



Introducing the

2017

VENTURE REPORT



Some banks just see the deal.
At Huntington, we see the people behind it.

Does your bank look at your company like just another number? At Huntington, our Relationship Managers offer the type of powerful insights, industry experience and strategic business solutions that can only come from someone who takes the time to get to know your business. Because at Huntington we're big enough to meet your needs, but small enough that every customer matters.

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“Technology and innovation are changing how many companies do business, including financial services firms and banks, impacting how we help our consumer and business customers manage their money and strengthen their overall financial health and security. **VentureOhio has a critical role in positioning Ohio at the forefront of startup activity and ingenuity** that’s transforming a cross-section of Midwest-based industry sectors essential to building regional prosperity and strengthening our nation’s economy.”

STEVE STEINOUR

Chairman, President & CEO, Huntington Bank

We attract capital for Ohio startups.
We foster a collaborative statewide
ecosystem. **We tell Ohio's story.**

OHIO, SHORT FOR— **Momentum**

THE INCREASE IN ENTREPRENEURIAL ACTIVITY OVER THE PAST FEW YEARS HAS THE STATE ON AN UPWARD TRAJECTORY.

Exit values are increasing, talent is migrating in to work at exciting new companies and live in thriving cities, and startups are scaling quickly and successfully in America's heartland.

The fuel behind this momentum is the statewide support system that helps startups thrive. Ohio benefits from a high concentration of Fortune 1000 companies, incredible private-public partnerships, groundbreaking research institutions, and a vibrant statewide entrepreneurial community. Combine these resources with access to top talent and a thirst for innovation, and it's easy to see why Ohio is bursting with opportunity.

Ohio has earned its place in the national startup conversation, and VentureOhio is working to ensure that smart investors are taking notice of what is being built. By fostering collaboration through statewide communities, improving access to capital through education and outreach, and telling Ohio's story to the world; VentureOhio and its members are propelling our state forward.

We've made significant strides in lifting Ohio up, but just like the entrepreneurs we support, we're constantly pushing for a bigger, better impact—the impact we know we can achieve by working together. We are forever grateful to our members, sponsors, and partners who believe in our vision and have helped us to position Ohio as a leader in innovation and convey “Why Ohio” across the nation. We look forward to your input, collaboration, and support as we continue this important mission throughout 2017 and beyond.

**FALON
DONOHUE**
CEO

**MARK
KVAMME**
Chairman

RICH LANGDALE
President & Capital
Committee Chair

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96 MEMBERSHIP DIRECTORY

No guessing games.

Thompson Hine transparency provides you with complete clarity into our planning, workflow and costs. Coupled with our deep legal experience, you're afforded the insight to make the best possible legal decisions for your business.

To learn more about our transparent approach to service delivery, visit ThompsonHine.com/SmartPaTH.



A Smarter Way to Work – predictable, efficient and aligned with client goals.

THOMPSON
HINE

TO GROW THE OHIO ENTREPRENEURIAL ECOSYSTEM, OUR STARTUPS AND INVESTORS NEED ACCESS TO CAPITAL AND RESOURCES —THAT’S WHERE WE COME IN.

VENTUREOHIO IS TELLING OHIO’S STORY

We foster statewide collaboration to accelerate innovation, increase the number of high-paying jobs across the state, and empower entrepreneurs and investors to generate wealth in our communities. We measure our impact by tracking the annual increase of venture dollars invested into Ohio companies.

Ohio is emerging as a leader in innovation and entrepreneurship—we’re ensuring the world pays attention to maximize opportunities for our startups and investors.

This is how we accomplish it:

1 //

We Foster A COLLABORATIVE ECOSYSTEM

- Facilitating strategic partnerships
- Influencing culture change
- Activating organizational synergies

2 //

We Tell OHIO’S STORY

- Executing targeted and robust communication plans
- Organizing PR efforts with Ohio’s investment community
- Showcasing Ohio assets and opportunity

3 //

We Increase CAPITAL ACCESS

- Educating limited partners (LPs) and legislators
- Increasing visibility for Ohio investment opportunities
- Encouraging investor collaboration



**MARK KVAMME,
CHAIRMAN**
Drive Capital



**RICH LANGDALE,
PRESIDENT**
NCT Ventures



**RAY LEACH,
TREASURER**
JumpStart, Inc.



**TONY SHIPLEY,
SECRETARY**
Queen City Angels



**KARL ELDERKIN, NOM. &
GOV. COMMITTEE CHAIR**
Athenian Venture Partners



**WILL
INDEST**
Draper Triangle Ventures



**DAN
FLEMING**
River Cities Capital Fund



**BILL
TRAINOR**
Mutual Capital Partners



**TOM
WALKER**
Rev1 Ventures

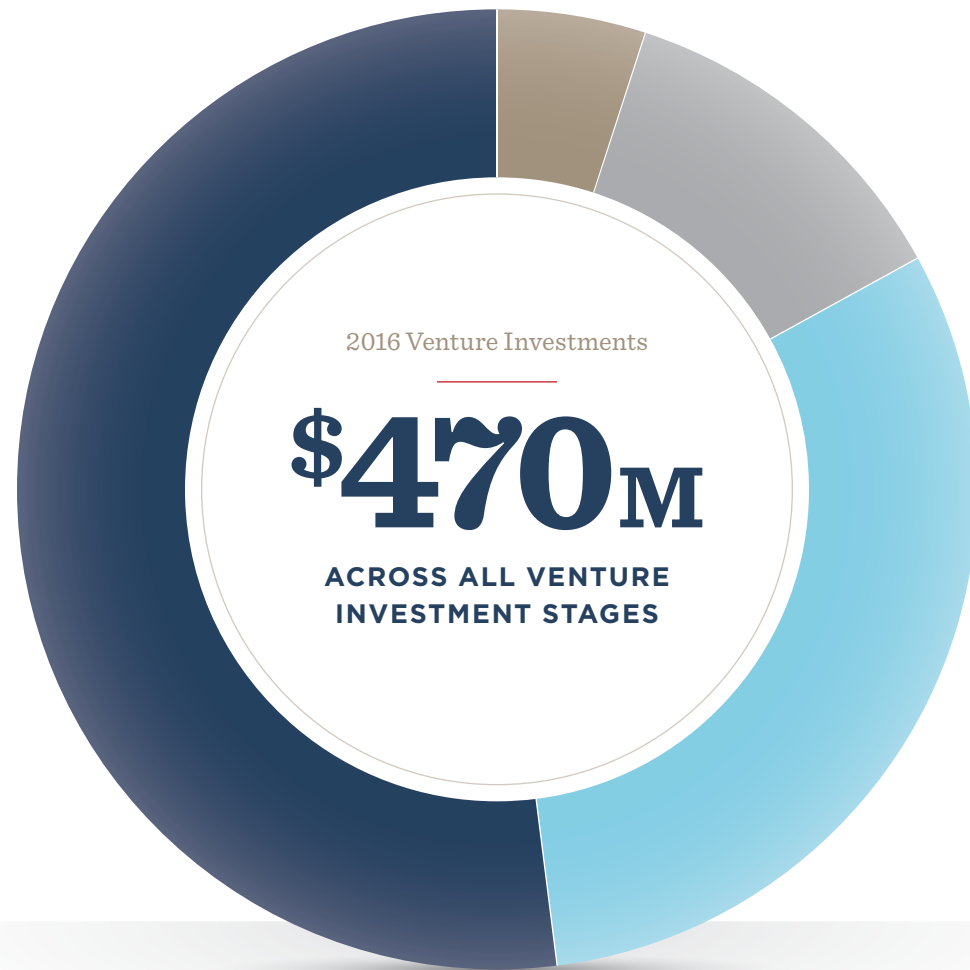
FAST FACTS

26%▲

INCREASE OVER
PREVIOUS YEAR

46%▲

INCREASE OVER
PREVIOUS 2 YEARS



● **\$244M**

Invested in 119
IT Sector
Companies

● **\$144M**

Invested in 54
Life Science
Companies

● **\$57M**

Invested in 19
Manufacturing, Robotics
& Automation Companies

● **\$25M**

Invested in 18
Other
Companies

FAST FACTS

140

SEED STAGE
COMPANIES

53

EARLY STAGE
COMPANIES

17

GROWTH STAGE
COMPANIES

210

OHIO COMPANIES
RECEIVED INVESTMENT

53

Investors Headquartered in Ohio
Made Investments in the State

\$631M

Raised by 15
Ohio Based Investors

117

Out-of-State Investors Made
Investments in Ohio Companies

Thinking about
your business is
a big part of ours.

**PUT OUR TAILORED INSIGHTS TO WORK
FOR YOU.**

To make confident decisions about the future, middle market leaders need a different kind of advisor. One who starts by understanding where you want to go and then brings the ideas and insights of an experienced global team to help get you there.

Experience the power of being understood.
Experience RSM.

rsmus.com

THE POWER OF BEING UNDERSTOOD
AUDIT | TAX | CONSULTING



RSM US LLP is the U.S. member firm of RSM International, a global network of independent audit, tax and consulting firms. Visit rsmus.com/aboutus for more information regarding RSM US LLP and RSM International.



STARTUP IMPACT

Columbus has quickly become one of the fastest-growing startup economies in the country.

With support from corporate, community, and public sector partners, as well as angel investors, we have grown from supporting just a handful of startups in 2013 to more than 70 funded companies.

Together, we have accomplished what many cities have taken decades to achieve: making Columbus one of the best places in the US to start and grow a tech-based, high-growth business.

Rev1

**#1 VC
GREAT
LAKES
REGION**

PitchBook
2015 & 2016

COLUMBUS

**#1
SCALING
STARTUPS**

Kauffman
Foundation
2016

COLUMBUS

**SMART
CITY**

U.S. Department
of Transportation
2016

\$1.2B
IN STARTUP IMPACT
Capital • Revenue • Exits



32%
Diversity

Companies with diverse leadership perform better. Last year, more than 30% of Rev1's portfolio was founded or led by a woman, minority or veteran. That's 8-10X the national average for tech-based companies.



70+
Startups Funded

Invested in more than 70 high-growth startups. More than 60% of Rev1 investments in 2016 were follow-on funding to help companies grow.



\$70M
in Funds Launched

Rev1 launched \$33M in new funds just last year, including a \$22M corporate-backed early stage fund, our fifth Ohio Tech Angel Fund and the first Life Science Fund focused on spin-outs from Nationwide Children's Research Institute.



1,014
New Jobs

A snapshot of data from last year shows our portfolio created and retained more than 1,000 jobs.



100%+
YoY Revenue Growth

Our portfolio is growing revenue at an average rate of more than 100% Year over Year.

www.rev1ventures.com



@Rev1Ventures | #startupCBUS

WHY ANGEL CAPITAL

American Angel

“In addition to financial capital, many angels also provide intellectual capital through mentoring, connections, and expertise on successful growth and exits from their own past experiences as entrepreneurs. Many name brand companies with hundreds of thousands of employees were initially funded by angels—Google, Starbucks, and Facebook are just a few of the examples.

MARIANNE HUDSON

Executive Director, Angel Capital Association

WHY ANGEL CAPITAL

THE AMERICAN ANGEL

Angels are high net-worth individuals who invest in promising startup companies. These individuals are typically successful entrepreneurs or corporate executives who support entrepreneurship through early-stage capital investment, strategic introductions, and mentorship. Early engagement from angel investors is not only critical to the success of many of the companies they support—they are also a key component of a healthy entrepreneurial ecosystem.

A Collaborative & Experienced Angel Community HOME IN OHIO

Ohio is home to a collaborative and experienced angel community. Regional funds, some of the largest and most active in the nation, frequently syndicate with one another to maximize their value and level of support for Ohio startups. Angel funds

based in Cleveland (North Coast Angel Fund), Columbus (OhioTech Angel Fund), and Cincinnati (Queen City Angels) were early investors in Cincinnati-based Assurex Health, which was acquired in 2016 for \$225 million.

QUEEN CITY ANGELS

One of the top ten most active funds in the nation.

Ohio Tech Angel Fund

300+
MEMBERS

The Columbus-based Ohio Tech Angel Fund is one of the largest angel funds in the United States.

WHY VENTURE CAPITAL

Venture Capital in the U.S.

