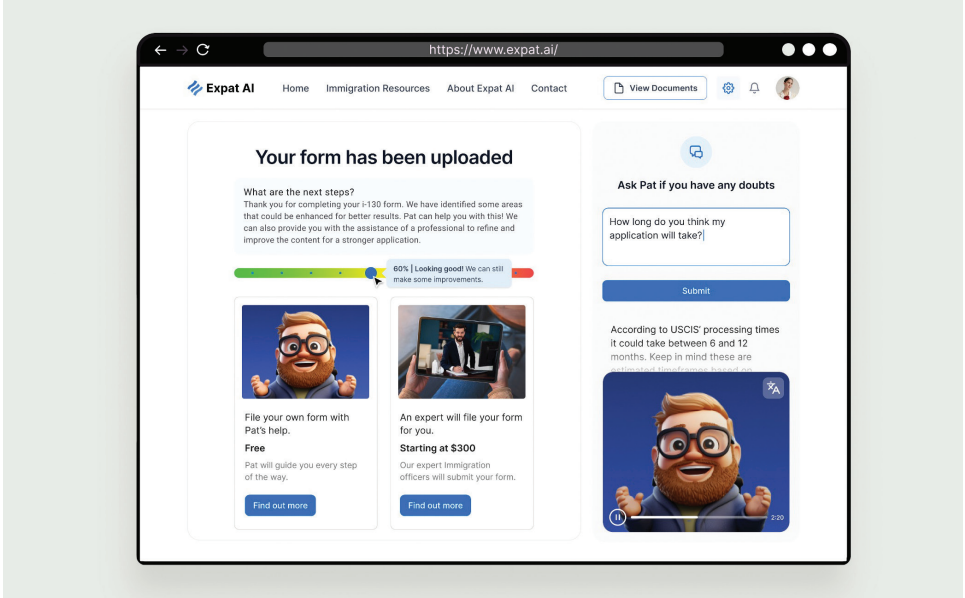
- Immigration Services
- Software
- Artificial Intelligence
- White-collar opportunity

Fernando Lanus
MIT Sloan MBA '24
IAE '12, AU '04

Lina Mestra
Health and Safety Manager '18

Expat AI

www.expatusa.ai



Pat, our AI agent, will assist you to gather all the required documents, answer your questions, and detect errors to submit forms.

MILESTONES:

- More than 100 interviews
- 5 customers selected as design partners
- Building an MVP

MIT PARTNERS:

- AI for Impact
- Fintech Ventures
- MIT Sandbox Innovation Fund

ENABLING VALUE-DRIVEN INSURANCE ACQUISITION

Fount

US insurance marketers spend more than $15B annually on digital advertising to generate leads. In doing so, marketers interact with a plethora of digital platforms, data sources and complex analytics. This complexity reduces their ability to focus on what matters, targeting high value insurance customers.

Fount is building the world's most intelligent insurance marketing AI co-pilot. Our co-pilot integrates with these platforms and systems to clarify the insurance value, optimal ad spend and acquisition strategy for prospects across platforms allowing marketers to focus on sending the right message to the right audience.

INDUSTRY FOCUS:

- InsurTech
- Enterprise Software
- Artificial Intelligence

Henk van Biljon
MIT Sloan MBA '24
Univ of the Witwatersrand '15
Univ of Pretoria '13

Sheldon Irwin
Univ of Cape Town '16

Fount

www.fountai.co

Our enterprise software equips insurance marketers with the deep insurance value insight and acquisition capabilities to acquire policyholders efficiently and profitably at scale.

MILESTONES:

- Signed our first pilot customer
- Started generating revenue from two different revenue sources
- Developed and deployed our AI Marketing Assistant

MIT PARTNERS:

- FinTech Ventures
- MIT Media Lab AI Venture Studio
- MIT Sandbox Innovation Fund
- StartMIT
- Venture Mentoring Service

MEASURE, IMPROVE AND STAY CONNECTED TO YOUR HEART HEALTH

Health Galaxy

More than 50 million people in India are either at risk of or diagnosed with Cardiovascular Disease (CVD). More often than not, they realize late and are unable to prevent the onset of the disease causing high out of pocket health expenditure and poor quality of life.

Health Galaxy is a co-pilot for young adults to become more aware of their heart health and help them navigate through this journey in a more social, connected and engaging way. This is one game you definitely want to win!

INDUSTRY FOCUS:

- Healthcare
- Data
- Consumer Technology

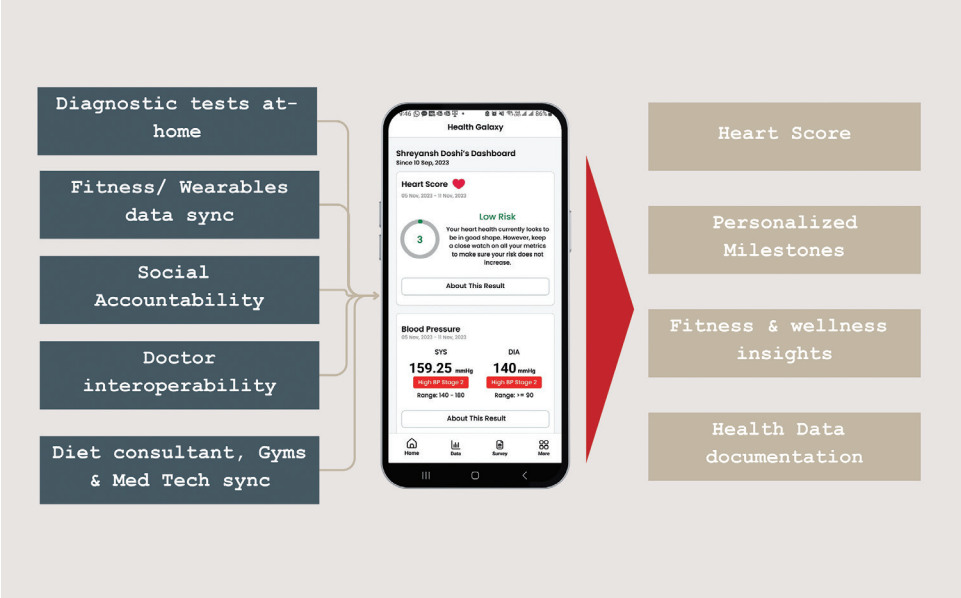
Dhruv Bathla
MIT Sloan MBA '24
St. Stephen's College '11

Dr. Namit Choksi
MIT Sloan MBA '24
Tsinghua '19, Harvard MPH '17
Johns Hopkins '16
Maharashtra Univ Health Sciences '16

Shreyansh Pandey
University of Washington

Health Galaxy

www.healthgalaxy.org



MILESTONES:

- More than 300 patients filled-in initial heart screening assessment
- Partnering with the largest diagnostic lab in India

MIT PARTNERS:

- MIT Media Lab AI Venture Studio
- MIT Sandbox Innovation Fund
- Venture Mentoring Service

PREVENTING BURNOUT WITH AI RISK DETECTION AND TIMELY, ACTIONABLE INSIGHTS

Health+

In fast-paced workplaces, stress and burnout cost the US economy up to $2 trillion annually. Health+ is your AI-powered companion for workplace mental health and productivity, offering real-time analysis, early risk detection, and timely, actionable insights to high-stress professionals.

By proactively targeting burnout, we reduce costs and foster a healthier, more resilient workforce through a B2B2C subscription model. Step into the future of workplace wellness with Health+. Together, we make burnout preventable and resilience achievable.

