

TECH XPLO

2020

PITCH | DEMO | CONNECT

WELCOME TO TECH-XPO 2020 30 JUNE

Thank you for joining us for the first virtual Tech-Xpo showcase. SETsquared Bristol is delighted to present eleven of the best and most disruptive technology ventures from the Global #1 University Business Incubator.

I hope you find our new online experience successful and enjoyable. Where you may miss out on in-person interaction, we see benefits in getting a front row view of every pitch and demo as well as the opportunity to connect with a wider audience.

Tech-Xpo would not be possible without the generous contributions of our sponsors, so I'd like to extend my thanks to [VWV](#) and [Corrigan Accountants](#) for their support. A special welcome to the University of Bristol's [Research and Enterprise](#), our link between the incredible talent and the future entrepreneurs at the University.

In this brochure you will learn more about the companies pitching and exhibiting their technology. We invite you to meet the ventures, see some demos and have some fantastic conversations. Please grab the opportunity to make connections and vote for your favourite pitch in the competition to crown the Tech-Xpo 2020 'Best Elevator Pitch' winner!

[Visit sli.do](#) and enter code xpo20 to vote.

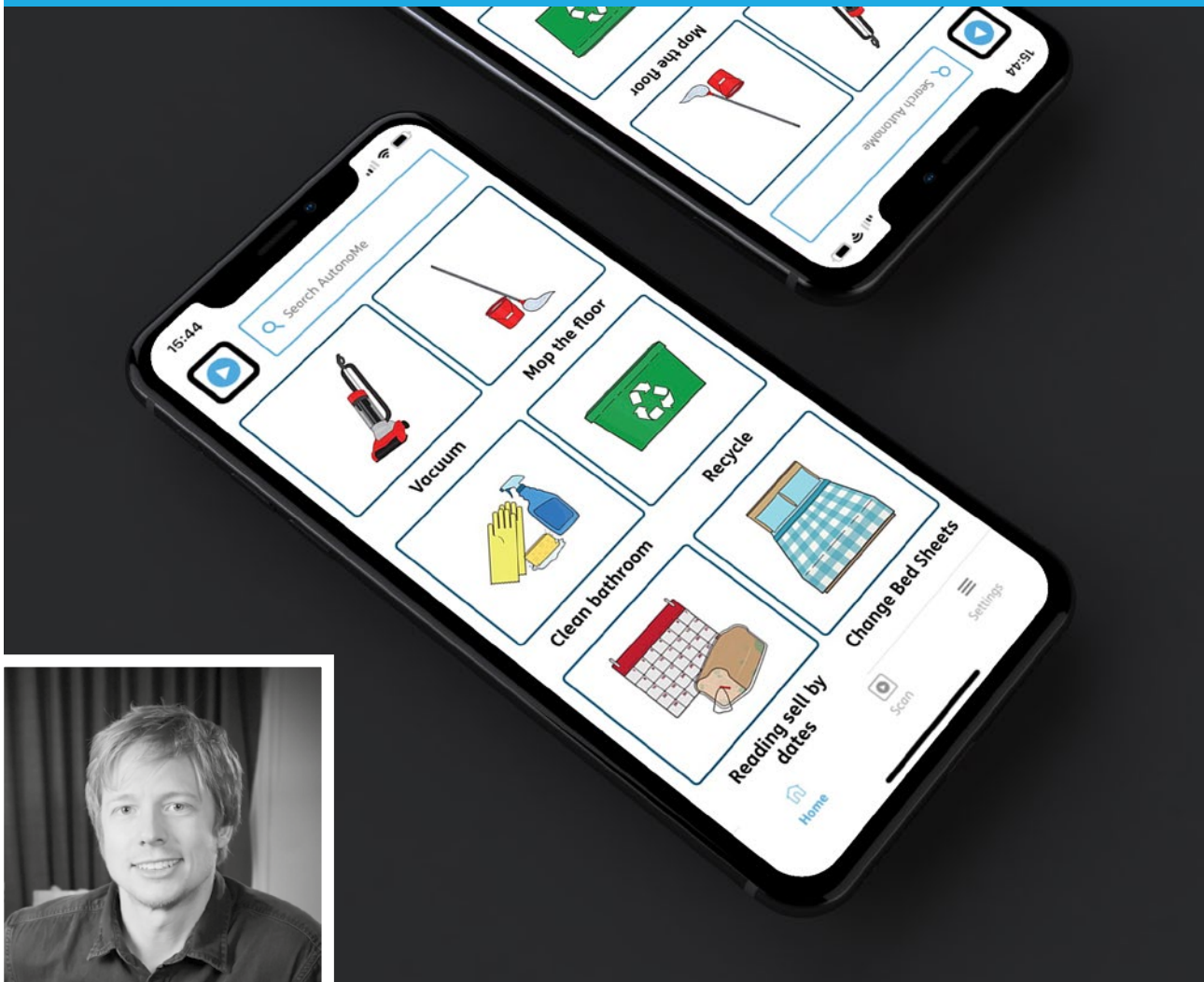
Enjoy!

