#AcceliCITY

Global Smart City Startup Competition

2019 FINALISTS

Leading Cities

Making Smart Cities Smarter

Join Us!

Thursday, October 3rd

AcceliCITY Pitch Night

5:30 PM • VENTURE CAFE
ONE BROADWAY, CAMBRIDGE
REGISTER HERE

• •

Friday, October 4th

Private Meetings

BOSTON MAYOR'S MANSION
33 BEACON STREET, BOSTON
VISIT PAGE 15 FOR SCHEDULING DETAILS

Socail Medai: @LeadingCities | #AcceliCITY | #SmartCities | #Startups

AcceliCITY 2019

OVER

500

APPLICANTS

FROM

43

COUNTRIES

COMPETING IN

3

TRACKS

AcceliCITY generates massive interest in startup communities which results in more than 500 applicants to each edition.

Leveraging the Leading Cities global network guarantees the program attracts solution providers from every continent.

AcceliCITY 2019 identifies the most promising solution providers in 3 tracks: General Track Smart Water Smart Mobility

Social Media: @LeadingCities | #AcceliCITY | #SmartCities | #Startups

A SUSTAINABLE PLANET IS LED BY
SMART CITIES

"Accelerating society at the rate of innovation"

Leading Cities' mission is to improve the quality of life in cities around the world through Smart City ecosystems. To achieve this, we support a thriving entrepreneurship ecosystem that generates the innovative solutions cities need to tackle 21st century challenges. AcceliCITY is a critical element of that global ecosystem.

Last year, Leading Cities, an international nonprofit for Smart City growth and collaboration launched a global Smart City startup competition that provides potential capital from a network of investors as well as the tools and knowledge of how to do business with cities. The 2019 finalists of the AcceliCITY program, profiled in this book, have been selected from more than 500 applicants representing 43 countries all over the world.

With an international network of mentors, investors, partners, and ready access to decision-makers in city governments, Leading Cities' AcceliCITY program connects Smart City ventures directly with potential clients and investors. Additionally, the program provides the proper channels and know-how to deploy their smart solutions in cities.

We are especially thrilled this year to have partnered with two cities, each offering to award startups what they need most—**the opportunity to conduct paid pilot projects**. These

> ❝ The AcceliCITY experience has been more valuable to us than Y Combinator. ❞
>
> ~ 2019 Semi-finalist

cities, **New Bedford, USA** and the **City of Mount Pearl, Canada**, have sponsored Smart Challenge Tracks in the areas of Smart Mobility and Smart Water, respectively.

In addition to the competition for these paid pilot projects, all finalists will also receive free marketing from our partner *bee smart city*, as well as tremendous exposure to investors, industry leaders and public decision makers.

The AcceliCITY program serves to not only provide Smart City startups with the resources they need to improve the quality of life in cities around the world, but it also serves to lower the risk and cost of city innovation.

With more than 1,000 applicants to the AcceliCITY program in just two years, our team of experts has identified some of the most promising Smart City solution providers globally. This vetting process increases the confidence municipal leaders need when selecting solutions that are best for their community.

It is our goal at Leading Cities to vet, validate and verify the solutions for smarter cities to accelerate society at the rate of innovation.

Michael Lake
President & CEO

About AcceliCITY

" **AcceliCITY was a great partner to connect cities with validated smart city solutions from around the world to address the needs of residents.** "

~Oriol Levot, City of Sabadell, Spain

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At its core, AcceliCITY leverages the Leading Cities network of forward thinkers in the public, private, academic and non-profit sectors.