INDUSTRY FOCUS:

- Mental Health & Wellness
- AI
- B2B SaaS

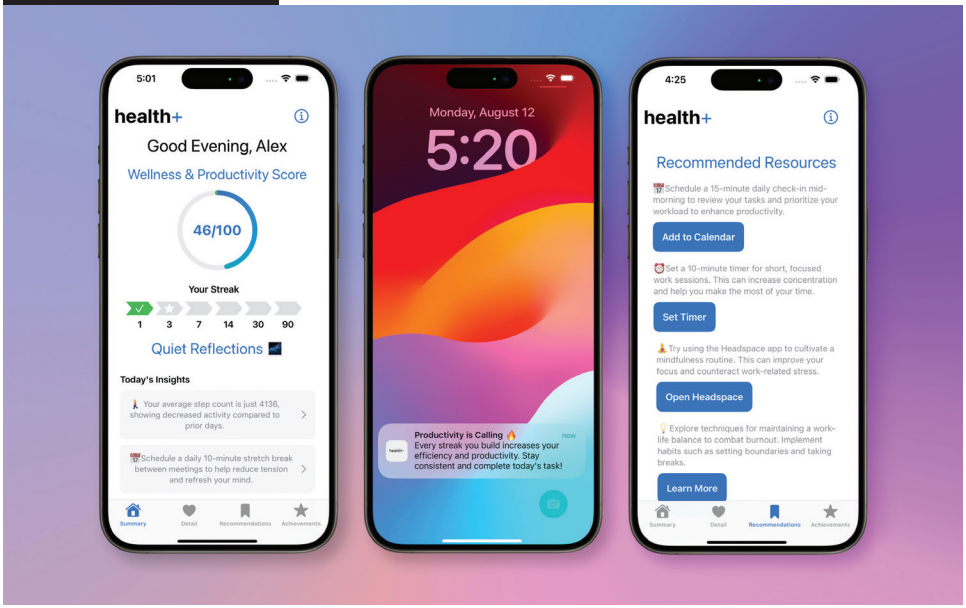
Ariadne Dulchinos
MIT MEng '25
BS Computation & Cognition '24

Kelly Li
Harvard Medical '24
Imperial College '22
University of Toronto '21

Maria Zou
MIT MSMS '24
Paris Panthéon-Sorbonne '19

health+

www.healthplus.global



Your mind is your greatest asset. Health+ is your personal AI companion, here to prevent burnout and boost your productivity every step of the way.

MILESTONES:

- Conducted 150+ user interviews, capturing the interest of 16 companies with HR and wellness leaders
- Successfully launched a fully operational app and AI model prototype on TestFlight with 300 beta users
- Unveiled official website, boosting visibility and strategically engaging users and stakeholders

MIT PARTNERS:

- Harvard Business School
- Harvard Chan School of Public Health
- Harvard Innovation Labs
- Harvard Medical School
- MIT Media Lab
- MIT Sandbox Innovation Fund

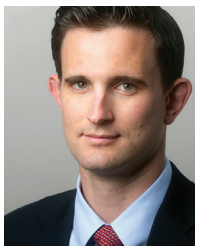
TURNING CARBON DIOXIDE INTO VALUE FOR HARD TO ABATE INDUSTRIES

Helix Carbon

Helix Carbon is decarbonizing heavy industry by transforming captured CO_2 into carbon-neutral fuels and chemicals, starting with carbon monoxide and ethylene. Born from MIT innovations, Helix combines dramatically improved catalysts with cheaper materials to create CO_2-based fuels & feedstocks that are cost-competitive in fossil-reliant markets. Helix's electrochemical systems are drop-in with existing industrial facilities such as ironmaking, polycarbonate, or ethane cracking plants and upcycle emissions into additional feedstock, providing reliable, carbon neutral fuels on-site.

INDUSTRY FOCUS:

- Steelmaking
- Petrochemical
- Plastics



David Brown
MIT Sloan MBA '25
USMA '15

Finn Clancy
Cornell '27

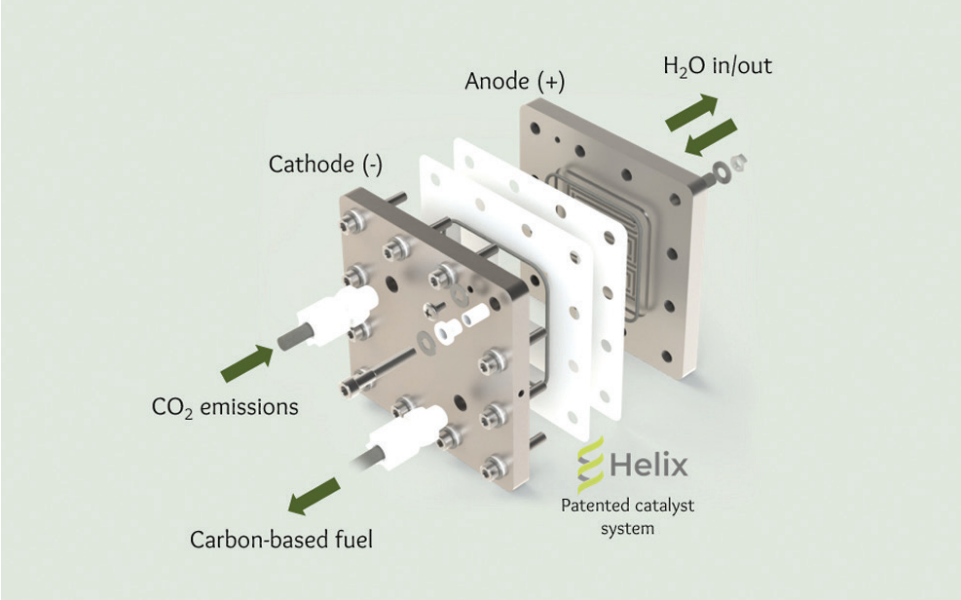
Ariel Furst
Cal-Berkeley PostDoc '19
CalTech PhD '15
Univ Chicago '10
MIT ChemE Professor

Evan Haas
MIT Sloan MBA/ MechE '24
Yale '19

Rhea Saranath
Tulane '27

Helix
Closing the carbon cycle.

www.helixcarbon.co



Helix Carbon leverages electrochemistry and an MIT-developed catalyst system to upcycle on-site emissions.

MILESTONES:

- Climate and Energy Prize Grand Prize Winners
- MIT 100K Grand Prize Winners
- MassCEC Catalyst Grant Awardee
- Initial pilot agreement reached with industrial partner

MIT PARTNERS:

- Deshpande Center
- I-Corps
- Industrial Liaison Program
- MIT Energy Initiative
- MIT Sandbox Innovation Fund

Intendere

Education in Latin America has been an ongoing challenge for multiple decades. It is clear that, to achieve better results, change is necessary. Intendere is a software that partners with universities to develop scalable tutoring programs, empowering university students to make a meaningful impact in their communities.

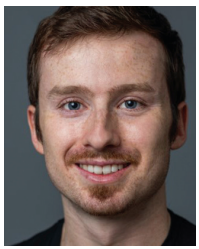
Our software simplifies program management and expansion, making it easy for universities to implement large-scale tutoring programs while also providing a space for students to fulfill their social work requirements.