“Through patient, long-term investment and mentorship, venture investors work side-by-side with entrepreneurs and their teams to take an idea and grow it into a successful company. **Venture capital has had a tremendous impact on the American economy through spurring the creation of entire new industries.**

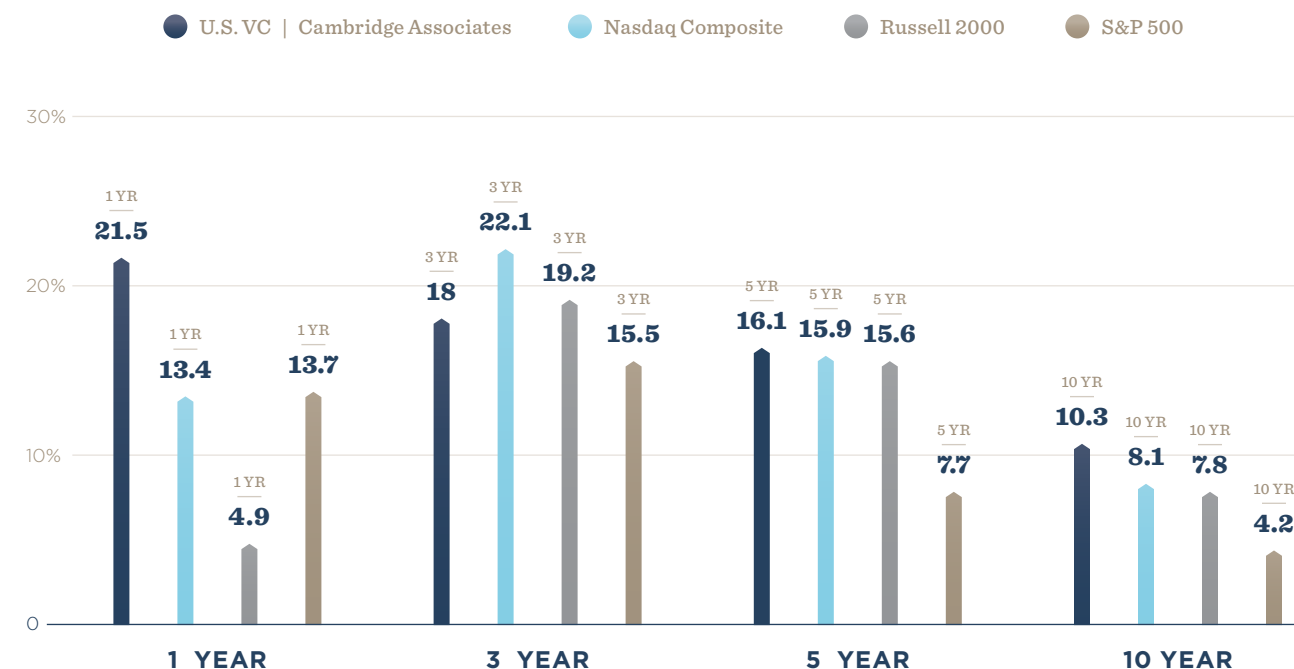
BOBBY FRANKLIN

President & CEO, National Venture Capital Association

WHY VENTURE CAPITAL

Periods Ending Dec. 31, 2014 | Net of Fees

U.S. VENTURE CAPITAL RETURNS



VENTURE CAPITAL IN THE U.S.

Venture capital is more than an asset class—it helps innovative entrepreneurs transform the world we live in by empowering them to achieve their dreams.

Disrupting THE GLOBAL ECONOMY

A recent study conducted by Stanford University revealed that 43% of companies that have gone public since 1974 were venture backed, and equate to 57% of the total market capitalization. These innovative companies which include Costco, Cisco, Microsoft, and Apple to name a few, also account for an outsized 85% of all public company research and development spend, confirming their continued commitment to innovation and

keeping the U.S. at the forefront of the global tech-based economy.

In addition to social returns, the asset class has historically outperformed the public market and generated outsized financial returns for investors.

Opportunities FOR INVESTORS

VentureOhio partners with experts from across the nation to build knowledge in the institutional investor community.

To learn more about venture capital, industry trends, and Ohio investment opportunities, please reach out to us at info@ventureohio.org

TO CREATE THIS REPORT, VENTUREOHIO COLLECTED INVESTMENT ACTIVITY SURVEYS FROM ANGEL AND VENTURE FUNDS WHO INVESTED IN AN OHIO COMPANY IN 2016.

The survey responses were augmented by investment data provided by organizations that track Ohio investment activity. The VentureReport methodology utilizes the company stage definitions listed below.

Stage
SEED / STARTUP

The company has a product or service under development, and in some cases the product or service may be commercially available. The company may or may not be generating revenue. Investment rounds at this stage typically range from \$100,000 to \$2 million.

Stage
EARLY

These companies typically have revenue beyond the development stage, but are at least 12 months out from generating positive cash flow. Investments are usually made by early stage focused venture capital funds and angel investors. Investment rounds at this stage typically range from \$2 million to \$5 million.

Stage
GROWTH

These companies typically have revenue of \$5 million or more and are approaching or have approached cash flow break even. Investments are typically used to help the company accelerate growth and their position in the marketplace. Investment rounds at this stage typically range from \$5 million to \$7 million.

Early Stage

ELOQUII DESIGN

\$15M

AVER, INC.

\$13.6M

ANGSTON MATERIALS

\$10M

ROOT INSURANCE

\$7M

NEXOSIS

\$5.06M

CONNXUS

\$5M

Growth Stage

EVERYTHING BUT THE HOUSE

\$41.5M

ENABLE INJECTIONS

\$30M

NANOTRONICS IMAGING

\$20.45M

ONSHIFT

\$18M

CROSSCHX

\$15.45M

STREAMLINK SOFTWARE

\$12.6M



WHY

Ohio?

“By 2020, headlines should read that **Ohio is the most innovative state in America.** Our world class universities and research institutions, engaged corporate base, and pipeline of **talented entrepreneurs are ready to build the disruptive companies of tomorrow.**”

MARK KVAMME

Co-Founder & Partner, Drive Capital

WHY OHIO?

Growth

INNOVATION LEADERS

OHIO ISN'T GETTING STARTED—WE NEVER LEFT.

The birthplace of aviation and John D. Rockefeller's Standard Oil has been at the forefront of building industries from the ground up for well over a century. As we enter a new age of technology, with established industries ripe for disruption, Ohio's deep-seeded industrial roots and connectivity help position entrepreneurs for success in this rapidly changing era.

Cincinnati-based Procter & Gamble (P&G) exploded with success in 1858 with the award of a government contract to supply the Union Army with soap during the Civil War. Nearly a century and a half later, the industry giant is a leader in global innovation, coining the term "Internet of Things (IoT)" and reporting over \$83 billion in annual sales (2014).

P&G, along with many other Ohio-based corporations, is a major supporter and funder of business building resources throughout the state, and a significant contributor to the exponential growth of the Ohio entrepreneurial ecosystem.

Goodyear Tire's first factory opened in Northeast Ohio in 1898 to humble beginnings building bicycle

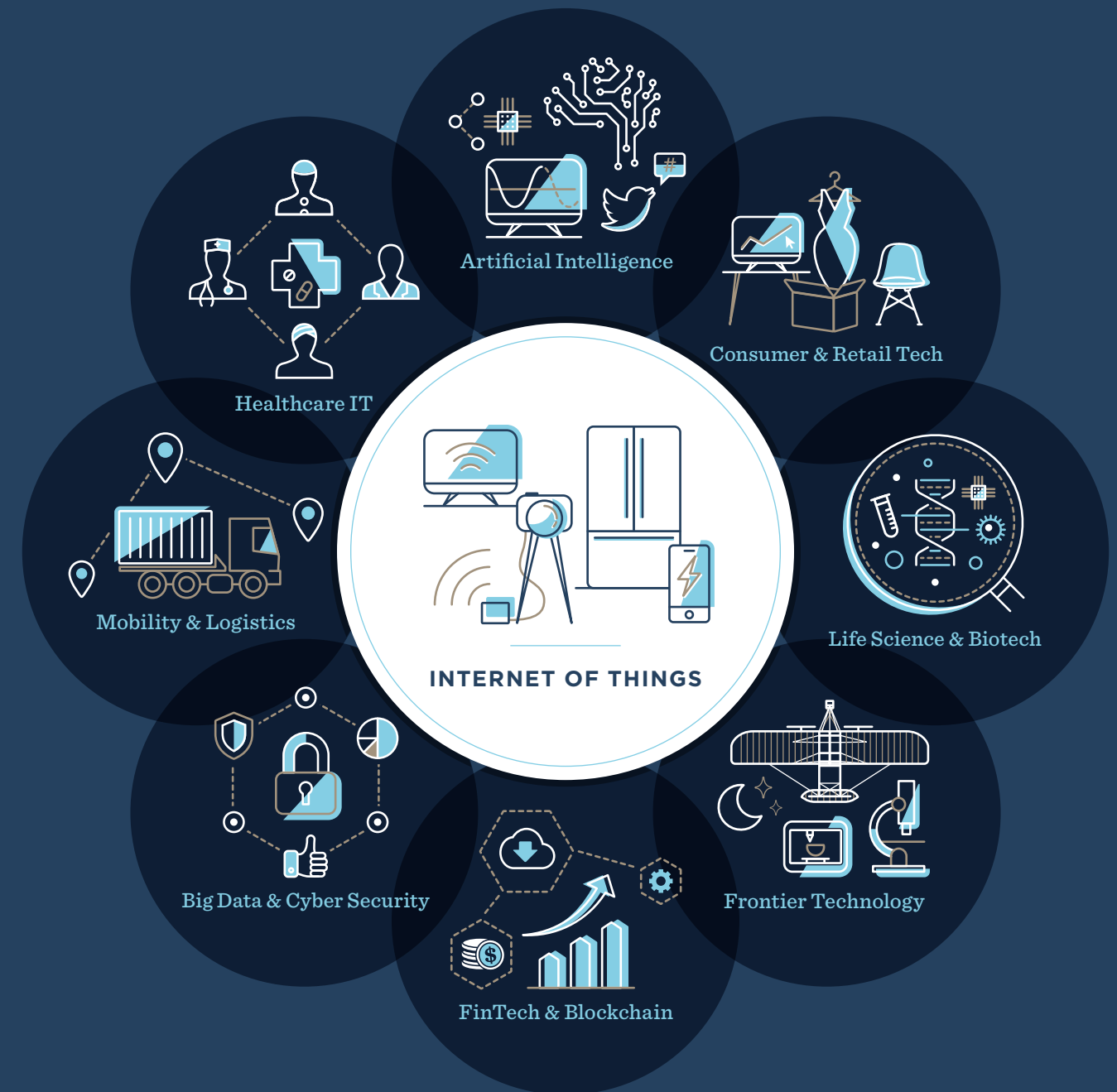
tires, and today the Akron-based company is a leader in aerospace, frequently partnering with NASA to build technology that allows our country to explore Mars and the moon.

Internet pioneer CompuServe, founded and based in Columbus, opened its doors in 1969 to provide dial-up computer time sharing for businesses. At a time when the idea of a personal computer seemed incomprehensible to most people, CompuServe became the first company to offer internet connectivity and email to PC users in 1979, and followed their success in innovation a year later when they introduced the world to online chat with the CB Simulator.

Seeking out the Buckeye State

A CATALYST FOR COLLABORATION

Ohio is where innovators, corporations, research institutions, and entrepreneurs come to collaborate, and angel and venture capital is the catalyst that brings their ideas of tomorrow to fruition. Ohio's



historical industry giants are collaborating with leading-edge startups, and those startups are thriving in technology's hottest sectors. Smart fund managers and savvy entrepreneurs are seeking out the Buckeye state for a competitive advantage and out-sized returns, represented by an increase in venture capital being invested into the region and influx of new technology companies migrating to the state, including IBM, Amazon, Klarna, and Bark & Co (BarkBox).

Industries Ripe for Disruption

OHIO HAS UNMATCHED ACCESS

The coasts may have the internet, but Ohio has the "things." Industries are ripe for disruption and Ohio entrepreneurs have unmatched access to exceptional talent and powerful partnerships that help them solve global challenges and capitalize on once-in-a-lifetime opportunities. The future is now and it's happening in Ohio—the heart of it all.