Steve Edwards

Centre Director, SETsquared Bristol



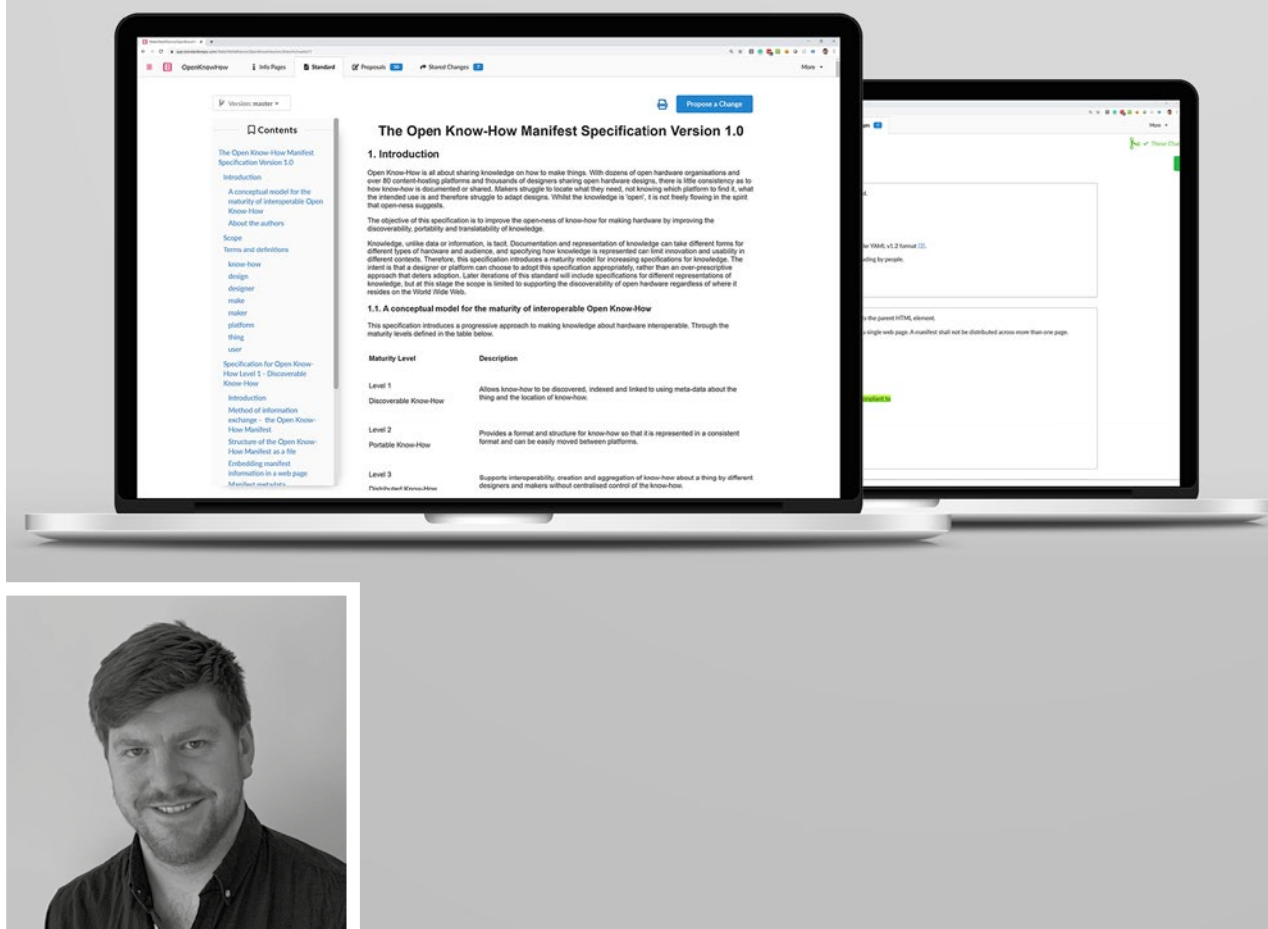
17:00	Main stage – Welcome speeches, sponsor speech, VWV
17:15	Main stage – Elevator Pitch Competition
17:30	Main stage – Audience voting: visit sli.do and enter code xpo20 to vote
17:35	Break
17:40	Expo booths – Pitching companies and sponsors
18:15	Main stage – Best Elevator Pitch award presented by VWV
18:25	Networking area
18:55	Closing remarks
19:00	Event close