INDUSTRY FOCUS:

- Educational Services
- Social Impact
- SaaS

Salomé Aguilar
MIT PhD Economics '26

María Fernanda Albo
ITAM '19

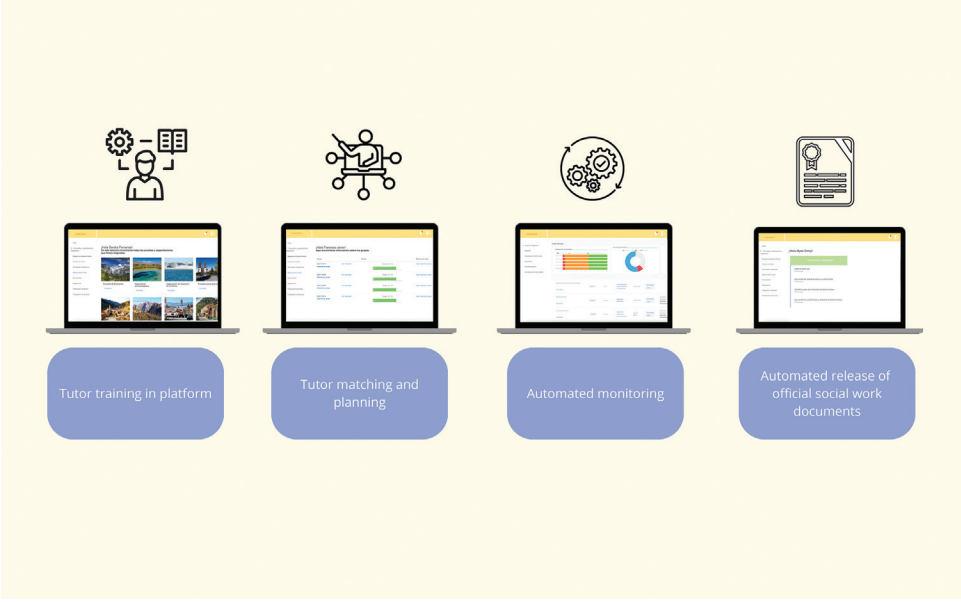


Bernardo García Bulle
MIT PhD IDSS '24

Hans Ramírez

intendere

intendere.co.site



Our software's features allow universities to focus on making a significant impact in their community without worrying about the logistics of creating a tutoring program.

MILESTONES:

- 2 LOIs with universities
- Built MVP for pilot
- Deployed a pilot with 1 university

MIT PARTNERS:

- Legatum Center
- MIT Sandbox Innovation Fund

FIND YOUR BEST PROSPECTIVE CLIENTS, AND WIN THE BEST DEALS

LeadQualify

Identifying and vetting prospective clients is paramount for businesses to thrive. Traditional prospecting methods fall short due to time constraints and the overwhelming volume of data. LeadQualify's innovative AI-driven platform provides businesses with a powerful tool to streamline client prospecting and improve deal flow. By analyzing and integrating vast amounts of prospecting information, we enable companies to pursue the most promising opportunities for successful client engagements, achieving outsized results and driving faster revenue scaling.

INDUSTRY FOCUS:

- Tech
- Finance

Brooke Barry

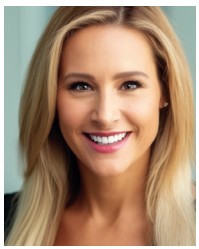
MIT Finance + Brain & CogSci '26

Sheila Dada

MIT Sloan Fellows MBA '24

MSc Universidade de São Paulo '23

BSc Universidade de São Paulo '14



Lea Gabrielle Potts

MIT Sloan Fellows MBA '24

U.S. Naval Academy '97

LeadQualify

www.leadqualify.ai

LeadQualify leverages AI to analyze and integrate prospecting data sources seamlessly, enabling companies to identify and pursue their most promising potential clients.

MILESTONES:

- Onboarded 2 investment banks as customers for pilots
- LOIs with 2 additional investment banks
- Built a fully functional MVBP
- Launched MVBP in one investment bank
- 100+ customer interviews with financial services professionals

MIT PARTNERS:

- AI For Impact
- MIT Fuse
- MIT Media Lab
- MIT Sandbox Innovation Fund

CRUSHING LYME DISEASE ONE TICK AT A TIME

LymeAlert

Lyme disease is the most common vector borne disease in the United States. It has now been diagnosed in all 50 states and 65 countries. It affects both people and animals. When caught early, it can be cured with antibiotics. Delayed diagnosis can lead to chronic, lifetime consequences.

LymeAlert speeds the time to diagnosis by empowering you wherever you are. Our home tick testing kit lets you test the tick for the presence of the bacteria that causes Lyme, giving results in 20 minutes or less. If your tick carries disease, you will be prompted to contact your healthcare provider or veterinarian. Our companion app tracks results, creates hot spot maps and alerts users with tips for prevention and awareness. Ticks suck. Crush them with LymeAlert.

INDUSTRY FOCUS:

- Healthtech
- Biotech
- Medical Diagnostics

Erin Dawicki
MIT SF MBA '24
MS Medical Univ SC, Providence

Michelle Ewy
MIT SF MBA '24
UVa PhD, Air War College MS, Bryn Mawr

Brenda Ong
MIT SF MBA '24
Georgetown MS
Univ of Cambridge

Lewis Shotton
Oregon State '23

LYMEALERT

www.lymealert.info

Product vision of LymeAlert home tick testing kit with integrated app.

MILESTONES:

- 300+ interviews validating product market fit
- Developed MVBP
- Signed LOI (pending)
- Obtained partner for field trial

MIT PARTNERS:

- MIT Biomaker Space
- MIT Sandbox DHIVE
- MIT Sandbox Innovation Fund
- PKG IDEAS
- StartMIT

ACCELERATING MANUFACTURING SUPPLY CHAINS WITH AUTOMATED, RELIABLE PROCUREMENT

MakerSharks

MakerSharks revolutionizes manufacturing supply chains by automating procurement and connecting businesses to pre-vetted manufacturers through our proprietary algorithm, reducing sourcing time by up to 70%. Our platform streamlines the management of RFQs and POs, transforming complex processes into a swift, reliable experience that enables our customers to launch their products faster.

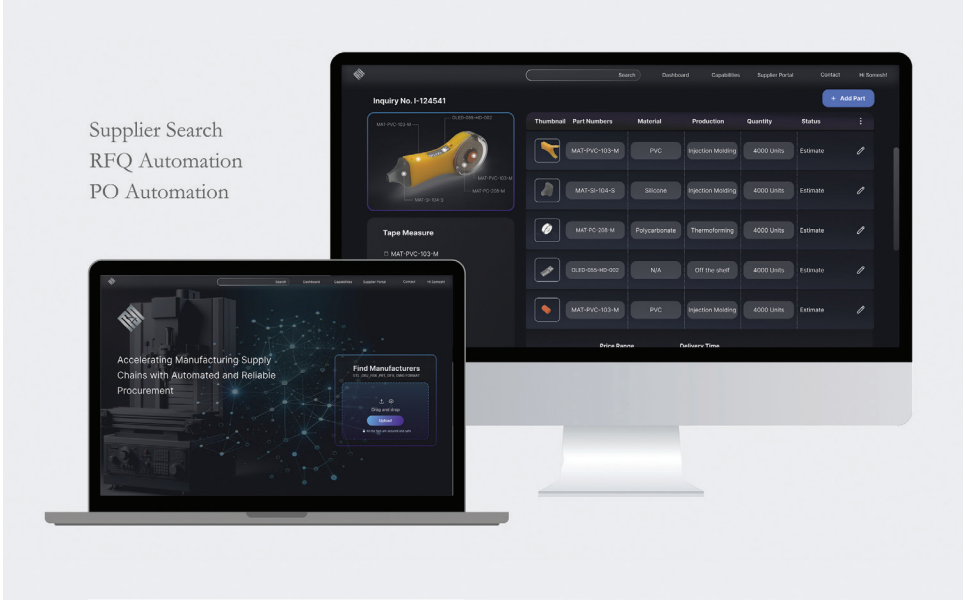
INDUSTRY FOCUS:

- SAAS
- Manufacturing
- Procurement

Somesh Jaiswal
MIT MS MEng '24
IIT BHU '20

Chetan Vidhate
MIT MS SDM '24
COEP '04

www.makersharks.com



Streamlining your supply chain: Supplier Search, RFQ, and PO Automation in Action.