Leading Cities developed the AcceliCITY program to be a Smart City pilot launchpad designed to select the best startups from around the world, giving municipal governments access to the most promising innovative solutions globally.
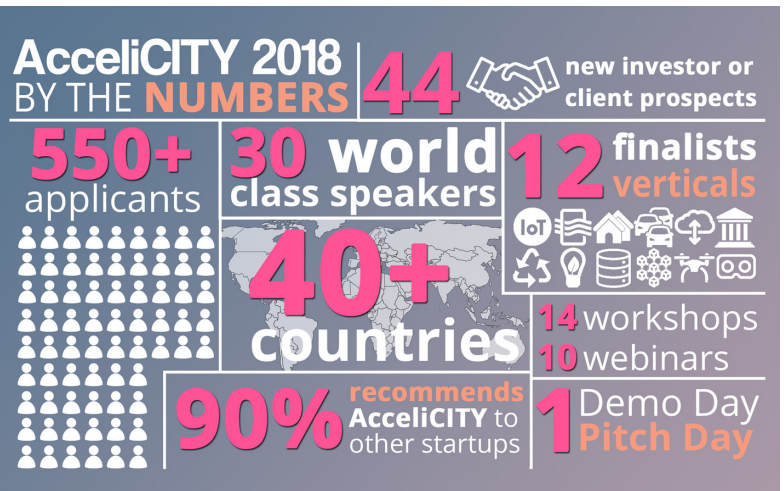
The program consists of a web-based curriculum and a Smart City Boot Camp that provides participants with the knowledge, support and experience to bring their solutions to market. This year, the cities of Mount Pearl and New Bedford selected Smart Challenge Tracks in the areas of water and mobility. The Smart Challenge Track winners receive paid pilot projects in the host city based on the evaluations of cities, inputs from a panel of globalSmart City experts, and the Leading Cities due diligence review.

AcceliCITY aims to reinforce the efforts of cities to make the best selection of solutions possible by attracting solution providers globally and providing a valuable program for these companies to understand a city's needs, develop informed and impactful proposals, experience the mentorship of a global network of Smart City experts, and discover numerous public and private sector sales opportunities.

The program lowers the cost of innovation for startups as well as cities and corporations by streamlining the innovation and sales cycles for Smart City solutions. It connects startup's smart solutions directly with business users and provides the proper channels and know-how to deploy in cities.

AcceliCITY 2018 BY THE NUMBERS

44 new investor or client prospects

550+ applicants

30 world class speakers

12 finalists verticals

40+ countries

90% recommends AcceliCITY to other startups

14 workshops
10 webinars
1 Demo Day Pitch Day

Smart Water Finalists

PIIPEE - SÃO PAULO, BRAZIL

Up to 40% of the world's freshwater is used to flush away human waste. Piipee is an award-winning solution that eliminates 100% of the water wasted and its associated costs when flushing a urinal. Instead of wasting 1-2.5 gallons of water with every flush, just ½ teaspoon of Piipee will remove the odor, change the color, sanitize the toilet and leave a good smell. We have already been recognized by the United Nations, UKTI, MDIC, Paris Municipality and the WIPO. In addition, with more than 1,400 existing clients in Brazil and abroad, and working with partners like BASF, Givaudan and Braskem, Piipee is changing the way the world flushes!

Team

We are a passionate team of young entrepreneurs focused on solving one of the biggest problems of our time: water scarcity. With backgrounds from international business to psychology we work every day to deliver a good solution to the world. With more than 25 years of shared entrepreneurship and business development experience, we are here to change the world and save our water supply one flush at a time!

Employees:

4

Total funding:

N/A

Average contract:

S 12,500

Website:

piipee.com.br

STATTUS4- SOROCABA, BRAZIL

Stattus4's mission is to help end water scarcity in urban centers. Our solution is based on IoT, artificial intelligence, and analytics to improve the decision making of public and private water utilities. Fluid is a web-based platform that detects water losses. Sensors are installed within water meters to collect and deliver critical information about consumption and real-time leakage detection, while creating a valuable understanding of current demand profiles, and alerting users of mounting problems using pressure alarms.

Team

Our team is focused on making the world better through technology. We are 20 people with different backgrounds ranging from data scientists, mathematicians, and software engineers to economists, managers, and sanitation engineers. Stattus4's team is passionate about data, value proposition, and sustainability – we are shattering paradigms and delivering outstanding services that change the sad reality of today's threatened water supply by reducing waste.