AutonoMe combines educational technology with one to one support to improve outcomes for vulnerable people in social care settings.

We currently support over 300 vulnerable people across the UK and have the capacity to support tens of thousands more.

We're seeking introductions to people and organisations working in the social care sector such as Local Governments, care providers, housing associations, mental health providers and more.



Collaborating on documents with more than five people can get painful and leave teams in a mess.

Barbal is cloud software for reviewing and iterating technical docs like contracts, specifications and policies, with less pain and more control. Under the hood, we apply approaches used by software development teams for managing source code, but in a way that is intuitive for everyone.

Barbal integrates document editing with approvals and version control which means that separate changes can be developed and approved independently, whilst preserving full records and the ability to compare any two drafts to make sure nothing slips through the gaps.

After founding in 2018 and gaining traction in the construction, legal and international standards sectors, we are now focusing on applications for commercial law.

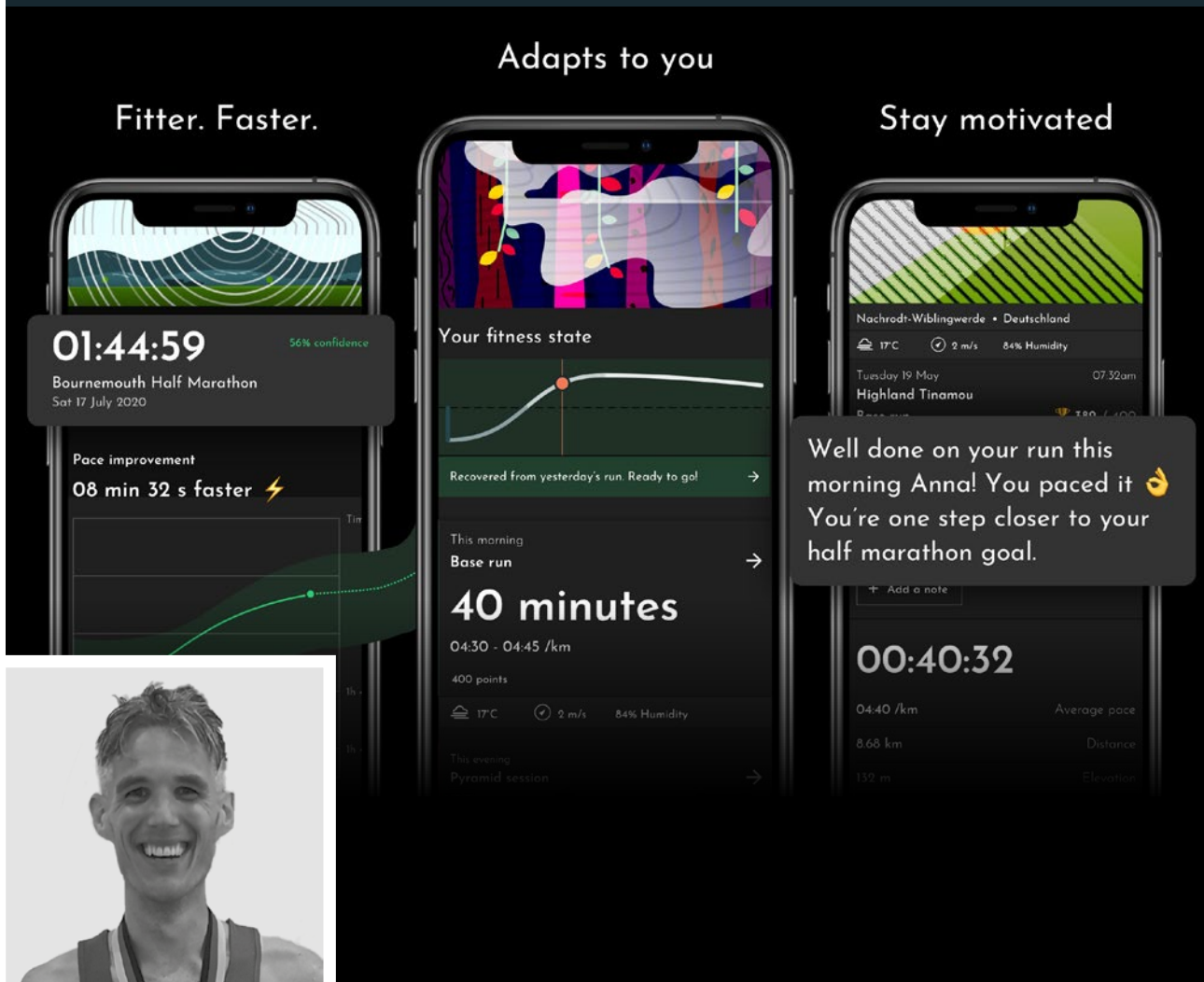
We are looking for firms to partner with in our early adopter programme. Please send us one of your precedents so that we can demonstrate how Barbal can help you save time and money.



Bristol Pound CIC has been running the city's local currency for 8 years. We spent much of 2019 reviewing what we have achieved to date, and re-imagining a financial intervention for the new decade to make our economy greener, fairer and stronger.

The answer is Bristol Pay - an e-wallet platform making digital money available to everyone, keeping more money within Bristol's economy, and operating a token scheme to engage people and businesses in addressing the city's challenges in line with the One City Plan. Once we've got the new platform launched in Bristol, we want to take it to other regions and create impact at a national or global scale.