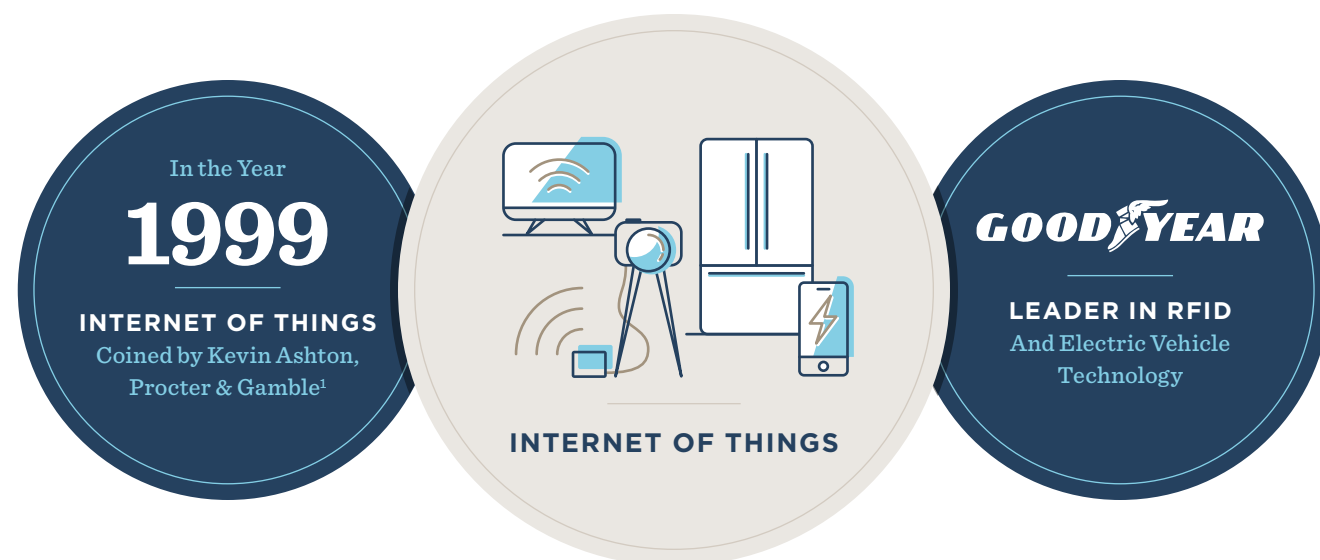
ESTABLISHED ROOTS

In Key Industries

OHIO'S HISTORICAL STRENGTHS IN KEY INDUSTRIES TRANSLATE TO LEADERSHIP IN THE NEW WAVE OF TECHNOLOGY.

An Innovative Economy

DEVELOPING LEADING EDGE TECHNOLOGY



Ohio's historical innovation powerhouses continue to evolve and partner with startup companies around the state to develop leading edge technology.

IOT Startups in Ohio

LISNR

EMANATE WIRELESS

NIKOLA LABS

VIDEO LOCATORS

BOXCAST

DATA INVENTIONS

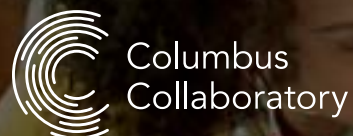
LOSANT

BLUE SPARK TECHNOLOGIES

In 2016, LISNR was named a finalist for the **SXSW Music & Audio Innovation Award.**

A recognition that is a nod toward technology that transforms and enhances the way people hear and experience music.

1. Journal, R. (n.d.). That 'Internet of Things' Thing. Retrieved from RFID Journal



Columbus Collaboratory is an ecosystem of founding member companies & strategic partners.

They focus on rapid innovation that delivers business impact in the areas of advanced analytics & cyber security.



**CLIENT CENTER FOR
ADVANCED ANALYTICS**
Opened in Central Ohio,
a \$17B Investment



**Big Data &
Cyber Security**

Unmatched Access

BIG DATA & CYBER SECURITY

With leading corporations placing data centers in Ohio and corporate alliances forming, startups have access to unique partnerships and resources in the Ohio ecosystem.

Largest Online Public Access Catalog in the World

WORLDCAT

WorldCat, the largest online public access catalog in the world, is maintained by The Online Computer Library Center (OCLC), located in Dublin, Ohio.²

Big Data Startups in Ohio

SATELYTICS

FACTGEM

PANOPTICON LABORATORIES

HEUREKA

ASTRONOMER

ONSHIFT

². Connect to the world's collected knowledge. (n.d.). Retrieved from OCLC Worldcat



7,119

LOGISTICS
EST.³

4th.

LARGEST
I.H. SYSTEM³

QuickLoadz

**QUICKLOADZ' COMPLETELY
AUTOMATED TRAILER DESIGN**

Entirely eliminates the hazardous, inefficient
winch system integral to old-fashioned container
transport trailers.

Mobility & Logistics Startups in Ohio

SCRIPTDROP

NCHANNEL

CLARIVVOY

Ohio is Home to Partners Like

TRADEGLOBAL

EXCEL

XPO LOGISTICS

**Ohio is within a day's
drive of 60% of the population
in U.S. & Canada, making
it an ideal logistics hub.³**

3. Industries. (n.d.). Retrieved from JobsOhio



**FOCUSED ON ACCELERATING
BREAKTHROUGH TECHNOLOGIES**

Accelerating breakthrough technologies from research institutions into therapeutics for medical patients.



**DEVELOPING
A PRODUCT TO
SPEED HEALING
IN ORTHOPEDICS
APPLICATIONS.**



**GROWING BIOSCIENCE
COMPANIES**

Providing access to capital, connections and mentorship for bioscience entrepreneurs.



**PARTNERED
WITH ASSUREX
HEALTH TO GROW
THE COMPANY
TO EXIT IN 2016.**

Leadership in a New Age

LIFE SCIENCE & BIOTECHNOLOGY



Cleveland Clinic is one of the most respected healthcare research institutions in the world⁴



100k
**EMPLOYED BY
330 MEMBERS**
Connecting Ohio's
Bioscience Community

60
**CLEVELAND
HOSPITALS**
220 Hospitals
in Ohio⁵



**OFFERS INNOVATIVE BIOMARKERS
P.A.R. OF CARDIOVASCULAR RISK**

4. Facts & Figures. (n.d.). Retrieved from Cleveland Clinic
5. Member Hospitals. (n.d.). Retrieved from Ohio Hospital Association

Life Science & Biotech Startups in Ohio

- CENTERLINE BIOMEDICAL**
- NEUROS MEDICAL**
- STANDARD BARIATRICS**
- RENOVODERM**
- MILO BIOTECHNOLOGY**
- AEROMICS**
- ECCRINE SYSTEMS**
- GENETESIS**
- INTELLIROD SPINE**
- GENOMONCOLOGY**

6. Newsroom. (n.d.). Retrieved from Cincinnati Children's Hospital
7. Ohio State's New James Cancer Hospital Largest Dedicated Cancer Hospital to Open in the Midwest. (n.d.). Retrieved from The Ohio State University



FinTech & Blockchain



**BANK HEADQUARTERED
IN OHIO**

Major Supporter of the
Startup Ecosystem



OHIO BASED ACCELERATOR

Growing the innovation pipeline for Ohio's Fortune 500 and Fortune 1000 financial sector companies.



EXPENSE REPORTING COMPANY

ExpenseBot makes your company's expense reporting easier every step of the way.



21k

**OHIO
EMPLOYEES**

J.P. Morgan Chase⁸



1k

**COMPANY
CAMPAIGNS**

Worldwide



**INVESTS IN
FINTECH STARTUP
COMPANIES THROUGH
NATIONWIDE VENTURES**

Tests new solutions and business models through in-house incubator Refinery 191.

Blockchain Technology Company

SAFECHAIN

SafeChain is a blockchain technology company that eliminates fraud and redundancies in real estate transactions.

Banks & Insurance Companies

HEADQUARTERED IN OHIO



Ohio Mutual Insurance Group



Top Ohio Companies

DIEBOLD

BARCLAYCARD

VANTIV

KLARNA

FinTech & Blockchain Startups in Ohio

ROOT

EXPENSEBOT

8. Columbus Stories. (n.d.). Retrieved from JP Morgan Chase



Consumer & Retail Tech

Consumer & Retail Tech Startups in Ohio

EVERYTHING BUT THE HOUSE

Everything But The House is an online auction service that specializes in estate sales.

ELOQUII DESIGN

Online clothing store featuring women's plus size fashion, clothes & accessories.

T-PRO SOLUTIONS

Provides cloud-based solutions for CPG manufacturers seeking to maximize returns via trade promotion & predictive analytics.

P&G

\$1.9B

2016 RESEARCH & DEV. SPENDING

World's Largest Producer of Consumer Goods⁹

Headquarters
IN OHIO

Lbrands

Wendy's



★macy's



Corporate Partners

LULULEMON ATHLETICA

AMAZON

GWYNNIE BEE

ZULILY

BARCLAYCARD

THE BRANDERY

Nationally-ranked startup accelerator that leverages the expertise of the Cincinnati region.

In 2016, L Brands
annual revenue was
\$12.57 billion.

9. About. (n.d.). Retrieved from Procter and Gamble



Healthcare IT



21 Companies Received

\$50.9M

HEALTHCARE IT INVESTMENT

WHY OHIO | HEALTHCARE IT



OFFERS A COMPREHENSIVE SUITE OF SOLUTIONS

Helping healthcare payers and providers design, implement, and administer value-based programs.



BUILDING AN IDENTITY LAYER FOR HEALTHCARE

Giving patients and providers a better way to connect to health.



DELIVERS CLOUD-BASED SOFTWARE AND PROACTIVE SERVICES

Solving everyday workforce challenges in healthcare.



DOCHALO IS A CLINICAL COMMUNICATION COMPANY

Providing the most secure enterprise software for healthcare communications.

ARTIFICIAL INTELLIGENCE



IBM WATSON—THE WORLD’S LEADING ARTIFICIAL INTELLIGENCE PLATFORM

Facilities located throughout Ohio.



A SOCIAL MEDIA DATA ANALYTICS STARTUP

The platform is based on a machine learning technology licensed from Wright State University.



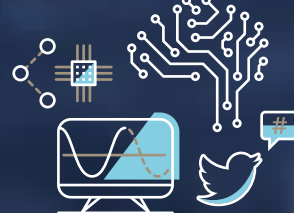
ARTIFICIAL INTELLIGENCE PROJECT MGMT. SOFTWARE

Utilizing artificial intelligence that makes teams more productive.



DEPARTMENT OF COMPUTER SCIENCE & ENGINEERING

An industry leader for research in the areas of applied machine learning, auditory and language processing, cognitive systems, and computer vision.



Artificial Intelligence



nexosis

MACHINE LEARNING FOR DEVELOPERS



Frontier Technology



Annual Investment

\$10B

FOR ENGINEERING
RESEARCH

WHY OHIO | FRONTIER TECHNOLOGY

4

CENTERS OF INNOVATION

- 1 NASA Glenn Research Center
- 2 Wright-Patterson Air Force Research Laboratory
- 3 University of Cincinnati Research Institute
- 4 IDCAST—University of Dayton Research Institute

9

LEADERS IN AEROSPACE WITH OPERATIONS IN OHIO

- | | |
|-------------------------|-------------------|
| 1 Parker | 6 Honeywell |
| 2 Timken | 7 Orbital ATK |
| 3 General Electric | 8 L3 |
| 4 Eaton | 9 Lockheed Martin |
| 5 UTC Aerospace Systems | |

BATTELLE

BATTELLE MEMORIAL INSTITUTE

The largest nonprofit and one of the largest science & innovation research hubs in the world.¹⁰

10. About Us (n.d.). Retrieved from Battelle Memorial Institute

Frontier Technology Startups in Ohio

SCOUT

NANOTRONICS IMAGING

NEOEX SYSTEMS

KNOCKOUT CONCEPTS

MARXENT LABS

VIRTUAL EDUCATION SYSTEMS



Ohio DOT is providing
**funding for drone
research** at Springfield
regional airport.



2016 OHIO

Investment Activity

“Talent is distributed equally, but opportunity is not. **Some of the best ideas are launched in cities many investors overlook. But that is starting to change—in Ohio and across the country.** Entrepreneurs seeking to disrupt Third Wave industries—healthcare, education, agriculture, financial services—are beginning to recognize there is value to having relevant industry expertise. As the Third Wave accelerates, cities all across the country have the potential to rise as startup communities. **The work of VentureOhio and others is an important catalyst** to get more capital going to more people in more places.