MILESTONES:

- 4100 manufacturers on waitlist
- 14 LOIs
- 2 paying customers
- 3 development partners

MIT PARTNERS:

- MIT I-Corps
- MIT Sandbox Innovation Fund
- Venture Mentoring Services

WHERE FRIENDSHIP FINDS A HOME

Mashi

An adoptable pet is euthanized in US shelters every minute. Meanwhile, potential adopters struggle with a fragmented process that involves multiple applications across different shelters, long wait times, and frequent denials. Founded by animal rescue veterans, Mashi is a platform that streamlines adoption through a universal common application. Leveraging a proprietary algorithm, Mashi matches adopters with eligible pets based on shelter requirements, pet needs, and adopter preferences, and offers personalized recommendations for services and products to support new pet parents.

INDUSTRY FOCUS:

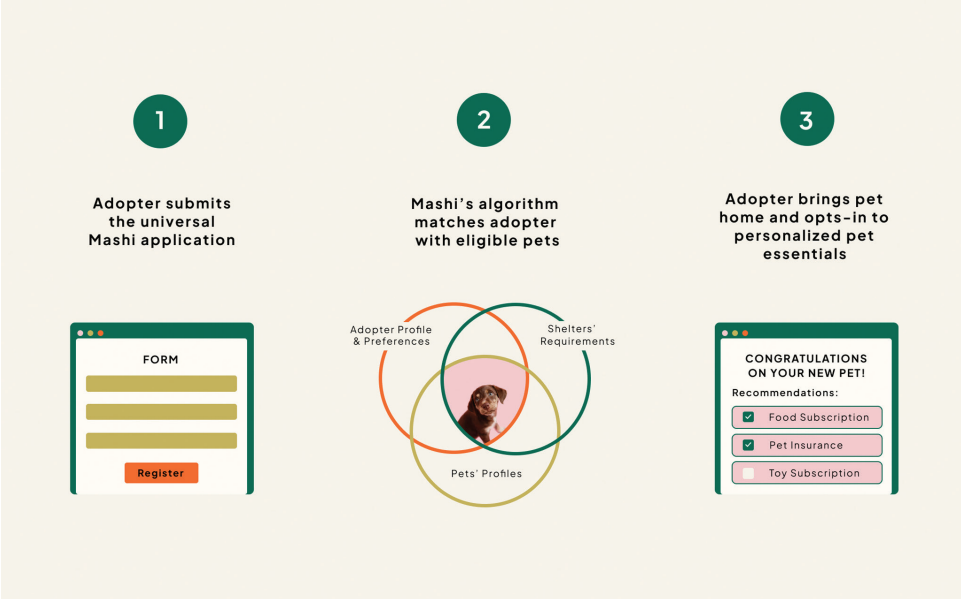
- Platforms
- Pets
- Social Impact

Patricia Isaias
MIT Sloan MBA '25
Georgetown '17

Petra Janney
INSEAD '24
Harvard '14

MASHI

www.matchwithmashi.com



Mashi leverages a proprietary matching system to create a seamless adoption experience.

MILESTONES:

- Established partnerships with 26 animal shelters & rescue organizations
- Created a waitlist of 250+ potential adopters
- Developed a proprietary matching algorithm

MIT PARTNERS:

- MIT Fuse
- MIT Sandbox Innovation Fund

NANO SOLUTIONS, GLOBAL IMPACT

OGMA

Most products we use daily are made from petrochemicals, with a detrimental effect on our planet. The need for sustainable alternatives is urgent. Biomanufacturing provides a solution that uses biological processes to create green bioproducts. But there's a challenge—nature's catalysts, enzymes, aren't robust enough for large-scale industrial use.

At OGMA, we overcome this challenge by developing nature-inspired nanocatalysts that mimic the functions of enzymes without their limitations. Leveraging our proprietary MIT technology, we enable efficient biocatalytic processes in harsh conditions where traditional enzymes cannot survive. Our mission is to create the building blocks for a future free from petrochemicals.

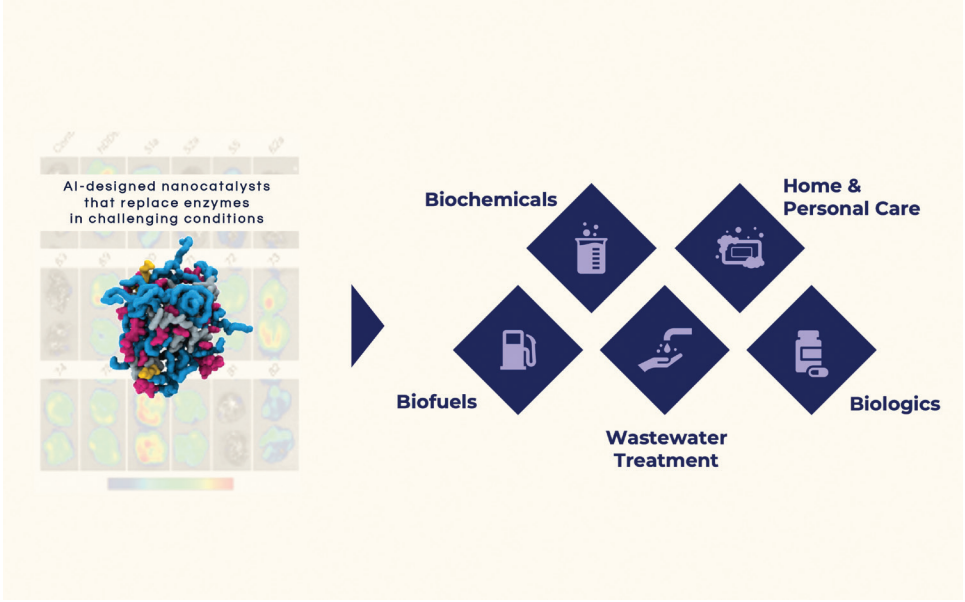
INDUSTRY FOCUS:

- Materials Science
- Biomanufacturing
- Biotechnology

Aliki Lavda
MIT Sloan MSMS '24
National Technical University of Athens (NTUA) '20

Richard Robinet-Duffo
MIT Sloan MSMS '24
HEC '21

www.ogma-bio.com



OGMA develops robust nanocatalysts, inspired by nature's biological catalysts, to unlock new biomanufacturing opportunities.

MILESTONES:

- Conducted 120+ interviews with industry players to refine our value proposition
- Confirmed our beachhead market
- Secured 1 pilot agreement and 2 LOIs
- In discussion with key players for joint development projects

MIT PARTNERS:

- 15.371 MIT Innovation Teams
- MIT Lab of Soft Materials
- MIT Sandbox Innovation Fund
- NSF I-Corps
- Venture Mentoring Service

GET BACK TO WHAT MATTERS: YOUR PATIENTS

Otomo

Otomo allows physicians to focus on what matters the most: their patients. Physicians have limited capacity to offer thorough care for their patients due to overwhelming administrative tasks. Inevitably, patients are left feeling lost, confused, and anxious about their health.

At Otomo, we seek to understand our physicians and patients to provide a care experience fully tailored to their needs. With our AI-powered automized clinical workflows and hyper-personalized patient engagement, physicians can better care for their patients and patients can confidently navigate their healthcare journey with a sense of ownership.