At this point we need collaborators and partners. We want people who can help us ensure that the platform is designed to meet the needs of people, businesses and institutions across the city. We want to work with people who can help us explore all the possible use cases for the tokens, so as to maximise their environmental and social impact.



BYRDE

Running, with intelligence



Looking for investment

Byrde is re-imagining running.

It's a difficult activity running - beyond the obvious of sweating and getting out of breath - getting good information about how to improve is hard. As runners we know the best way to progress is with a stimulating training plan, but it's only useful if we stick to it.

Using applied AI, Byrde creates an adaptive training plan for each runner that changes and updates as the individual progresses. It lets the runner know how far they can run, how far they can push themselves and when they can enjoy the deserved rest days.

Byrde reinforces the progress the runner is making through accessible and positive visual design language allowing them to stay motivated and have the confidence to reach their goals in a healthy way.

We're built by runners because the 200 million of us running globally are under-served by the tech currently on offer.

We're keen to meet with investors who are interested in working collaboratively to bring Byrde to market.



elvie

Elvie is bringing women's technology out of the dark ages. We develop smarter technology for women and are committed to building extraordinary products that improve women's lives

With 2 multi-award winning products (including CES innovation Award, IDA Design Award, Red Dot and exhibited at the London Design museum).

Our first product, **Elvie Trainer**, is an app connected trainer that helps women strengthen the pelvic floor via fun, five-minute workouts.