STEVE CASE

Chairman and CEO, Revolution LLC and Co-Founder, America Online

2016 RESULTS | REFLECTING

Ohio's Upward Trajectory

THE 2016 INVESTMENT ACTIVITY RESULTS ARE IN, REFLECTING OHIO'S CONTINUED UPWARD TRAJECTORY.

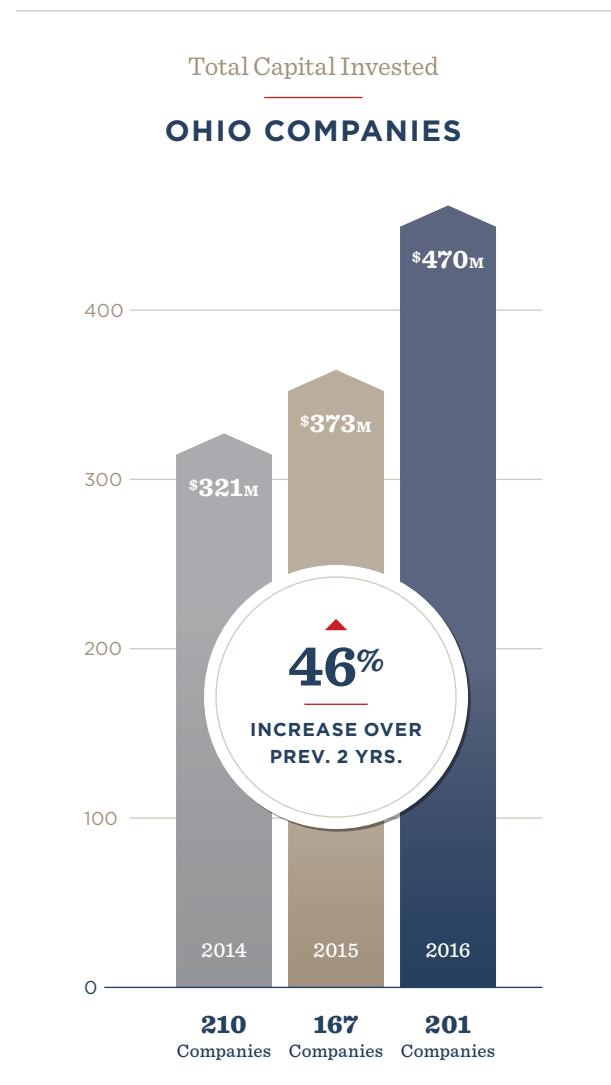
This special report provides investment summary results and analysis of the health of the Ohio entrepreneurial ecosystem. The report, unlike any other data source of its kind, aggregates investment activity based on confidential survey submissions from angels and venture funds investing in the state. The survey responses were complemented by data from organizations that track Ohio investment activity to create the most complete report available.

Substantial Growth

ANGEL & VENTURE-BACKED COMPANIES IN OHIO

In 2016, \$470 million in angel and venture capital was invested into 210 Ohio companies. These numbers represent a 26% increase in capital invested over the previous year and a 46% increase over the previous two years. The growth in venture capital activity in Ohio is an outlier when compared to national trends. According to the National Venture Capital

Association, there was a decline in both the number of deals and the amount of venture capital invested in the U.S. in 2016.



Ohio Third Frontier

VALUE OF INVESTMENT IN STARTUP ECOSYSTEM



2016 Investments

BY STAGE OF DEVELOPMENT

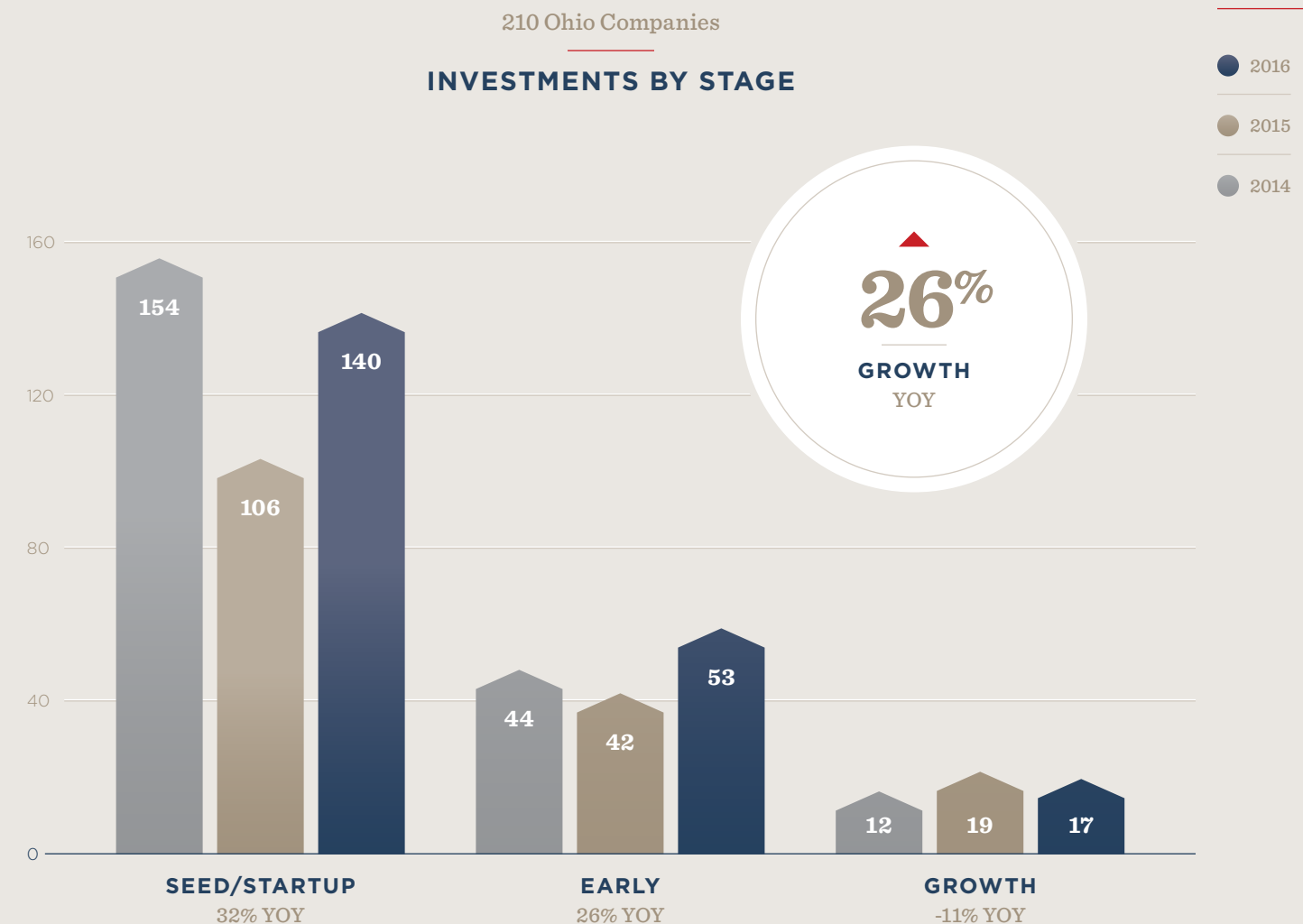
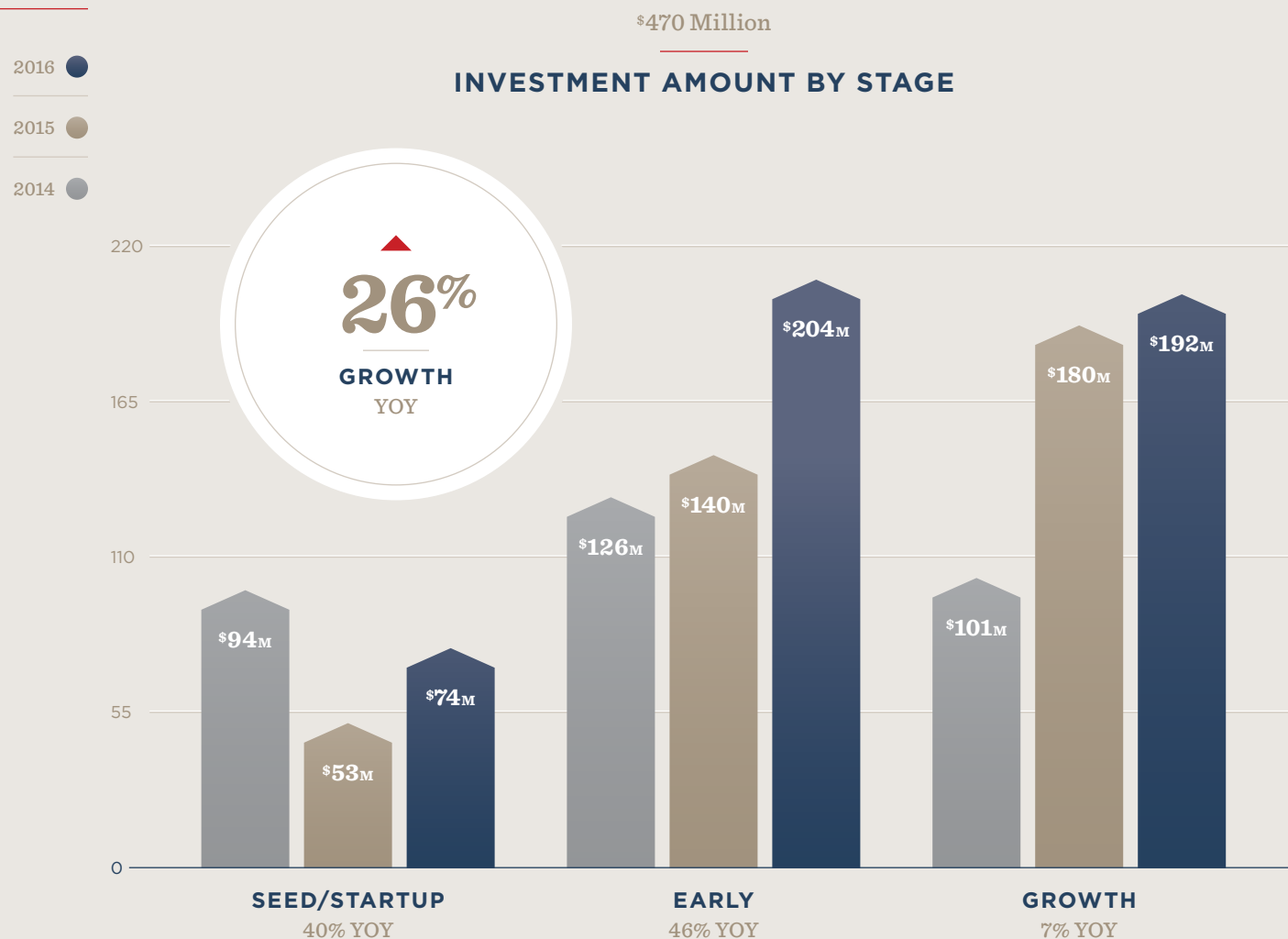
In 2016, Ohio experienced an increase in capital invested across all stages.

Seed stage investments increased from \$53 million in 2015 to \$74 million in 2016. Ohio also saw an increase in the number of seed stage companies receiving investment, jumping from 106 companies in 2015 to 140 in 2016. Mean investment into seed stage companies increased slightly, growing from \$500,000 in 2015 to \$530,000 in 2016. Seed stage companies accounted for over half of the number of companies receiving investment last year and represented 16% of total capital invested.

Early stage investment activity significantly

increased in 2016, indicating an improvement in the health of the ecosystem and an increase in capital availability for early stage investments. Between 2015 and 2016, the number of early stage companies receiving an investment increased by 34% and the amount of capital invested into early stage companies increased by 46%. Early stage companies accounted for about a quarter of the number of companies receiving an investment in 2016 and represented 57% of total capital invested.

The number of growth stage companies receiving an investment in 2016 decreased slightly from 19 to 17, but the amount of capital invested into growth stage companies increased 7% with a mean increase of 33%. Eighty-six percent of growth stage deals in 2016 contained follow-on funding.



2016 Investments

BY INDUSTRY

In 2016, the IT sector received the majority of Ohio investment dollars, with \$244 million invested into 119 companies. Investment in the life science sector increased with \$144 million invested into 54 companies, up from 27 companies in 2015. Ohio startups received \$144 million in the life science sector, up from \$112 million in 2015. Additionally, manufacturing, automation, and robotics companies received over 12% of capital invested in Ohio in 2016.