Employees:

20

Total funding:

S 500,000

Average contract:

S 20,000

Website:

stattus4.com

VODA.AI - MASSACHUSETTS, USA

Drinking water is a critical and scarce resource. Yet 20% to 80% is lost due to pipe leaks and breaks. In the U.S. alone, there are 240,000 water leaks annually, nearly 700 every day. Utilities spend billions to repair and replace pipes, property damages, deductibles, higher insurance, and lawsuits. Using machine learning, VODA.ai helps utilities reduce pipe failures, lost water, and premature pipe replacements. We rank the risk of failure for every pipe, predicting probabilities of failures in the next 12 months. A global market ranks pipe failure as their highest priority. Machine Learning is cost effective and easily scalable.

Employees:

8

Total funding:

S 1,600,000

Average contract:

S 245,000/year

Website:

voda.ai

Team

Seasoned leadership, strong industry and technology depth. George Demosthenous, CEO, worked in the industry for a decade. Led software product management for AMR, AMI, and Leak Detection systems. Jim Fitchett, Chief Scientist, former CIO at Harvard Medical School, Ernst & Young Partner, and Harvard management faculty. Built a healthcare company using A.I. to identify patients at risk of a health event. Kosmas Karadimitriou, Ph.D., CTO, head of Data Science at KAYAK, co-founded ZoomInfo and CardScan. Dan Hack, VP of Sales, worked in the water industry for 20 years helping utilities address their biggest challenges.

FLEXEPARK - INDIANA, USA

FlexePark is a shared parking solution that allows businesses and municipalities to take control of their parking by optimizing parking availability and generating additional after-hours revenue. Parking customers experience a friendly, low-friction parking experience with our patent-pending, no-download web application. Property owners get a parking management and enforcement tool without any hardware costs. FlexePark's shared parking model benefits area businesses, communities, and municipalities by improving parking efficiency and availability without additional investments in infrastructure.

Team

FlexePark was founded by an international team of engineers with more than 60 years experience creating, refining, and maintaining products. Every member of the founding team is an international speaker, and two members are Google Developer Experts and Microsoft MVPs. The sales team is in the hands of Patrick O'Donnell who has more than 20 years experience building strong sales organizations. Altogether the FlexePark team has extensive experience in marketing, public relations, social media, software development, security, accessibility, and quality assurance. Relationship building and social sustainability remain a strong focus area for the entire team.

Employees:

18

Total funding:

$ 1,200,000

Average contract:

$ 12,000/year

Website:

flexepark.com

HAH PARKING - SOUTH CAROLINA, USA

With space at an all-time premium, plus zoning and historic ordinances to consider, parking is a growing problem for cities worldwide. In response to parking scarcity, cities can now dramatically increase parking supply, without additional infrastructure or cost, with HAH Parking – the digital parking platform optimizing underutilized space.
The HAH app attracts modern consumers with mobile payment options, advanced booking capabilities, and real time inventory at the touch of a button.   The HAH commercial platform provides municipalities the ability to monetize existing public and private spaces, while simultaneously decreasing costs via dynamic pricing, digital enforcement, and a unique analytics platform.

Team

We are problem solvers building best in class software to optimize the use of existing public and private space. We cultivate partnerships with smart cities that share our core values: innovation, efficiency, cooperation, and sustainability. Victor Vitali is our fearless leader and sales extraordinaire. Leading the charge as the visionary for HAH, "no" is simply a challenge. Rocky Vitali is the muscle behind the scenes, managing business development, space inventory, web operations, and day-to-day workflows. Jett Black combines full-stack development and a love of cutting edge technology to architect app infrastructure and develop innovative new features.

Employees:

6

Total funding:

$ 635,000

Average contract:

$ 5,000

Website:

hahparking.com

POLIS ASSIST is the WAZE of parking! The only user focused mobile app that provides citizens with EXCLUSIVE and comprehensive street parking conditions in L.A., & San Francisco, with more cities coming soon. POLIS ASSIST has deciphered those complex signs and regulations providing the user with their preferred parking options from free to paid. Additionally, Polis will geo-synchronously check you in & out of your carpark, save your carpark location, alert you when it's time to go, and save your park history in case of a disputed ticket. Through digitizing street parking conditions, Polis is democratizing parking info for all.