Our second innovation: **Elvie Pump**, the world's first silent wearable breast pump, is making it possible for new mothers to pump anytime, anywhere.

In April 2019, Elvie announced a \$42 million Series B, the largest ever fundraising in femtech. This new round of financing is accelerating Elvie's research and development efforts, as well as help grow brand awareness and distribution.

Founded by Tania Boler (CEO) in 2013, Elvie has built a world class team which had a phenomenal expansion in 2019 growing from 30 to almost 100 people, launching their products across the world and opening offices in Shanghai and New York.

Elvie is now investing into new product development for 2020 and we recently opened an R&D facility in Bristol. We are looking for skilled, curious individuals who want to grow by surrounding themselves with a diverse array of passionate and smart people.



GenomeKey 
Unlocking DNA



Looking for investment

GenomeKey reduces the time taken to determine how to treat sepsis from days, to only hours.

By combining next-gen DNA sequencing with cutting edge machine learning, our low-cost diagnostic rapidly identifies the bacteria and which antibiotics can treat it. This saves lives, saves money, and saves our last antibiotics for when we really need them.

This impacts the NHS in three ways:

- Today's culture-based tests take up to 3 days, at which point 32% of sepsis mortalities have already occurred. GenomeKey's rapid test enables the clinician to confidently put the patient on the right life-saving antibiotic in a matter of hours.
- In hospital labs today, 9 out of 10 blood tests do not identify bacteria, even though bacteria may be present. We can determine when a sample is bacteria-free, enabling the clinician to make evidence-based decisions.

- The NHS is very price sensitive. Our proprietary pipeline enables faster results at a comparative cost to current hospital blood tests.

Sepsis is a growing problem which costs the NHS £2B a year; £200M of this is spent on sepsis blood testing alone. The time is right for new tools.

GenomeKey is raising capital to carry out the R&D and trials required to launch our diagnostic. Come see GenomeKey's technology in action.



Looking for investment

A digital injury management platform for all common musculoskeletal conditions.

Injuries such as back pain have a massive impact on patients, health systems and the workplace. The NHS spends £5 billion every single year treating these conditions and they account for half of all days off work. Almost all can be prevented, managed and recover with good self-management support without the need to use healthcare resource.

getUBetter is an evidence based digital injury management platform for all common musculoskeletal conditions such as; back, neck and knee pain. It is a registered Medical Device and is proven to help patients trust their recovery and prevent over treatment. The platform integrates into local care pathways and is already being adopted by the NHS and occupational health. We can save the NHS £300 million a year for back pain alone.

There is a huge opportunity to scale getUBetter both nationally and internationally as health systems turn to digital first solutions to help the recovery from the Coronavirus pandemic.

We are looking for inspired investment of £1 million in addition to the £1 million already invested by NHS England.



Looking for investment

iletpro is an online property platform, which provides services to landlords and tenants nationwide.

We use an artificial intelligence (AI) chatbot and automated messaging system to remove the language and cultural barriers and minimize the cost. When a landlord communicates with a tenant, we use these three systems:

- Standard Q&A database
- Rules based automatic messaging system
- AI natural language processing chatbot

We estimate that the market share for iletpro cross FOUR English speaking countries and 500,000 properties. The average income per property is £2,400 so, a predicted revenue will be £1.2 billion per year. One of our competitive

edges is that we understand our targeted customers, and we know how we can reach them via marketing channels. We are going to focus on our specific niche and establish a relationship with these targeted customers by building a trusted and high-profile brand.

We are looking to raise £500,000 investment to expand our IT, sales and marketing and customer services teams.



Looking for investment

KETS is protecting the world's most valuable resource 'information and knowledge' from the threat of quantum computing.

We believe that trust should be at the heart of all communication systems. We are developing technology to solve some of the biggest security problems facing some of the largest organisations on the planet by combining the power of quantum encryption technologies with the scalability and practicality of integrated, chip-based quantum photonics. This cutting-edge approach drastically reduces the size, weight, and power (SWaP) requirements of our products, opening-up huge numbers of new applications.