Statewide Investment Activity

NUMBER OF INVESTORS

In 2016, 53 venture capital funds, corporate VCs, and angel groups located in Ohio invested in startups across the state, up from 29 in 2015. Additionally, 117 investors from outside of the state invested in Ohio companies in 2016, up from 77 in 2015. This dramatic increase is representative of Ohio entrepreneurs ability to develop world-class technologies and build companies that are changing markets and driving returns for investors. To help support those companies and their continued success,

VentureOhio and its members are leading efforts to continue to attract capital to the region and grow the Ohio entrepreneurial ecosystem.

A Significant Increase in Momentum

FUNDRAISING & CAPITAL AVAILABILITY

Our researchers identified \$631 million raised by 15 Ohio-based investors in 2016. This significant increase in fundraising momentum is a key metric of the viability of our growing entrepreneurial ecosystem. Leading investors from across the globe... *Continued on p.48*

Ohio experienced
an **increase in**
capital invested
across all stages.

Developing World-Class Tech in Ohio

DRIVING RETURNS FOR INVESTORS



A Significant Increase in Momentum

FUNDRAISING & CAPITAL AVAILABILITY, CONTINUED

are taking advantage of the opportunity to invest in the next big ideas in the next best location. VentureOhio and its members continue to shine a light on regional investment opportunities, the people, and organizations putting Ohio on the map.

In addition to successes in the private sector, state programs like the Ohio Third Frontier have proven the value of investment in the startup ecosystem. In 2017, there are 28 active seed-stage venture capital funds supported by the Ohio Third Frontier. Including matching funds from the private sector, these funds have nearly \$200 million of investable capital available.

Life Science Investment	
BY SECTOR	
NUMBER OF INVESTMENTS	INVESTMENT AMOUNT
Medical Devices & Equipment	
21	\$78M
Biotechnology	
33	\$65.62M
Grand Total	
54	\$143.62M

IT Investment	
BY SECTOR	
NUMBER OF INVESTMENTS	INVESTMENT AMOUNT
Healthcare IT	
21	\$50.93M
Advertising, Media, & Entertainment	
22	\$24.38M
Business Products & Services	
37	\$66.8M
FinTech	
6	\$9.85M
E-Commerce	
7	\$66.39M
IT Services	
26	\$26.18M
Grand Total	
119	\$244.53M

Total VC Investment	
BY SECTOR	
NUMBER OF INVESTMENTS	INVESTMENT AMOUNT
Life Science	
54	\$144M
Information Technology	
119	\$244M
Manufacturing, Automation, & Robotics	
19	\$57M
Other Materials, Energy, & Consumer Services	
18	\$25M
Grand Total	
210	\$470M

JobsOhio is a private non-profit corporation designed to drive job creation & **new capital investment in Ohio.**



SMART CITIES

Smart Columbus

“Ohio has the infrastructure and attitude to facilitate the next wave of entrepreneurship and innovation. This is emphasized by Columbus being selected as the **winner of the Smart Cities Challenge**, among many other signs of an ecosystem on the rise.

RICH LANGDALE

Managing Partner, NCT Ventures

THE BLUEPRINT FOR AN American Smart City

BUILDING A SCALABLE & SUSTAINABLE SMART CITY

Cities around the world are solving challenges and planning for the future through the creation of technology roadmaps that connect people to devices and services that improve their quality of life. These massive and unprecedented projects pose the question: How does a connected city operate? Across Ohio, private-public partnerships are answering this question with initiatives and policies that will improve transportation and healthcare for residents and create new high-paying jobs across the state.

A City of the Future

CREATING SMART COLUMBUS

Seventy-eight cities submitted applications for the 2016 US Department of Transportation Smart City Challenge and competed for a \$50 million award that included \$10 million from Paul Allen and Vulcan Ventures. On June 21, 2016, Smart Columbus was selected as the winner of the Smart City Challenge, setting plans into motion that will transform Columbus into a city of the future. With the assistance of the Columbus Partnership, the Smart Columbus application was strengthened by an initial \$90 million commitment from Central Ohio businesses. Today, that figure has reached \$500 million and growing.

Columbus Partnership & Affiliated Companies

\$500M +

COMMITMENTS IN CENTRAL OHIO

On June 21, 2016, **Smart Columbus** was selected as the **winner** of the Smart City Challenge.



Capital Funding
\$10M
 VULCAN VENTURES,
 PAUL ALLEN

U.S.DOT
\$40M
 CHALLENGE
 AWARD

Smart Columbus & Partners
**ANNOUNCING SEVERAL
 SIGNIFICANT PROJECTS**

- 1 Smart Columbus will build a data foundation with the Integrated Data Exchange (IDE), a platform for centralizing data from smart technologies and community partners.
- 2 The Easton community will test autonomous shuttles for moving employees from the Easton Transit Center to Easton area employers.
- 3 Google's Sidewalk Labs will install 100 Traffic Information Kiosks, and AEP will install 1,275 electric charging stations throughout the city.

The Smart City Impact
ENTREPRENEURS & INVESTORS

Columbus and other Ohio cities are working with entrepreneurs to develop a scalable blueprint for cities to utilize data, applications, and technology to help people and goods move faster, cheaper and more efficiently. As Smart Cities continue to learn how to capture the value of data to enable the sustainability of Smart City infrastructure, opportunities for value generation within the market and for our communities will arise for opportunistic entrepreneurs and investors.

Startups are invited to get involved through hackathons, developer sandboxes, and pilot programs supported by Smart Columbus and other local organizations.



SMART CITY ACCELERATOR

Singularity University, American Electric Power Ohio, and NCT Ventures have announced the formation of the Singularity Smart City Accelerator in Columbus with the purpose of helping foster cities of the future through a unique partnership between cities, corporations, and startups.



**Winning the Smart
 City Challenge will
 transform Columbus
 into a city of the future.**

A photograph of three glass awards, each with a teardrop shape and a faceted base, resting on dark, square pedestals. The awards are arranged in a row, with the middle one slightly forward. The background is a soft, out-of-focus blue.

2016

VentureDinner

“Collaboration is at the heart of **everything we do** to support Ohio’s entrepreneurial ecosystem. When we **work together, anything is possible.**”

FALON DONOHUE

CEO, VentureOhio

VENTUREOHIO'S

Annual Gala

VENTUREOHIO'S ANNUAL GALA BRINGS TOGETHER OHIO'S ENTREPRENEURIAL COMMUNITY.

The event celebrates our region's startup successes to foster an environment of greater collaboration. The 2016 VentureDinner was truly a night to remember. Over 400 investors, entrepreneurs, and community leaders came together to salute the people putting Ohio on

the map, while enjoying an evening of networking, live music, and fun.

Thank you to our sponsors, members, speakers, attendees, and honorees who made September 8, 2016 a huge success.

Seed Stage Company of the Year | Tie
REMESH

Remesh is a platform that uses machine learning to understand and engage groups of people with real-time chat. Remesh's core technology uses

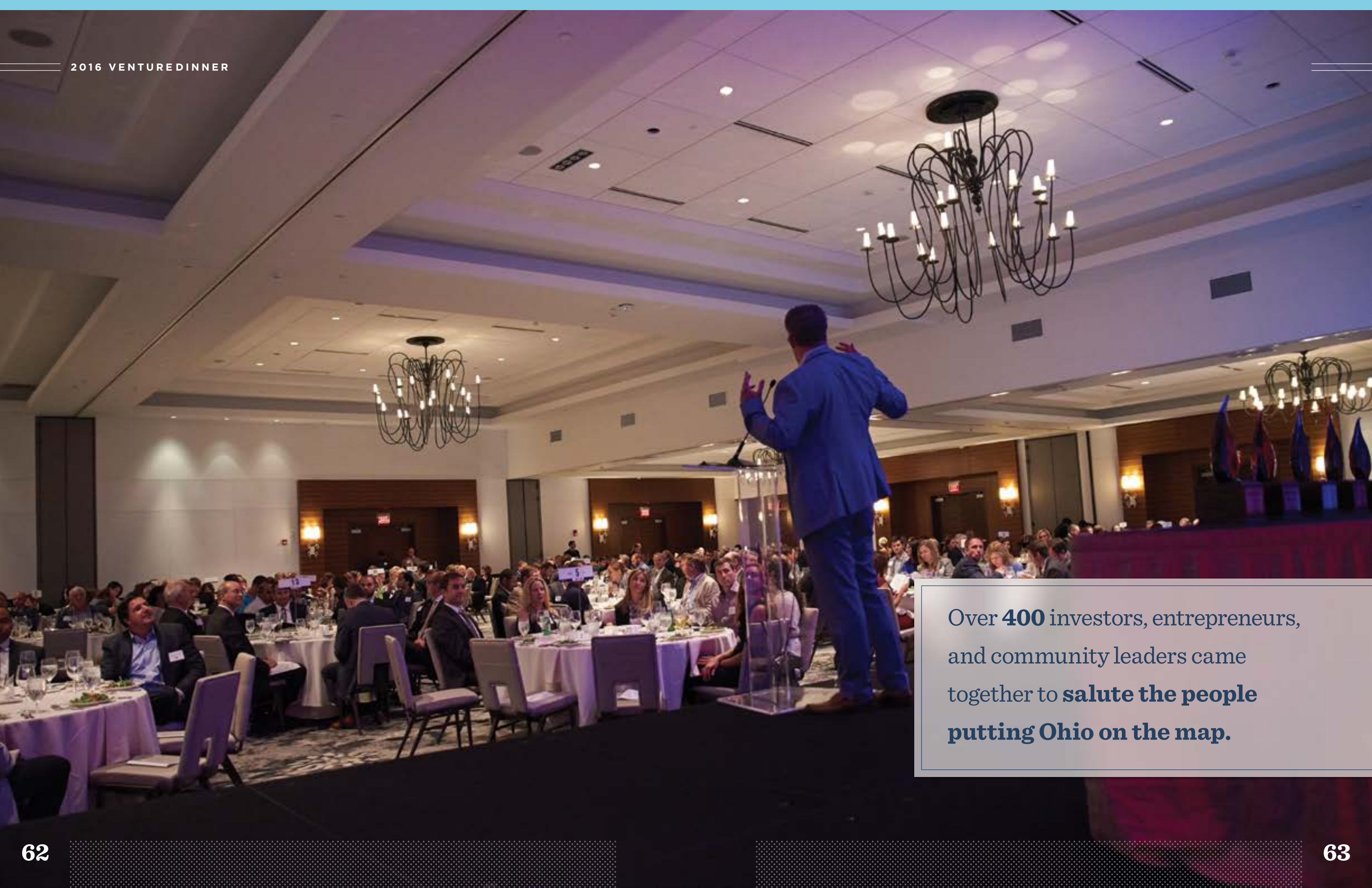
crowd-powered artificial intelligence to gather and distill large sets of data in real-time. Its product leverages this technology to turn the thoughts of a group into a single "intelligence" that marketers chat with.

Seed Stage Company of the Year | Tie
T-PRO SOLUTIONS

T-Pro Solutions provides consumer packaged goods (CPG) manufacturers with a suite of software applications to more efficiently analyze and manage... *Continued on p.64*

The 2016 Gala
was a special night to
celebrate our region's
startup successes.





Over **400** investors, entrepreneurs, and community leaders came together to **salute the people putting Ohio on the map.**

Seed Stage Company of the Year | Tie **T-PRO SOLUTIONS, CONTINUED**

their trade promotion investment in a “Software as a Solution” environment. T-Pro Solutions focuses on predictive analytics and optimization software solutions specific to the CPG industry by bringing together the necessary disparate data sources to analyze and plan their business more efficiently.

Early Stage Company of the Year **CONNXUS**

ConnXus helps small, women, and minority-owned businesses grow by connecting them to Fortune 2000 corporations seeking a competitive edge through supplier diversity. ConnXus makes it easy for companies to locate, evaluate, and engage performance-rated, diversely owned companies across more than 400 spend categories.

Growth Stage Company of the Year **DOMEDIA**

DOmedia is changing the way out-of-home (OOH) media is bought and sold. DO’s cloud based applications connect buyers and sellers to leverage marketplace effects, eliminate labor, and improve reporting and analytics. The largest marketplace for OOH media, DOmedia powers about 10 percent of all US OOH ad campaigns.