Employees:

8

Total funding:

S 105,000

Average contract:

N/A

Website:

polisassist.com

Team

The team consists of Dennis Baker, CEO/founder and co-founder UI/UX expert Payin Attufuah who is a master designer, co-founder, Marcin Paycio, a backend and iOS developer, Steve Warren, our iOS developer. Co-founder Hayden Christensen is our Android developer and we also have co-founder Kurt Gabriel who heads our data collection efforts. We also have Brittney Sharaun who handles our pitch events and public relations and Brian Buffon who is our video/animation creator. Our group represents the U.K. and the U.S.A.

2S WATER INC. - ALBERTA, CANADA

There are more than 1000 boil water advisories in Canada right now. We know there's a problem when populations arrive at the hospital. 2S Water has a water quality monitoring sensor, ensuring safe and clean water as it leaves the water treatment facility. We will monitor 105 different contaminants, including biological indicators, in real time. Our sensor is a service, making us operational budget. Savings are greater than our cost, so the purchase decision is easy. With a 2B North American market and industrial markets worth 26B, we will make a massive difference and an exponentially scalable company.

Team

Both co-founders of 2S water are experienced entrepreneurs. Our CEO, Anthea Sargeaunt, is a 2x entrepreneur, and she is supported by our Chairman and her co-founder, Anthony Nelson, a 10x entrepreneur with 4 exits, including one IPO. They are supported by an experienced and skilled team; our water expert has taken a product from R&D to market, including EPA certification. Our CFO has experience running multi-million-dollar public companies, and our software lead has over 10 years experience in software design and integration. Together, we are ready to take on this important challenge.

Employees:
6
Total funding:
S 430,000
Average contract:
S 2,000/month
Website:
2swater.com

ACRETO IOT SECURITY- NEW JERSEY, USA

Smart buildings and cities are rapidly deploying IoT technologies to enable a new generation of services and capabilities. A key challenge facing these deployments is security. These technologies cannot be effectively secured by traditional network and on-device security models. Acreto is the first Security-as-a-Utility platform that protects mobile and distributed IoT Ecosystems (devices, users, applications). The platform works for any device, on any network, anywhere. Acreto eliminates the need for multiple silo vendors by integrating all fundamental security functions in a single platform. With free trials, a simplified user interface and usage-based fees, the customer experiences a friction- free engagement.

Team

Acreto's CEO/CTO, Babak Pasdar, achieved recognition as a top 10 New York entrepreneur. Babak's two prior cloud security companies resulted in two new Garner cloud security categories. Thad Eidman, COO, was a NYC Region EY Entrepreneur of the Year finalist and focuses on company operations and finance. Lukasz Klimek, VP Engineering, with over twenty years of experience building complex cloud platforms, directs the company's development center in Szczecin, Poland. Acreto advisors include Maciej Kranz, EVP/Board Kone, ex-Head of Innovation, CISCO; Bob Flores, ex-CTO, Central Intelligence Agency; Bob Gourley, ex-CTO, Defense Intelligence Agency; Brian Harmon, ex-EVP Sales and Marketing, Palo Alto.

Employees:
16
Total funding:
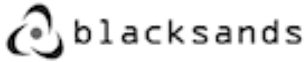S 800,000
(S1.5 M Seed Round in Progress)
Average contract:
S 6,000/month
Website:
acreto.io

BLACKSANDS, INC. - DELAWARE, USA

Blacksands Secure Connection as a Service (SCaaS) ensures that cities of all sizes can transform into smart cities securely, efficiently and affordably. With SCaaS cities can manage cyber risk, improve productivity, reduce costs, protect data privacy and enhance the experience of its citizens. Blacksands SCaaS is simple to deploy and manage; highly secure; scalable from the smallest town to the largest metropolitan city; and affordable for budgets of all sizes. Blacksands is the foundation on which your Smart City can be built.

Employees:

15

Total funding:

S 1,000,000

Average contract:

S 500,000 – S 5 MM

Website:

blacksandsinc.com

Team

Blacksands has built a high caliber team specifically designed to execute on its direct marketing / channel partner go to market strategy. It is led by : CEO Nathan Pawl - 20+ yrs – entrepreneur, executive management, multinational organizations, engineering & product dev. CTO Tim Gallagher - 20+ yrs – cyber security, software dev in commercial and classified DoD environments. CRO Scott Brennan - 30+ yrs – executive management, global marketing, sales, product & brand development. CFLO Marcus A. Williams - 20+ yrs – legal, financial, executive management, business development, cybersecurity, M&A.