We are initially focused on opportunities in telecommunications to secure control planes and protect communication of customer data, and in data centres to supply secure keys to all users and enable quantum-safe back-up of high value data.

We are launching our Series A fundraise in Summer 2020 are a looking for deep tech investors who want to build the quantum-safe future with us.



Radii Devices

 **Looking for investment**

Intelligent software for faster, more personal fitting of external medical devices.

Medical devices which attach and apply pressure to the skin often do not fit properly to the individual, causing pain and injury. This is seen in prosthetics, where it can take 9 visits to the clinic to achieve a comfortable fit, or in respiratory masks used for PPE, which cause skin damage when worn for long periods.

Radii Devices are making the same technology used to design Formula 1 cars accessible at the point-of-care to improve fitting. We are currently testing our first product, a web-based design software tool for prosthetics and

orthotics, with clinicians in the UK and USA. We will be launching into the market in September to address the needs of the 40 million people worldwide who require prosthetics and orthotics.

Our mission is to reduce time and cost for healthcare providers and increase comfort and quality of life for patients.

We will be opening our late-stage seed funding round later this year and are keen to meet any interested investors.



Zentraxa has identified growing demand across a range of sectors for high performance biomaterials.

This is driven by opportunities for improved product performance, and a desire for more sustainable materials. Using Zentraxa's proprietary system, Zentide, we are developing products to meet this expanding demand.

Zentraxa's lead material is a unique adhesive with applications in healthcare and engineering, providing strong adhesion, with triggered de-bonding allowing removal without damage to the substrate. These features are highly sought after and represent significant improvements over existing product properties.

In parallel, the company is developing a pipeline of new products that address market needs in sectors such as personal care, space, nutraceuticals and industrial coatings. Zentraxa is accelerating its access to global markets through partnerships with market leaders in our sectors of interest to get unique insights into consumer demand and ensuring our products are clearly meeting defined market needs. These partnerships will lead to licenses for our biomaterials and the Zentide platform.

The company is seeking seed funding in order to scale our Zentide production platform and gather key safety and performance data on our biomaterials.

SETsquared Tech-Xpo 2020 is kindly sponsored by:



VVV are lawyers to a diverse range of technology clients, from global technology giants with turnover calculated in billions to pre-revenue tech startups.

Their experienced team of lawyers understand the key issues faced by those involved in the technology industry, whether they are technology businesses, businesses reliant on technology or they provide services to other businesses or organisations in the industry.

Their early stage business advisory team includes experienced startup lawyers dedicated to providing common sense, commercial and value added legal advice to entrepreneurs, startups and early stage businesses.

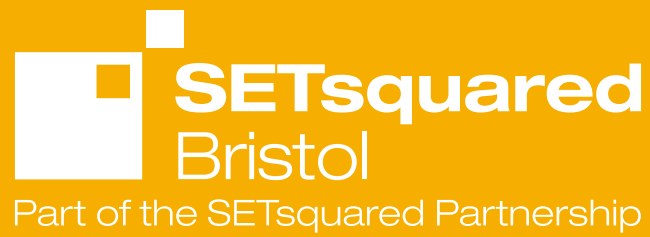
www.vvv.co.uk/law-sector/technology-law



Corrigan Accountants are a Bristol accountancy and tax advisory firm with an independent spirit and positive energy focussed on providing intelligent, innovative advice to the tech sector and other companies. We give businesses the expert advice they need to make the right decisions, seize new opportunities, and forge their own path to growth and are specialists in business support, financial modelling, R&D tax credits and share incentives. Our specialism in working with some of the best of Bristol's tech businesses is reflected in our work with many exciting startups.

Contact pete.edwards@corrigan.co.uk for further information.

www.corrigan.co.uk



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The SETsquared Partnership Universities ("SETsquared") **do not** give advice on the risks of investment and are not authorised to carry on investment business under the Financial Services and Markets Act 2000 ('the Act'). Before investing in a project about which information is provided by SETsquared, potential investors are strongly recommended to take advice from a person authorised under the Act who specialises in advising on investments of this nature.