Exit of the Year **ASSUREX HEALTH**

Assurex Health is an informatics-based, precision medicine company providing treatment decision support to healthcare providers for behavioral health and chronic pain conditions. Assurex



Health’s proprietary Genesight technology is based on pharmacogenomics—the study of the genetic factors that influence an individual’s response to drug treatments—as well as evidence-based medicine and clinical pharmacology.

Social Impact Award **RYAN FREDERICK**

Ryan Frederick is a Principal at AWH, Columbus Director of Startup Grind, Advisor at Rev1 Ventures, Advocate for i.c.stars|*Columbus, Co-Founder of BLK HACK, and leader at ProductCamp Columbus. Ryan is a dedicated and tireless advocate for the growth and success of the Ohio entrepreneurial ecosystem.

Entrepreneur of the Year **DON WRIGHT, ASSUREX HEALTH**

As Executive Vice President and Chief Operating Officer, Don Wright spent the greater part of the past decade growing Assurex Health from a fantastic and much needed technology—invented at Cincinnati Children’s Hospital Medical Center and Mayo Clinic—to a company of over 480 employees serving almost 400,000 people with mental health conditions.

**Thank You! The
2016 VentureDinner
was truly a night
to remember.**



2016

Recent Exits

“It’s hard to overestimate the importance of an exit like CoverMyMeds for **Ohio**—not just because of the financial returns for investors, or the signal it sends to the coasts, but because of the way it will inspire the next group of homegrown entrepreneurs to **think bigger and shoot for world-class outcomes.**”

RAY LEACH
CEO, JumpStart Inc.



COVERMYMEDS ACQUIRED BY MCKESSON FOR \$1.1 BILLION, SETS SIGHTS ON EVEN LARGER FUTURE.

The region's largest tech acquisition in decades is a major milestone for tech entrepreneurship in Ohio. In early 2017, San Francisco-based McKesson Corporation announced an agreement to acquire Columbus-based CoverMyMeds for \$1.1 billion, and an additional \$270 million contingent upon performance over the next two years.

According to the company, the acquisition strengthens McKesson's technological offerings to its clients and expands its health IT holdings. McKesson, which ranks 5th on the FORTUNE 500, is a healthcare services and information technology company dedicated to making the business of healthcare run better.

Automated Prior Authorization Software

HELPING PATIENTS GET THE MEDICATION THEY NEED TO LIVE HEALTHY LIVES

Founded in 2008 on the mission of helping patients get the medication they need to live healthy lives, CoverMyMeds is a leading electronic prior authorization platform in the healthcare industry. The company's software suite automates the medication prior authorization process for more than 500 electronic health records (EHR) systems, 49,000 pharmacies, 700,000 providers, and most health plans and PBMs in the U.S. By bringing the traditional paper and fax process of prior authorization into an electronic, real-time workflow, CoverMyMeds ensures patients receive appropriate access to medications. This helps customers avoid billions of dollars each year in administrative waste and avoidable medical spending caused by prescription abandonment.

To date, we've **helped more than 50 million patients** get the medication they need to be healthy, but our work is just beginning. —MATT SCANTLAND, CEO ”

The CoverMyMeds & McKesson Deal

THE LARGEST TECHNOLOGY ACQUISITION IN OHIO'S HISTORY

The deal between CoverMyMeds and McKesson is the largest technology acquisition in Ohio's history, and a phenomenal outcome for shareholders of both companies. California-based Francisco Partners and Cleveland-based JumpStart were investors in CoverMyMeds, and Cincinnati's SaaS Capital provided convertible debt financing. In addition to capital investments, CoverMyMeds received support from local organizations such as Columbus 2020 and JobsOhio, who provided job creation tax credits.

Upon close of the transaction, CoverMyMeds will be run as an independent business unit within McKesson, operating in their existing Cleveland and Columbus office spaces. Matt Scantland will remain in his role as CEO, along with the existing leadership team. The company will retain their employees, mission, culture, and brand.

Future growth was the basis for this deal, according to Scantland, who indicated the company will double down on their mission of helping patients get the medication they need to live healthy lives through continued focus on electronic prior authorization and new innovations.

"To date, we've helped more than 50 million patients get the medication they need to be healthy, but our work is just beginning," commented Scantland. "Each year, nearly 75 million prescriptions are abandoned as a result of the PA process, and millions more patients experience delayed treatment. There is enormous opportunity to grow our core business by working

with customers to solve this problem by bringing all prior authorizations into the ePA workflow. Our growth means that we'll help nearly as many new patients this year as have benefited from our service since we started the company."

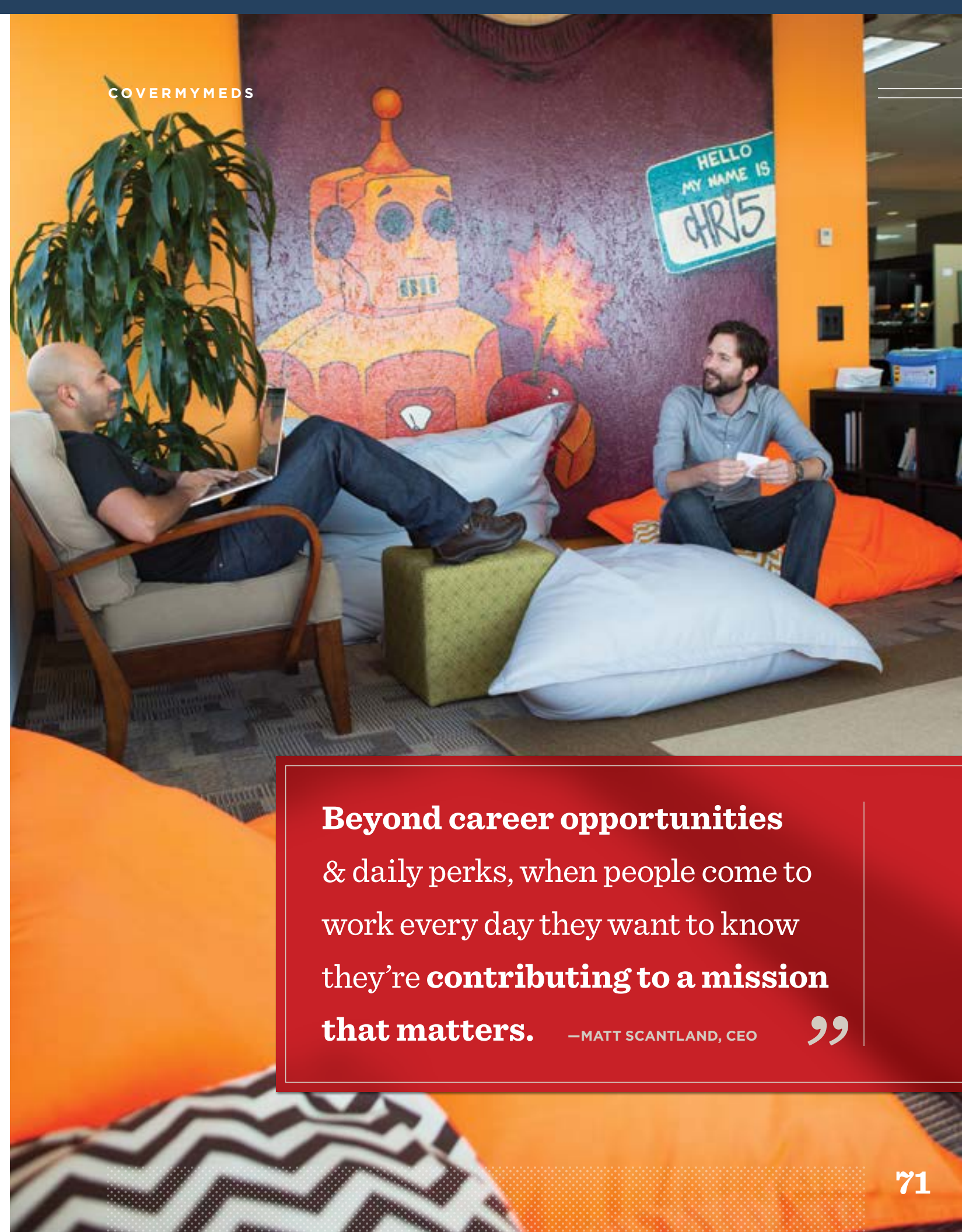
The company plans to continue its aggressive hiring plans this year between Cleveland and Columbus, along with remote team members. In addition to growth of the company, CoverMyMeds will maintain its focus on being the best place to work in Ohio. This means continued efforts on creating incredible growth opportunities for employees to build their careers, competitive compensation, and perks that are unmatched in the community. CoverMyMeds will maintain investments in signature employee programs like CoverMyQuest, an annual mini-grant that helps employees achieve their dreams—whether philanthropic or life-goal oriented.

A Great Place to Work

EXISTING EMPLOYEE BENEFITS

- 1 Leadership Training Program
- 2 In-House Culinary Staff
- 3 Personal Trainer
- 4 Paid Health Benefits
- 5 Community Engagement Opportunities

The company was recently named one of the top 50 places to work in the nation... *Continued on p.72*



**Beyond career opportunities
& daily perks, when people come to
work every day they want to know
they're contributing to a mission
that matters.** —MATT SCANTLAND, CEO

by Glassdoor, and is annually named a best place to work in Columbus.

“Beyond career opportunities and daily perks, when people come to work every day they want to know they’re contributing to a mission that matters,” said Scantland. “Our staff directly improves the lives of physicians, nurses, pharmacists, and patients every day—whether through the software they build or the support they provide that helps a clinician navigate the PA process. Our deal with McKesson will allow our staff to have an even larger impact on our mission while solving an enormous problem in the healthcare industry.”

Targeting Prior Authorization

A COMPANY FOUNDED TO CREATE ACCESS FOR PATIENTS

By targeting prior authorization—which enables healthcare providers to verify a patient’s prescription needs through his or her insurer—the company has improved the healthcare experience for nearly 400,000 prescribers and pharmacists, making it easier for patients to access the medications they are prescribed.

CoverMyMeds is proof that being located in Ohio can be a boon for a startup’s path to success. CoverMyMeds has turned many heads because



of its purpose-driven, socially-conscious growth—and their mindset has found a loving home in the Midwest. That community loyalty has helped the company stick in investors’ minds.

As Scantland said, “Our investors on the west coast loved that we are in Columbus. Out of every investor we talked to, not a single one thought we should move. Serious people know it’s possible to build a great company anywhere. Our success so far is another proof point for the strength of the Midwest, and we’re not done yet.”

Our success so far is
another **proof point**
for the strength
of the Midwest,
& we’re not done yet.



VISA ACQUIRES CARDINALCOMMERCE AND ENHANCES SECURITY FOR GLOBAL DIGITAL COMMERCE.

In December 2016, Visa announced its acquisition of Mentor-based CardinalCommerce, an e-commerce payment authentication leader. The acquisition will enable Visa's global clients and partners to accelerate, scale, and secure digital commerce as payments expand to include billions of connected endpoints.

CEO Michael Keresman told us: "The founding team had a vision and a dream that authentication was going to be important enough to build a business or an industry." They believed that authentication was directly applicable to payments, where they saw the biggest industry need. Banks needed to authenticate payments on e-commerce platforms, which presented itself as a major market opportunity for their team to pursue.

Playing an Integral Role

OHIO RESOURCES ENABLED SCALING

Ohio resources played an integral role in successfully scaling CardinalCommerce to exit. Throughout their early growth stages, CardinalCommerce sought local professional capital. Later, as the company continued to grow, they received a \$600,000 grant from the State of Ohio to update their facilities. With funding from the state, CardinalCommerce built a safer, more modern workspace to increase employee productivity and lifestyle, which Keresman believes was a positive attribute when Visa began to consider them as an acquisition target.

From the beginning, Keresman leveraged Ohio resources and talent to CardinalCommerce's advantage, uniquely... *Continued on p.76*



The founding team had a vision and a dream that authentication was going to be important enough to build a business or an industry.

—MICHAEL KERESMAN, CEO

”



RECENT EXITS

positioning the company for success. Hailing from Cleveland, the CardinalCommerce team believes that Ohio is an attractive place for entrepreneurs to build companies. According to Keresman,

One of the things Visa was attracted to was the **abundance of talent, reasonable cost of doing business, and the unique opportunity to retain employees.** ”

—MICHAEL KERESMAN

“The Midwestern workforce has unique flavors of loyalty and stability that sets it apart from other regions.”