INDUSTRY FOCUS:

- HealthTech
- Artificial Intelligence

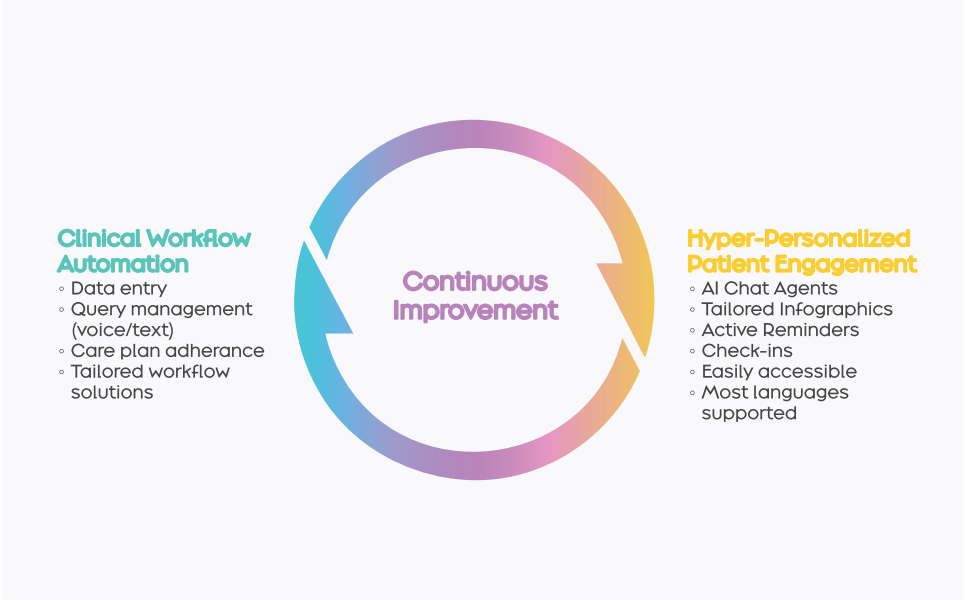
Mike Sanchez
MIT Sloan MBA '25

Kiyo Takanishi
MIT Sloan MBA '25
Waseda MS '17

Kevin Yang, MD
MIT Sloan MBA '25

otomo

www.otomohealth.com



We ensure our solution fits the needs of each provider and improves the more it's used.

MILESTONES:

- 55 waitlisted physicians
- Secured 8 hospital pilots with major academic hospitals
- Acquired our first paying customer

MIT PARTNERS:

- I-Corps
- MIT Fuse
- MIT Hacking Medicine
- MIT Health
- MIT Sandbox Innovation Fund
- Venture Mentoring Service

CULTIVATING TRUST, GROWING FUTURES, CREATING BETTER AGRICULTURE JOBS

Pixca

Greenhouses face challenges in securing a reliable workforce, with constant onboarding, inconsistent training, and poor communication leading to unprepared and demotivated workers. At Pixca, we streamline training, standardize processes, and improve communication through AI powered solutions.

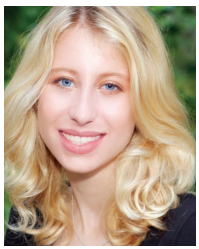
Founded in September 2023 by Victoria and Eric, Pixca has conducted around 70 market research interviews across Mexico and the US. Victoria, with over 10 years of entrepreneurial experience and farm ownership in Mexico, and Eric, who wrote an in-depth thesis on platform strategy with MIT Sloan Deputy Dean Michael, lead the initiative.

INDUSTRY FOCUS:

- Agriculture
- Labor

Victoria Tostado
MIT SF MBA '24

Eric Haywood
MIT Sloan MSMS '24
ASB MBA, MS



Solvai Lewenberg
Brandeis Univ '25

Nick Aristov
MIT MS SCM
MIT MS Applied Math & Physics

www.pixcainc.com

MILESTONES:

- 70+ interviews in Mexico and US
- Active pilots with farm partnership agreements in beachhead
- In-person research conducted in Mexico to test proof of concept
- AI-enabled video onboarding platform and feedback tool for improved customer UX

MIT PARTNERS:

- MIT AI Venture Studio at Media Lab
- MIT Fuse
- MIT Sandbox Innovation Fund

BUILDING FAMILY RELATIONAL HEALTH FOR LASTING YOUTH MENTAL WELLBEING

Psyche

Psyche is a caregiver guidance platform that empowers caregivers to independently support their child's mental wellbeing at home.

Every year, over 1.5 million ER visits and hospitalizations are linked to youth mental health crises, with over 25% of patients being readmitted within 3 months. Our platform equips caregivers with personalized, clinically-validated tools to effectively address their child's mental health challenges at home.

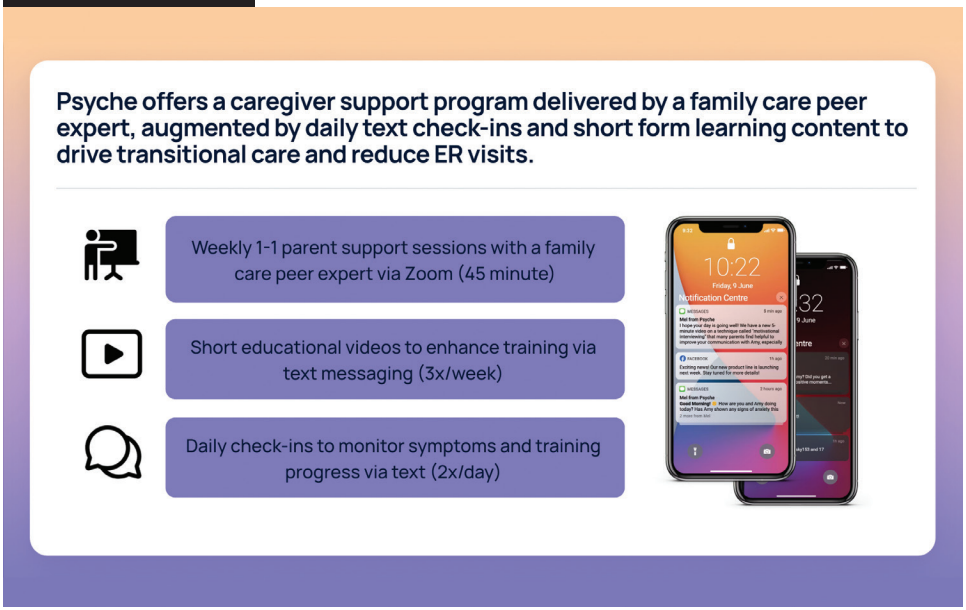
INDUSTRY FOCUS:

- Digital Health
- Youth Mental Health

Hanxiao Lu
NYU MS '24
Smith College '19

Mallika Pajjuri
MIT BS Material Eng '24

www.psychecare.org



Our human-centric and tech-enabled platform transforms family caregivers into effective, proactive supporters of their children's mental well-being.

MILESTONES:

- Achieved $300 MRR from two D2C customers
- Paid pilot program with a Medicaid Managed Care Organization (upcoming 2025)
- Deployed MVP to 10 beta users to test program effectiveness

MIT PARTNERS:

- MIT Sandbox Innovation Fund

REVOLUTIONIZING MATERNAL HEALTHCARE IN INDIA

Sakhi

Sakhi is an AI-powered health literacy platform improving preventative care for expectant mothers in India's underserved communities. Addressing maternal health issues faced by 30 million women annually, we aim to reduce the maternal mortality rate in India.

Our tool provides real-time, easy-access healthcare information for the mothers, and includes a monitoring system for social and behavioral changes. This system offers actionable recommendations and downloadable reports for developmental agencies and nonprofit partners.

