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## THE COMPANY STORIES

Below are the brief stories of the 15 companies awarded funds from the [MetroConnect Prize 2015](#). The companies were selected from a group of 64 applications by a panel of judges including representatives from Biocom, CONNECT, Qualcomm Ventures, Quantum Design Inc., San Diego Regional EDC, Software San Diego and Wireless Life Sciences Alliance.

These 15 companies, on average, employ 30 people each in the San Diego region. One-third of the companies had revenue of less than \$400,000 in 2014, and another third had revenue over \$13,000,000 in 2014. These small to medium-sized businesses are representative of industries in life sciences, digital health, action sports, telecommunications, water and cybersecurity. Consistent with San Diego's overall priority markets, these companies will be looking to further develop business opportunities in the United Kingdom (U.K.) [over half of the prize recipients have targeted this market], China, Japan, Germany, Canada, Australia and other key markets.

### AirStrip

AirStrip is a wireless health / health IT company that employs 17 people in its office in La Jolla, CA. The company derives approximately 5% of its revenue from foreign markets. As a MetroConnect Prize recipient, AirStrip plans to spend the funds toward international marketing materials and new product versions set to launch in Australia, China, Africa and the Netherlands.

### Aventyn

Aventyn is a digital health company that employs 54 people around the world and is based in San Diego, CA. The company currently derives 65% of its revenue from foreign markets. As a MetroConnect Prize recipient, Aventyn plans to spend the funds to double international sales in the next 12 months in markets such as Sweden, India, the U.K. and Germany.

### Cypher Genomics

Cypher Genomics is a life sciences (genomics) company, which recently spun out of The Scripps Research Institute, that employs 10 people at its office based in San Diego, CA. The company does not currently export. As a MetroConnect Prize recipient, Cypher Genomics plans to spend the funds to develop partnerships with labs, research institutions and pharmaceutical firms in the U.K., Japan and China.

### Entra Health

Entra Health is a digital health company that employs 20 people around the world and is based in San Diego, CA. The company currently derives between 5%-15% of its revenue from foreign markets. As a MetroConnect Prize recipient, Entra Health plans to spend the funds to further develop key markets in Canada, Mexico and China.

### Applied Membranes

Applied Membranes is a water membranes manufacturer and systems company that employs 175 people in its office based in Vista, CA. The company derives about 20% of its revenue from foreign markets, where it has been active for over 30 years. As a MetroConnect Prize recipient, Applied Membranes plans to spend the funds toward developing significant market opportunities in Japan.

### Bounce Composites

Bounce Composites is a sports manufacturing company that employs 7 people at its office based in Oceanside, CA. The company currently derives less than 10% of its revenue from foreign markets. As a MetroConnect Prize recipient, Bounce Composites plans to spend the funds toward developing market opportunities in Mexico, the U.K. and Australia/New Zealand.

### Edgewave

Edgewave is a cybersecurity company that employs 65 people at its office based in San Diego, CA. The company currently derives 10% of its revenue from foreign sources. As a MetroConnect Prize recipient, Edgewave plans to spend the funds to further develop markets in Manila, Philippines and Shanghai, China.

### IriSys

IriSys is a life sciences company that employs 43 people at its office based in San Diego, CA. The company currently derives 10% of its revenue from foreign sources. As a MetroConnect Prize recipient, IriSys plans to spend the funds to open a business development office in Shanghai, China and further develop markets in Tokyo and Osaka, Japan.



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### Portfolium

Portfolium is a software company that employs 5 people at its office based in San Diego, CA. The company does not derive a consistent source of revenue from foreign markets. As a MetroConnect Prize recipient, Portfolium plans to spend the funds to translate its software platform into multiple languages to tackle key markets in Germany, France, Italy and China.

### Total Communicator Solutions

Total Communicator Solutions Inc. is a wireless analytics company that employs 20 people worldwide from its office based in San Diego, CA. The company derives 20% of its revenue from foreign markets. As a MetroConnect Prize recipient, Total Communicator Solutions Inc plans to spend the funds toward the development of key markets in London, U.K.; Manchester, U.K.; Oslo, Norway and Barcelona, Spain.

### Verve Mobile

Verve Mobile is a mobile analytics company that employs 150 people around the world and is based in Carlsbad, CA. The company does not currently export. As a MetroConnect Prize recipient, Verve Mobile plans to spend the funds toward the launch of its 2015 "Internationalization Strategy", focused on developing market shares in London, Brazil, Shanghai and Italy.

### Wearable Sensing

Wearable Sensing is a life sciences (neuroscience) company that employs 7 people from its office based in San Diego, CA. The company currently derives 30% of its revenue from foreign markets. As a MetroConnect Prize recipient, Wearable Sensing plans to spend the funds on CE mark certification which will grant access to the European market.

### Robo 3D

Robo 3D is a 3D printer manufacturer that employs 10 people in its office based in San Diego, CA. The company currently derives between 5%-10% of its revenue from foreign markets. As a MetroConnect Prize recipient, Robo 3D plans to spend the funds toward establishing Robo 3D's European division (Robo 3D Europe) in order to pursue a larger share of the market in Germany, the U.K. and France.

### VAVi Sport & Social

VAVi is a sports and social networking company that employs 34 people in its office based in San Diego, CA. The company does not currently export. As a MetroConnect Prize recipient, VAVi plans to spend the funds on executing its Q3/Q4 2015 internationalization strategy by partnering with an Australian firm to enter the Melbourne metro market.

### VisionTree Software

VisionTree Software is a health IT / health software company that employs 12 people from its office based in San Diego, CA. The company currently derives between 10%-15% of its revenue from foreign markets. As a MetroConnect Prize recipient, VisionTree Software plans to spend the funds toward developing market opportunities in the U.K., Australia and China.

**QUESTIONS?** Contact Drew Garrison at [dg@sandiegobusiness.org](mailto:dg@sandiegobusiness.org) or 619-234-8484