DOROTHY - PENNSYLVANIA, USA

Today, property owners and buyers are unclear of flood risk and their coverage options. This is because we rely on outdated flood maps and antiquated insurance purchasing methods. So we built Dorothy, a catastrophic risk model that maps flood zones more accurately and offers comparable insurance quotes for purchase.

Employees:

6

Total funding:

Entering Seed Round

for S 850,000

Average contract:

S 5,000

Website:

dorothymap.com

Team

We are a team of architects, urban planners, software engineers and data scientists. The founding members individually have 7-10 years of professional experience working on projects related to flood mitigation. In addition to our core team, we have a wonderful board of advisers that individually have 30+ years of experience in entrepreneurship, insurance, flood modeling and disaster preparedness.

EXERGY SYSTEMS, INC. - CALIFORNIA, USA

Exergy confronts pervasive over-consumption of resources in the manufacturing by offering patented hardware technology products that allow for their continuous recovery. Our first product offers a sustainable response to continuous demand for fresh water in high volume manufacturing, while minimizing waste and wastewater generation, reducing the need for waste treatment and disposal and their related costs. Exergy EthorCEL®, recycles high purity water in high volume manufacturing, achieving 90% recovery rates and 70% cost savings.

Team

Exergy Management is comprised of several high level technical and business individuals with the focus and expertise to deploy our products and services globally. Ms. Azita Yazdani, the Founder and CEO, holds a B.S. in Chemical Engineering from UC Berkeley. She is a nationally and internationally recognized environmental executive and an expert in Cleantech and recovery and purification technologies, is the recipient of Resources Award of the International Sustainability Summit Working Group 2013. She served on President Clinton's National Advisory Council for Environmental Protection and Technology (NACEPT) and as technical advisor to the EPA SBIR and EPA Sustainable Industry.

Employees:

9

Total funding:

S 2,050,000

Average contract:

S 200,000

Website:

exergycorp.com

GREEN STREAM TECHNOLOGIES- NORTH CAROLINA, USA

Green Stream is an environmental IoT company. Flooding causes safety risks and economic loss. We make it affordable and easy for cities to monitor their flood-prone areas in real time. Situational awareness allows for proactive response, better deployment of resources, better decisions . . . and can be used to validate and refine prediction models. We work with city IT departments, GIS and public works, and emergency management. We partner with environmental engineering firms, and LoRaWAN and cell communication providers. Our deployments range from Washington DC to Charleston SC and we are expanding. Green Stream advises when the water rises.

Team

Jim Gray, CEO and co-founder, is a multi-disciplinary engineer with 30+ years of experience. He is the principal architect and developer of the entire solution - from hardware to firmware, backend software and data visualization. Karen Lindquist, COO and co-founder, has a B2B services background. She leads sales, marketing and business operations. We lead a small but growing team of engineers, technicians and business people, dedicated to helping build smarter, safer, more resilient communities through environmental IoT.

Employees:

6

Total funding:

S 135,000

Average contract:

S 100,000

Website:

greenstream.com

PORTENGINE, INC. - WASHINGTON, USA

Municipalities buy / sell / lease more than $228 Million every day. They spend $11,400,213 daily in Realtor Fees. PortEngine.Net created an Ecosystem of Software Tools, specifically designed for the public sector economic development community. They are: (1) Real Estate Marketplace – Principal-Buyer-to-Principal-Seller direct collaboration, reduces real estate transactional costs by 80%. (2) Economic Development Activity Map – Simplified "Drag-n-Drop" GIS integrates directly into your regional Permit Processing Software, enabling you to visualize future development. (3) Marina/Airport/ Property Management System – Automates payment processing, insurance documentation, reservation management & accounting. (4) "Agreem!nt" – Collaborative contract negotiations platform reduces contract legal fees by 80%.