INDUSTRY FOCUS:

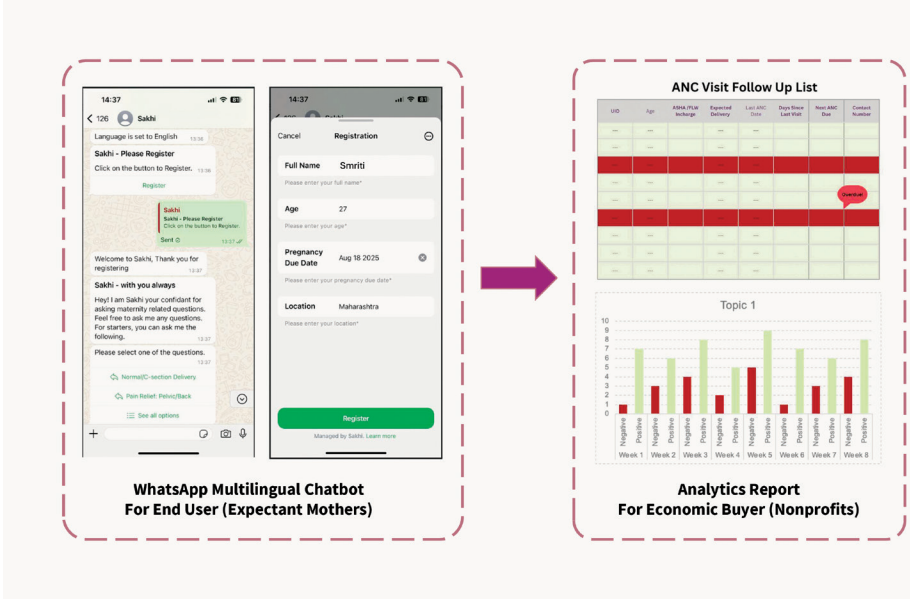
- HealthTech
- Artificial Intelligence
- Social Entrepreneurship

Smriti Bhaya
MIT MCP '24

Devi Kosa
MIT Sloan MBA '24

Swapneel Mehta
NYU Data Science PhD '23
Current Postdoc at BU and MIT

www.sakhi-health.com



Sakhi connects expectant mothers with personalized, multilingual health information via WhatsApp, providing NGOs and healthcare providers with real-time analytics and monitoring tools.

MILESTONES:

- 30+ in-depth end user and 15+ economic buyer interviews
- Converted PMR conversations to 2 pilots with nonprofits in India
- Built working prototype and tested by 20+ end users in rural India

MIT PARTNERS:

- Legatum Center
- MIT DesignX
- PKG Center for MIT Public Service

OPTIMIZE FOOD PREP, MINIMIZE WASTE, BOOST YOUR BOTTOM LINE

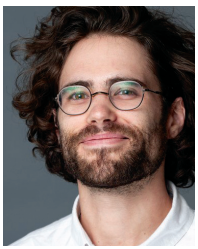
Tarragon Systems

Restaurants are underserved—lacking digital tools to adequately food prep without wasting inventory.

Tarragon takes a proactive approach, using AI-backed demand forecasts and streamlined inventory workflow to reduce waste. Our software analyzes historical sales data and external factors like weather to accurately predict customer demand, allowing restaurants to optimize their inventory and reduce waste. By streamlining the ordering process and enhancing accuracy, Tarragon helps restaurants save money, minimize waste, and boost operational efficiency, contributing to a more sustainable and profitable food service industry.

INDUSTRY FOCUS:

- Restaurant Tech
- Vertical SaaS
- Artificial Intelligence



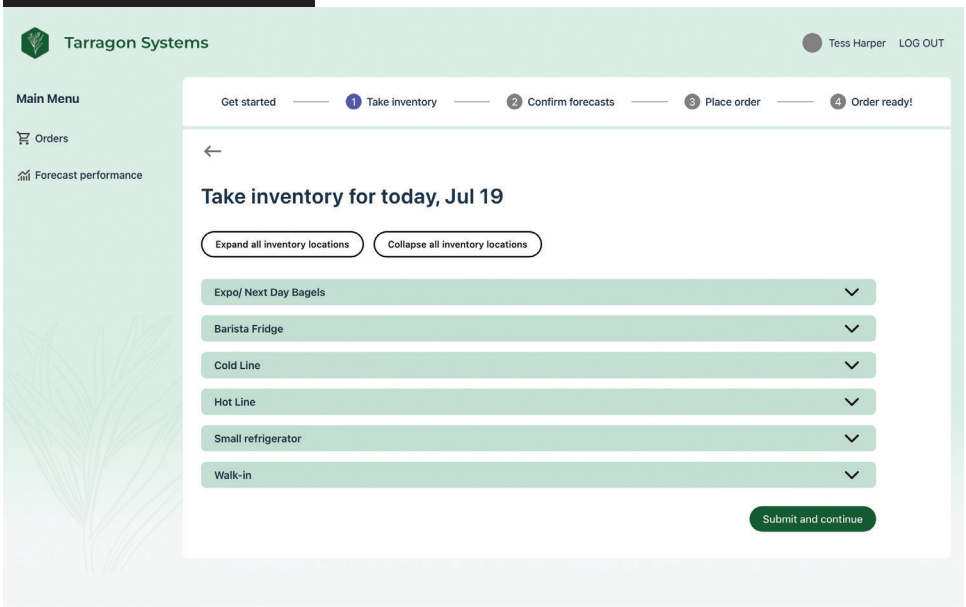
Nick Anderson
MIT Sloan MBA '25

Ricky Chen
MIT Sloan MBA '24

Nathan Goodman
Lehigh University '14

Tess Harper
MIT Sloan MBA '24

www.tarragonsystems.com



Captiongoeshere

MILESTONES:

- 5 customer pilots
- 4 customer pilots with Boston-based bakery cafe and fast casual chains (across 20+ locations)
- 1 paying customer (13-unit fast casual chain) with annual contract
- $2K MRR

MIT PARTNERS:

- MIT $100K
- MIT Momentum
- MIT Sandbox Innovation Fund
- MIT Water Food & Ag Innovation Prize

ACCELERATING LITERATURE REVIEW TO LIGHTSPEED

Thinkstruct

Thinkstruct is a personalized, end-to-end workflow for literature review. We streamline the process of ideation, analysis, and writing by providing a homebase to intuitively find relevant papers, extract key information, and visualize academic landscapes.

With Thinkstruct, researchers can dedicate more time to exploring new frontiers, and less time wading through a sea of papers. Our platform empowers you to accelerate your research, make new connections, and drive innovation—all in one place.

INDUSTRY FOCUS:

- Enterprise Software
- Education

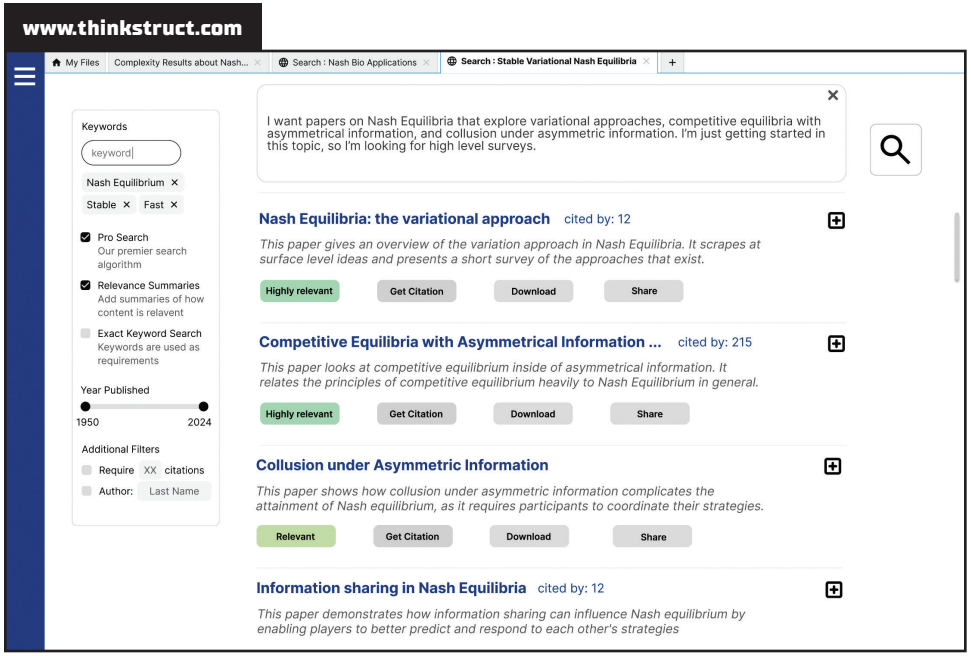
Nicky Abate
MIT CS/Econ '25

Sohini Baidya
Univ Maryland '28

Julius Heitkoetter
MIT Physics/AI '25

Jin Wong
MIT AI '26

Thinkstruct*



A snapshot of our search engine in action.