An Embodiment of Strength

OHIO ENABLES GROWING COMPANIES TO SUCCEED

The CardinalCommerce story embodies the Ohio strengths that enable growing companies to succeed: a loyal talent pool, support from state and local government, and sustainable growth that creates attractive acquisition prospects. When asked what recommendations Keresman has for other entrepreneurs in the state, he advised: “Focus on customers. Don’t fall into the trap of trying to scale too quickly, and utilize your local government resources. They’re here to help.”

CARDINAL COMMERCE



The Midwestern workforce has **unique flavors of loyalty and stability that sets it apart from other regions.** ”

—MICHAEL KERESMAN, CEO



THE PEOPLE-FIRST MANTRA AND MISSION HAS GUIDED ASSUREX HEALTH THROUGH THEIR SUCCESSFUL JOURNEY TO EXIT.

From hiring team members with Midwestern values to solving every challenge with patients in mind, the “people first” mantra and mission has guided Assurex Health through their successful journey to exit.

Founded in 2006 in Mason, Ohio, Assurex Health is a personalized medicine company that specializes in pharmacogenomics. The company is dedicated to helping healthcare providers get the genetic information they need to determine the right medication for individual patients suffering from neuropsychiatric and other medical conditions.

Fostering Partnership

AN INTEGRAL ROLE IN TECHNOLOGY DEVELOPMENT

From an early stage, Assurex built strong partnerships with industry and community stakeholders. Cincinnati Children’s Hospital, a globally-ranked pediatric hospital, invested in every stage of Assurex’s financing and played an integral role in the development of Assurex’s technology, along with the world-renowned Mayo Clinic. In addition to providing strategic support, the two organizations were Assurex’s fourth and fifth largest investors. Assurex also has strong relationships with universities, angel groups, and funds across the state. Noting universities in the Ohio region as “world class,” the company cited strong partnerships with the genetics and... *Continued on p.80*

The region is better prepared than ever to attract, incubate, & launch smart new companies. We have a startup ecosystem that is taking shape.

—DON WRIGHT, FOUNDER ASSUREX HEALTH

”



psychiatric departments at The Ohio State University, generating shared success in the academic and research communities.

Leveraging Ohio Work Ethic & Values **CULTURE IS KEY**

Holding true to the company's mission, Assurex built its team and culture by leveraging Ohio work ethic and values to create a successful organization. According to CEO Gina Drosos, "Assurex has depended on top-flight talent across a number of disciplines, from software developers to geneticists. The diverse pool of graduates from Ohio's universities has enabled us to fill many roles with local and regional talent. When it was

necessary to recruit employees with specialized expertise from outside the area, Ohio's many benefits helped us to convince key recruits to move to Ohio."

Successful private-public partnerships played an important role in Assurex's successful path to exit. Realizing that access to a thriving ecosystem is often a challenge for young companies, The City of Mason provided the company with access to office space and energy subsidies to keep their overhead costs low, and frequently brought health officials and industry leading speakers to address the company as a value-add to the Assurex employees. Programs like this have helped Assurex grow and focus on its employees: a major facet

of its "People-First" approach. JobsOhio also contributed to the success of Assurex, providing critical growth financing through its JobsOhio Loan Program.

Affordable Cost-Structure & Talent Access

STRENGTH FROM A REGIONAL ECOSYSTEM

Myriad Genetics acquired Assurex Health in the middle of 2016 for \$225 million with up to \$185 million still achievable in revenue and growth milestones. The company accredits much of its growth and successful exit to the strength of its regional ecosystem. "Access to talent, an affordable cost structure and the strength of the Cincinnati startup ecosystem are all key reasons we have chosen to stay in Ohio. These same attributes led our new parent, Myriad Genetics, to commit to keeping Assurex Health in Ohio."

Success in Numbers

PEOPLE MATTER

According to Drosos, Assurex's success consistently goes back to the growth of its people, and their connection to the mission of the company. The organization is a perfect example of how successful an Ohio company can be when applying the assets the state has to offer to achieve a mission and goal. "Throughout the company's history, the commitment to our mission has driven us to achieve success and has carried us through every challenge we encountered. It is the key reason we have been able to assemble such a talented team. For a growth company, there is nothing more powerful than a talented team pursuing a mission worth fighting for."



**There is nothing
more powerful
than a talented team
pursuing a mission
worth fighting for.**

RECENT Exits

\$1.1B

COVERMYMEDS

Acquired by McKesson for \$1.1B—potential of up to \$1.4B

\$173.6M

MEDPACE, INC.

IPO, initial value set at \$150M, later publicized at \$173.6M

\$80M

NAVIDEA BIOPHARMACEUTICALS

Product acquisition—Lymphoseek acquired by Cardinal Health for \$80M cash and up to \$310M

\$13.5M

NORTH AMERICAN SCIENCE ASSOCIATES (NAMSA)

NAMSA's Sterility Assurance Products Division, acquired by Cantel Medical Corporation/Crosstex

\$1.15M

HEALTHSPOT, LLC

Liquidation of IP assets, initial reports of \$1M sale, final bid was \$1.15M by Rite Aid Corp

\$225M

ASSUREX HEALTH, INC.

Acquired by Myriad Genetics, Inc.—potential for \$185M more with milestones

\$150M

EXACTCARE PHARMACY

Acquired by Nautic Partners—including a recapitalization of \$150M

\$13.8M

INVACARE PROFESSIONAL MEDICAL IMPORTS DIVISION

Acquired by Compass Health Brands

\$10.25M

APTERYX, INC.

Acquired by LED Dental of Atlanta, GA

STERIS CORPORATION

Divestment of Applied Infection Control (AIC) business to SC Johnson of Racine, WI.*

ARTERIOCYTE

Acquired by Isto Holdings, Cleveland*

CARDINAL COMMERCE

Acquired by Visa, Cleveland*

CINCINNATI SUB-ZERO PRODUCTS, INC.

Acquired by Gentherm*

CLINICAL RM

Acquired by ICON of Dublin, Ireland*

DUET HEALTH, LLC

Acquired by MedData (a subsidiary of Mednax)*

ENVIROFLIGHT, LLC

Acquired by Intrexon Corporation*

HEALTH DATA INTELLIGENCE

Acquired by Trendshift, Columbus*

HUMAN ARC (CENTAURI HEALTH SOLUTIONS)

Acquired by Centauri Health Solutions*

HYGENIC CORPORATION (PATTERSON MEDICAL)

Performance Health acquired by Patterson Medical*

PERFORMANCE HEALTH

Acquired by Patterson Medical, Cleveland*

RENEW

Acquired by Marlin Equity Partners, Cincinnati*

SKINNYMOM

Acquired by Womanista, Cincinnati*

THINKVINE

Acquired by Ignite Technologies, Columbus*

VENTUREHIGHWAY

Acquired by Stratesphere, Columbus*

The CoverMyMeds aquisition is a **major milestone** for tech entrepreneurship in OH.

*Undisclosed Amount

THE WATCHLIST

Promising Ohio Companies

THE VENTUREREPORT HIGHLIGHTS PROMISING COMPANIES FROM AROUND THE STATE EACH YEAR. THIS SNAPSHOT HIGHLIGHTS THE CALIBER OF ENTREPRENEURSHIP, TECHNOLOGY, AND GROWTH POTENTIAL OF STARTUPS IN OHIO.

Interested in meeting the teams? Reach out to us at
info@ventureohio.org

OROS



OROS IS A MATERIAL SCIENCE AND E-COMMERCE APPAREL COMPANY THAT USES A FORM OF AEROGEL, THE MATERIAL NASA USED TO INSULATE SPACE SHUTTLES & MARS ROVERS.

The aerogel is used to design apparel made to withstand freezing temperatures without the bulk. The company was founded by Michael Markesbery and Rithvik Venna during their time at Miami University working with Miami's Institute for Entrepreneurship.

A graduate of the Brandery accelerator and located in Cincinnati, Ohio, OROS was launched in 2015 with a Kickstarter campaign to create the prototype Lukla Jacket. The company tripled its funding goal and raised over \$300,000. The company then launched a campaign in March 2016, raising over \$360,000 with 1,213 backers for the OROS Orion Series.

Partners from NCT Ventures met the OROS founders at Brandery Demo Day and led a \$1.2 million seed round in the company shortly thereafter. Since raising financing, OROS grew revenue over 250% in 2016 and is on track to grow another 250% in 2017. In addition to direct to consumer sales, OROS has begun licensing its "Solarcore" technology to retail companies and is on the path to revolutionizing insulation across several different verticals.

Year Founded

2013

Employees

11

Capital Raised

\$2M

Investors

**NCT VENTURES
& FENGSHION CAPITAL**

Year Founded
2015
Employees
20
Capital Raised
UD*

Investors

**DRIVE CAPITAL &
SILICON VALLEY BANK**



COMPANIES TO WATCH | ROOT

ROOT

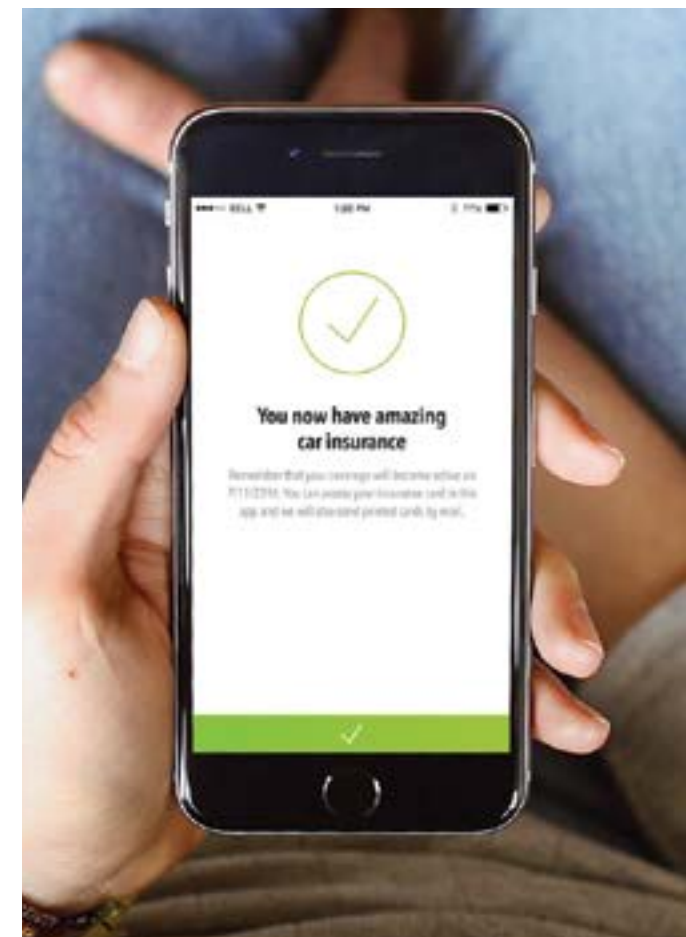
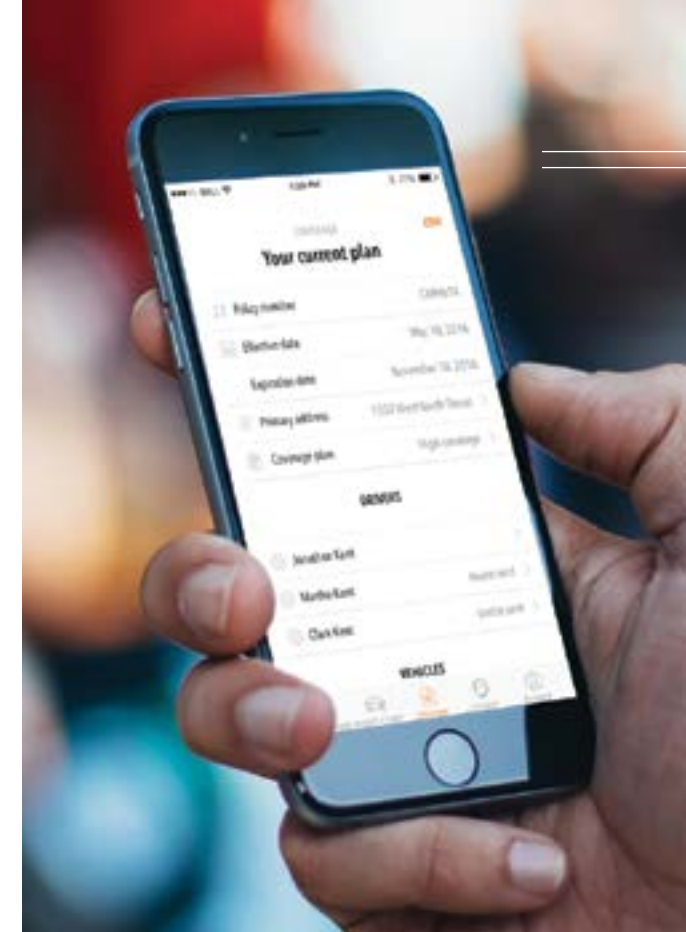
ROOT IS THE FIRST INSURANCE COMPANY FOUNDED ON THE PRINCIPLE OF FUNDAMENTAL FAIRNESS.