MILESTONES:

- 70+ customer discovery interviews
- 6 pilots with academic labs
- 50+ demo users
- 2.4 million academic papers integrated into our database

MIT PARTNERS:

- MIT $100K
- MIT Sandbox Innovation Fund

ENABLING THE FUTURE OF EFFICIENT POWER CONVERSION

Vertical Horizons

Vertical Horizons is commercializing next-generation power electronics technology for AI & high-performance computing (HPC). Data centers need new power supply to achieve efficiency, power density, reduced size, higher voltages and improved thermal management.

The core breakthrough is vertical gallium nitride (GaN) power transistors, based on 8+ years of research at MIT. Our solution enables the ever-increasing power needs of GPU chips while increasing efficiency, reducing cooling and making data centers and AI greener and cleaner.

Vertical GaN has applications across electric mobility, EV charging, renewables and grid to unlock efficiency, decarbonize industry and improve economics.

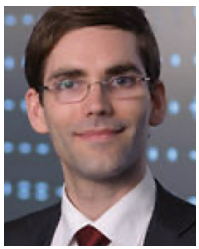
INDUSTRY FOCUS:

- Data Center
- Semiconductor
- AI
- Climate & Energy
- Electric Vehicles
- EV Charging

Cynthia Liao
MIT Sloan Fellow
MBA '24

Joshua Perozek
MIT PhD EECS '24

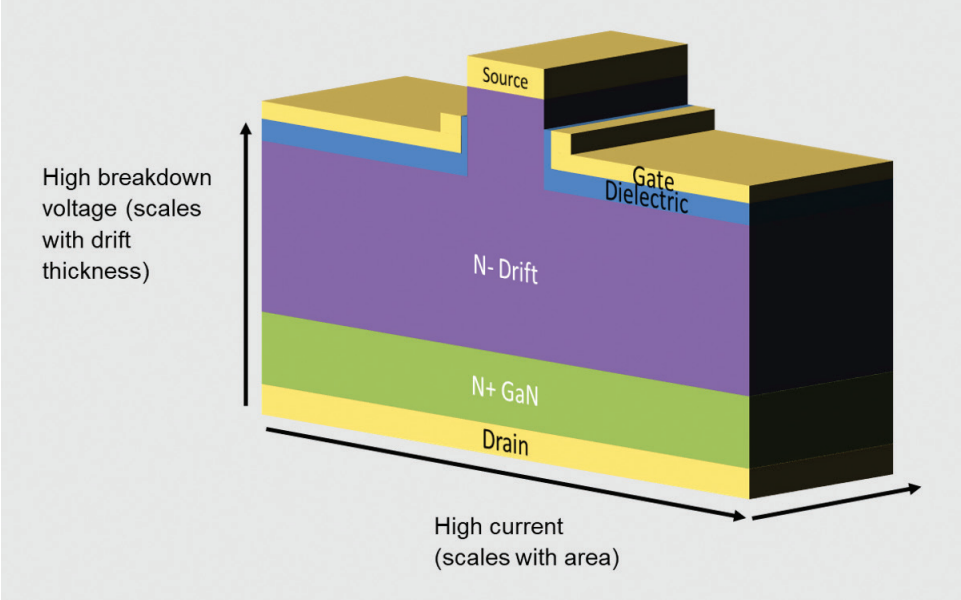
Hee Yau Phoon
MIT Sloan Fellow
MBA '24



Dr. Tomas Palacios
MIT EECS Professor,
Advisor & Patent Holder

VERTICAL HORIZONS
GALLIUM NITRIDE

linkedin.com/company/verticalhorizons



MILESTONES:

- 8-inch wafers in production at MIT Lincoln Lab, with 1.2 kV prototypes ready for testing in the fall
- LOI signed for pilot demonstration project with data center
- 8 customers have agreed to test prototypes
- Joint proposals for non-dilutive funding

MIT PARTNERS:

- MIT Palacios Group
- MIT Lincoln Laboratory
- 15.371 Innovation teams
- MIT Climate & Energy Prize
- MIT Proto Ventures
- MIT $100K Entrepreneurship Competition

WHERE BUYERS AND SELLERS SYNC SEAMLESSLY

Vikri.io

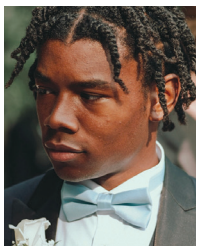
Vikri.io revolutionizes B2B procurement with a two-sided platform that automates key processes like quotations, purchase orders, and vendor reviews. By facilitating direct interaction between buyers and sellers, Vikri.io enhances transparency, reduces manual effort, and streamlines the entire procurement process, all while preventing supplier leakage.

INDUSTRY FOCUS:

- Supply Chain
- Business Technology

Nimisha Kunnathu
MIT MS SCM '24
Natl Inst of Technology, Karnataka '17

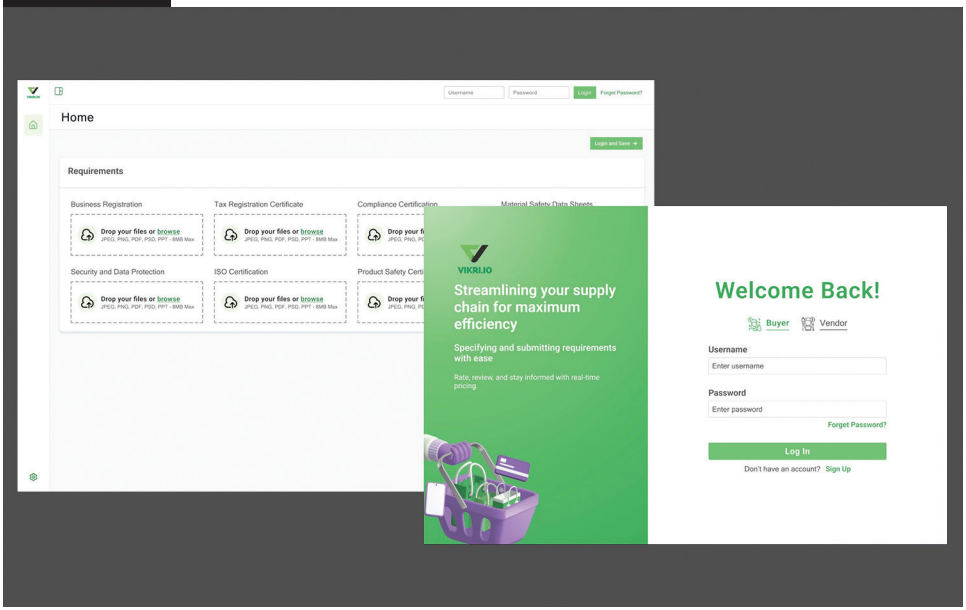
Matthew Roman
MIT MSMS '24
ASB MBA '22
PUP BBA '16
MU BCS '07



Zaire Williams
MIT BS Aero Astro '27

VIKRI.IO

www.vikri.io



Vikri.io enables buyers and sellers to privately and securely connect on one platform thereby streamlining procurement.

MILESTONES:

- Interviewed 30+ companies and collaborated with about 14
- Commitment from 4 for pilot customers with over 5000 suppliers combined
- Onboarded 5 channel partners including Cornerstone, Devnation, Guide and more

MIT PARTNERS:

- MIT Center for Transportation and Logistics
- MIT Sloan Operations Management Research

Speakers & Mentors

Thank you to our guest speakers and team mentors for generously giving of their time and talent this summer.

David Beck *Brightcove*
Devin Besinger *H1*
Adam Blake *Telescoped*
Kristen Craft *Fidelity Private Shares*
Michael Cusumano *MIT Sloan School*
Max Faingezicht *Telescoped*
Sam Feder *Royal Vet*
Sanjay Guruprasad *Dusk*
Mikkel Holm *BarkBox*
Jason Jay *MIT Sloan School*
Kevin March *Floating Point Group*
Alex Norton *Google DeepMind*
Pablo Omeñaca *Muro StackAI*
Sheri Palazzo *Saplings Consulting*
AJ Perez *MIT Office of Innovation*
Matthew Rhodes-Kropf *Tectonic Ventures*
Sid Salvi *Scale AI*
Adam Schwartzbaugh *Almond FinTech*
Erin Scott *MIT Sloan School*
Scott Smedresman *Brown Rudnick LLP*
Rob Snyder *Reframe*
Derek Stangle *RightCapital*
Frank Tisellano *Google*
Catherine Tucker *MIT Sloan School*
Nagarjuna Venna *MIT Sloan School*
Elaine Wang *Jane Energy*
Wei Xun He *Climate&Hand*

Campus Partners

A partial list of key MIT departments and organizations critical to the success of this year's cohort:

$15K CREATIVE ARTS COMPETITION
Annual contest to foster arts-focused startups at MIT
arts.mit.edu

D-LAB
Advancing collaborative approaches and practical solutions to global poverty challenges
d-lab.mit.edu

DESHPANDE CENTER
Helps students and faculty commercialize breakthrough technologies
deshpande.mit.edu

DESIGNX
Developing ventures that accelerate innovation in design, cities, and the built environment
designx.mit.edu

FUSE
The Trust Center's 3-week startup accelerator held every January *entrepreneurship.mit.edu/mit-fuse*

I-CORPS
National Science Foundation program offering training for researchers considering a startup
icorps.mit.edu

IDEAS SOCIAL INNOVATION CHALLENGE
A social entrepreneurship program helping MIT students tackle quality of life issues
pkgcenter.mit.edu/programs/ideas

INNOVATIONHQ
Providing a home for MIT's thriving community of innovators and entrepreneurs
ihq.mit.edu

LEGATUM CENTER FOR DEVELOPMENT & ENTREPRENEURSHIP
A hub to accelerate global economic progress through innovation-driven entrepreneurship
legatum.mit.edu

MIT $100K ENTREPRENEURSHIP COMPETITION
MIT's student-run business plan competition since 1990
mit100k.org

MIT MOMENTUM ACCELERATOR
A 10-week summer accelerator that is entirely student-led and operated to support pre-seed student startups.
linkedin.com/company/momentumaccelerator/

MIT SANDBOX INNOVATION FUND
Provides seed funding and mentorship for student-initiated entrepreneurship ideas
sandbox.mit.edu

PRISCILLA KING GRAY PUBLIC SERVICE CENTER
Supporting public service experiences for MIT via fellowships, grants, and other programs
pkgcenter.mit.edu

STARTMIT
A 3-week course for students curious to explore the "on-ramp to MIT's entrepreneurial world"
startmit.mit.edu

VENTURE MENTORING SERVICE
Matches MIT entrepreneurs with skilled volunteer mentors for advice and coaching
vms.mit.edu

Board Members

Thank you to our Board members for volunteering their time and talent.

All Unique Objects

David Anderson *Supply Chain Ventures*
Umar Arshad *Primordial*
Thomas Cole *Fabri*
Jean-Jacques Degroof *Author*
Cassie Lowell *Studio 3E8*
David Morczinek *Airworks*
Yaron Naor *Swirl*
Haden Quinlan *Manufacturing @ MIT*
Lisa Tacoronte *IDEO.org*

COIL

Maeve Coburn *MaeveWorks*
Meghan Maupin *OurX*
Dana Spiegel *Lucid Green*
Mary Alice Stephenson *Glam4Good*
Charlie Whittingham *Charles Whittingham Consulting*
Julee Wilson *Cosmopolitan Magazine*

Continuity

MJ Antonini *NeuroBionics*
Dana Attar *Optum Health*
Jon Bloom *Podimetrics*
Bingcan Chen *CVS Health*
Greg Ekchian *Stratagen Bio*
Martha Gray *MIT Institute for Medical Engineering & Science*
Zach Malchano *Gap Junction Labs*
George Petrovas *MDMI, LLC*
Danielle Zurovcik *WiCare*

EQORE

Jackie Firsty *Greentown Labs*
Henry Ford III *Ford Motor Company*
Charles Henri-Clerget *Amp. Industries*
Stella Karavas *Charles River CFO Inc*
Karim Khalil *Infinite Cooling*
Kolin Loveless *Novis Renewables*
Enrique Shadah *Expect Coll. Co-op*
Mark Shu *Danfoss*
Abe Stein *Executive Office of Housing*

Expat AI

Jason Abrahams *TireTutor*
William Brah *Venture Development Center*
Andres Garza *catalan.ai*
Ernesto Gaxha *Independent Consultant*
Santiago Ibañez *Advanced Analytics*
Mike Kennedy *Visier Inc*
Snejina Zacharia *Insurify*

FountAI

Noah Breslow *Bain Capital Ventures*
Valisha Graves *JP Morgan Chase*
Alon Lederman *McKinsey & Company*
Ciaran Rogers *Quant Rigor Consulting*
Gary Schall *WilmerHale*
Jonathan Schwartz *Jetty*

Health Galaxy

Teddy Cha *pulseData*
Vincenza Nigro *Hansa Biopharma*
Sid Salvi *Scale AI*
Satwak Seshasai *Atria Institute*
Nicholas Skipitaris *Phelps Hospital*
Gurukiran Tumma *Jivi AI*
Vishnu Vardhan *Vizzhy Inc*
Amanda von Goetz *FERMATA Discovery*

Health+

Tiffany Ferguson *WorkMoney*
Tim Fitzpatrick *IKONA Health*
Kevin March *Floating Point Group*
Aagya Mathur *Aavia*
Alex Norton *Google DeepMind*

Helix Carbon

David Cohen-Tanugi *MIT Proto Ventures*
Maher Damak *Infinite Cooling*
Rana K Gupta *Entrepreneurship at BU*
Dulcie Madden *Rest Devices*
Suzanne Oakley *NE CFO Strategies*
Sara Remsen *Melodi*
Tibor Toth *Aramco Ventures*
Milo Warner *Engine Ventures*
Beth Zonis *Cleantech Open NE, NACEC*

Intendere

Mark Avnet *Independent Consultant*
Owen Davis *Contour Ventures*
Gabrielle Haddad *Sigma360*
Harrison Hunter *MaestroQA*
Michele Kaliski *Kalisk Fichtl Inno Fund*
Marjorie McKeown *ALEE*
Kat Shirrell *Fireblocks*
Neil Yeoh *OnePointFive*

LeadQualify

Bob Buderi *Author*
John Harthorne *Two Lanterns Ventures*
Jennifer Jordan *Globe Partners LLC*
Kathleen Kennedy *MIT Center for Collective Intelligence*
Jill Wittels *Nexteon Technologies Inc*
Janet Wu *Bloomberg, MassChallenge*

Lyme Alert

Carlos Castro-Gonzalez *Leuko*
Stephanie Connaughton *Boston Unity Soccer Partners*
Charlie Cooney *MIT Chemical Engineering*
Jana Epstein *Biobot Analytics*
Amy Huchthausen *Stavvy*
Elisabeth Marshman *Wing*
John Van Amsterdam *Wolf Greenfield*

MakerSharks

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