Root creates personalized products that give good drivers the protection they deserve. The company leverages data science to separate the performance of good drivers versus bad drivers, and rewards good drivers with the best rates. The product employs mobile devices to collect data for its unique predictive analytics model, and is the foundation for the company's entirely new insurance platform.

Through the mobile app, Root examines real-world driving data like mileage, routes, and speed to determine precisely how safe drivers are. To accurately determine a quote, Root runs ambient driving data against predictive algorithms to determine a specific level of risk. It considers hundreds of factors, such as mileage driven, hard-braking, dangerous routes, driving regularity, time of day, and much more.

Root is headquartered in Columbus, Ohio. The company is an official carrier licensed by the Ohio Department of Insurance, a member of the Ohio Guarantee Fund, and backed by the largest reinsurance company in the world. Root is partnered with local investor Drive Capital, and completed its Series A funding in 2016.

*Undisclosed Amount





PRIORAUTHNOW SET AN INTENTION TO SOLVE THE COMPLEX AND CONFUSING PRIOR AUTHORIZATION ISSUE WITHIN HEALTHCARE.

Founded by Joe Anstine and Dr. Amol Arora—they set an intention to solve the complex and confusing prior authorization issue within healthcare. To accomplish this audacious goal, PriorAuthNow built software that works with EHRs and connects with all insurance companies making it the fastest, most economical way to submit, monitor, and complete prior authorizations.

Currently, the prior authorization process is a manual and fragmented process that costs both providers and payers tremendous amounts of time and money. PriorAuthNow aims to streamline this issue by automating a significant portion of the manual processes. The modern workflow of PriorAuthNow creates transparency and alignment throughout the entire process, enabling everyone to speak the same language and facilitate more efficient collaboration between providers and payers.

With the healthcare industry suffering from information overflow, creating a universal prior authorization platform was easier said than done. Thanks to hiring the right people and building a culture that encourages transparency, collaboration and hard work, PriorAuthNow has built a product

that the entire healthcare industry is beginning to notice. Within the company's first year, they have acquired an impressive list of customers that include physician practices, hospitals, and health systems in Ohio, Maryland, DC, Louisiana, Tennessee, California, Michigan, and Texas with more on the way.

Additionally, the team has tripled in size in just six months and has plans to hire another 50+ people within the next year to keep pace with rapidly growing demand. Based in Columbus, Ohio.

Year Founded

2015

Employees

23

Capital Raised

\$5M

PRIOR AUTH NOW



Investors

**OHIOHEALTH, REV1 VENTURES,
NCT VENTURES, DETROIT
VENTURE PARTNERS**



STREAMLINK SOFTWARE PROVIDES A HIGH-VALUE, AFFORDABLE GRANT MANAGEMENT SOFTWARE SOLUTION CALLED AMPLIFUND FOR CLIENTS ACROSS THE WORLD.

AmpliFund standardizes complex tasks, helping organizations increase efficiency, ensure compliance, and secure additional revenue. AmpliFund helps nonprofit and public sector institutions better serve their communities by maximizing the value of every dollar received. The company is a member of Data Coalition, an open-data advocacy organization, resulting in better understandings of federal processes, policies, and impact.

The StreamLink Software leadership team members are subject matter experts in the industry, and frequent speakers at local and national events on the topics of grant management, data transparency, and compliance. Recent appearances have included Data Transparency 2016, National Association of State Auditors Comptrollers and Treasurers (NASACT) Annual Conference, International City/County Management Association (ICMA) Annual Conference, National Grants Management Association (NGMA) Annual Conference, Grant

Professionals Association (GPA) Annual Conference, and the DATA Act Summit. In choosing AmpliFund, organizations gain more than just a technology provider; they gain a strategic partner equipped to help navigate both current and future grant management legislation and trends.

StreamLink Software Founder and CEO, Adam Roth, struggled with the management of his grants as an Executive Director of a large nonprofit organization. The lack of a comprehensive, cost-effective solution that allowed an organization to manage all grant functions was the catalyst to Adam's creation of StreamLink Software and the Grants Management solution, AmpliFund. Today, AmpliFund is used by hundreds of organizations for all of their grant management needs. StreamLink Software has raised \$14.4 million to date, and has received investment from venture capitalists across the nation.

Investors

JUMPSTART INC., SILICON VALLEY BANK, FIRST ANALYSIS, NORTH COAST ANGEL FUND, NORTH COAST VENTURE FUND, HYDE PARK VENTURE PARTNERS, HYDE PARK ANGELS, BLU VENTURE INVESTORS

STREAMLINK

Year Founded

2008

Employees

44

Capital Raised

\$14.4M



Investors

**DRAPER TRIANGLE VENTURES,
OHIO INNOVATION FUND,
JUMPSTART INC, REV1 VENTURES,
TRDT, LLC**

WIRETAP



WIRETAP ENABLES COMPANIES TO MONITOR ENTERPRISE SOCIAL NETWORKS SAFELY & ENCOURAGE COLLABORATION.

Enterprise social networks (ESNs) like Yammer®, Workplace by Facebook and Slack are changing the way people share information and collaborate at work. Organizations that are deploying or planning to deploy ESNs realize the significant benefits that come with broad adoption. However, increasing adoption while mitigating risk can be a challenge, as many ESNs house a myriad of data that can be difficult to discover or track, like private messages and files.

Wiretap solves this challenge and helps organizations grow their enterprise social networks by monitoring and securing against issues such as intellectual property leaks, HR policy violations, insider threats, confidential data leaks, compliance issues and external sharing risks. Wiretap encourages positive collaboration by monitoring files and conversations, as well as blocking files or content that might put an organization at risk. Because enterprise collaboration impacts the entire organization, Wiretap addresses the needs of CIOs,

*Source: MarketsandMarkets

Year Founded

2014

Employees

15

Capital Raised

\$4.85M

CISOs, HR, Legal and Compliance, and Enterprise Collaboration professionals to provide insight into who is sharing, what they are sharing, and where information is being shared.

With the enterprise collaboration market poised to grow to \$49.51 Billion by 2021,* Wiretap is addressing a significant need in the market. Founded in 2014 and based in Columbus, Ohio, Wiretap has already developed an impressive customer list, including several global Fortune 500 clients.



A PIONEER IN WIRELESS POWER FOR THE INTERNET OF THINGS (IOT).

Launched by Irove Venture Partners and Providence Holdings—a spinout of The Ohio State University aimed at delivering the freedom of wireless power.

Today's electronic devices, including the rapid growing internet of things (IoT), are designed for untethered connectivity. Battery life, adversely, constrains performance and ultimately limits functional freedom. Nikola is addressing this problem by providing state-of-the-art radio frequency to direct current (RF to DC) wireless power solutions for 21st century electronic devices.

The idea of wireless power has been in the public consciousness for more than a century, but with the passing of Nikola Tesla, the most prominent mind behind the vision, progress slowed. Today, Nikola Labs is leading a resurgence. What has long been considered science fiction is now at our fingertips. With the introduction of INDRA, a compact and efficient radio frequency (RF) to direct current (DC) receiver chip, Nikola Labs is bringing wireless power from laboratory curiosity to commercial reality. Combined with an effective transmitter and receiving antenna, this tiny (5mm x 5mm x 1mm) chip enables devices to energize, operate, and recharge—all without wires or changing batteries. Applications of this revolutionary technology include perpetually powered beacons, high performance sensors, long read range tags and a more robust internet of things.

Nikola Labs works closely with customers to develop solutions that enhance the user experience,

reduce installation cost, eliminate maintenance, and otherwise improve product offerings.

Investors & Partnerships

IKOVE CAPITAL, PROVIDENCE HOLDINGS, PROTON EXPEDITIONS, LOUD CAPITAL, ANGEL INVESTORS, THE OHIO STATE UNIVERSITY, SKYWORKS SOLUTIONS, TEXAS INSTRUMENTS

Year Founded

2014

Employees

8

Capital Raised

\$2M



REDUCE CYBER-RISK BY KNOWING THE LOCATION OF YOUR MOST SENSITIVE DATA.

Cleveland-based Heureka Software's patent-pending solution provides the ability for organizations to identify sensitive, risky information at rest and provides tools to take action to protect it, eliminate redundant, obsolete, or trivial data. The platform allows customers to increase their business' resilience to cyber threats, while dramatically reducing operating expenses associated with governance, risk, compliance, and litigation activities.

According to Gartner, 80% of electronically stored data in any business is located in unstructured files (email, spreadsheets, memos, presentations, etc.). This unstructured data is present across all endpoints including desktop computers, laptops, and file servers, often containing confidential, strategic, and sensitive information. The problem is compounded as the volume of data grows 63% annually. Enterprises operate without locational awareness of sensitive, valuable, and strategic information stored on endpoints. The risks associated with this opacity are tremendous and not knowing where sensitive information is stored is no longer an option.

Heureka's experience evolved from providing forensic eDiscovery services where the over-collection of electronically stored information drove up the cost of litigation support services. The company focused on eliminating over-collection and then pivoted

to provide a broader range of services to support the growing information governance needs of large organizations. Heureka's API services provide an easy path to integrate with existing enterprise products and workflows.

Investors

JUMPSTART & ANGEL INVESTORS

Year Founded

2014

Employees

10

Capital Raised

\$1M



We're proud to partner with the Ohio Third Frontier and
13 Northeast Ohio entrepreneurial support organizations.

Together, we've helped more than **1,000** companies
create **10,000** total jobs and generate more than
\$4.5B in cumulative economic impact for the state of Ohio.

Now, We're Investing In Ohio Even More.

Evergreen Fund
\$10M Seed Stage Fund
Northeast Ohio

NEXT Fund
\$20M Series A Fund
Statewide

Focus Fund
\$10M Seed Stage Fund
Statewide

5

4

3

★2

B

LIFTING VISIONARY TECHNOLOGY

We connect cohorts of scientists and inventors who have scalable technology to the resources and partners in a collaborative space that can help them grow further faster.

18
growth
companies

150K
square
feet

\$121M
venture
capital

450+
jobs

3
exits



CITY OF **MASON** OHIO
more than you imagine.

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 Cleveland Clinic

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 BioEnterprise

 rev1ventures
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LIFE SCIENCE VENTURES

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VORYS
Legal Counsel

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ADVANTAGE
CAPITAL
PARTNERS

 BARNES &
THORNBURG LLP

RIVER
SAAS
CAPITAL

DOC HALO®
The Clinical Communication Company

THOMPSON
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CAPITAL FUND
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 Ohio Innovation Fund

TechGROWTH Ohio
Ohio | Third Frontier

 NORTH COAST
Angel
FUND

 QUEEN CITY
ANGELS
PROVIDE'S INSPIRED & INNOVATIVE

you're holding our work.

Want to make your print, marketing, and digital materials shine like the 2017 VentureReport? You've worked hard to get where you are, now let us help you take it further.

ZoCo Design is a local digital and brand strategy firm. We specialize in creating fresh, effective design solutions—from print to digital, brand to campaign, big or small—we are your ally throughout the process. As a sponsor of the VentureReport and the Ohio startup community, we are proud to partner with VentureOhio to bring recognition to all the great progress happening in our entrepreneurial ecosystem.

Thank you to VentureOhio for allowing us to help tell Ohio's story.

THANK YOU

VentureOhio appreciates the support of its members—each playing an integral part in the health of the entrepreneurial ecosystem.



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