Team

John Laine started his career in web-based software development in 1997, then transitioned into real estate development in 2001. Laine has overseen the development of more than $200M in real estate assets. Charles Swatzell has 9 years of experience in the commercial software industry. He has overseen the deployment of more than $50M in enterprise-level bespoke software solutions.

Employees:

2

Total funding:

S 264,000

Average contract:

S 32,000

Website:

PortEngine.net

SADEEM- MECCA, SAUDIA ARABIA

Sadeem provides novel sensing technology to address the most common natural hazard on this planet: floods; they are accountable for economic losses for up to 40 billion USD worldwide every year. Part of the problem is the lack of information during a flood incident, information about the severity, the propagation of the water in the streets; this is where our multi-patented flood and traffic sensing technology is ideal. Our technology is tailored for urban environments in a plug and play approach. With our solution, we can reduce economic losses for up to a 30% during a flood incident.

Team

Our team members are coming from four different continents; cultural diversity is part of our identity and we embrace. Thanks to this diversity and our fast and efficient adaption to international markets we have managed to install projects in different continents during our first two years of operations. Beyond our multiculturality we have a multi-disciplinary team with 25 years of combined experience in: urban planning, sensing technologies, telecommunications and finance. As a team we have been recognized winning international prizes: Best Global startup award in GITEX 2017 and Champion of Saudi Arabia at the Entrepreneurship World Cup 2019.

Employees:

14

Total funding:

S 500,000

Average contract:

S 100,000

Website:

sadeemwss.com

To schedule a meeting on October 4th in Boston with the city's represenative please go to page 15 for details.

CITY OF MOUNT PEARL

The second-largest city in Newfoundland and Labrador, Canada is hosting a Smart Water Track to tackle losses in the infrastructure and better monitor water quality.

The City has a detailed smart city strategy and is exploring solutions within a wide range of areas.

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AREAS OF INTEREST:

1. Trail Activity and Maintenance
   a. Traffic counting on trails/usage.
   b. Trail condition (possibly through video).
   c. Two way communication allowing the MEO's to know how many people are on trails and where they are, etc.
2. Smart Roads
   a. Intelligent Highways with warning messages and diversions.
   b. Monitoring of vehicles and pedestrian levels to optimize traffic.
3. Smart Street Lighting
   a. Street lights with motion detection.
   b. Connected street lights.
4. Road Condition, Usage and Maintenance
   a. Road condition monitoring including temperature and accumulation conditions ideally to inform salt deployment.
   b. Traffic counting in key location areas (possible integration with existing digital speed signs).
5. Water Quality/Consumption
   a. Water quality sensors at key outfall locations.
   b. Hydrant leakage technology.
6. Waste Management - waste bins equipped with fill-sensors.
7. Chemical Gas Sensors - i.e. detection of ammonia or glycol in facilities that require these substances to operate.
8. River Monitoring: Flood (water levels), Pollution, Soil erosion

To schedule a meeting on October 4th in Boston with the city's represenative please go to page 15 for details.

CITY OF NEW BEDFORD

New Bedford is the cultural and economic center of the fourth largest metropolitan area in Massachusetts and the number one commercial fishing port in the United States. Situated on beautiful Buzzards Bay, New Bedford is about 55 miles south of Boston, and boasts a vibrant and diverse working waterfront and downtown, 30-plus public parks and beaches, livable neighborhoods full of beautiful historic architecture, and a multi-faceted and evolving economy, which will soon benefit from being the launch point for the North American offshore wind industry.

Our City government lives by a statement of values called the New Bedford Way, which centers upon the values of accountability, integrity, innovation, continuous improvement, teamwork, and respect. We are committed to providing our residents and visitors high quality services on a daily basis, while planning for our long-term success. We are a small city with big plans!

AREAS OF INTEREST:

1. Public health
2. Wayfinding
3. Litter reduction & improved waste management
4. Affordable solutions for street and sidewalk rehabilitation
5. Open space management and maintenance
6. Public event permitting and management
7. Civic engagement
8. Streamlined development services
9. Streamlined code enforcement
10. Smart Sewer

Book a Private Meeting!

You have an opportunity to meet our Finalists and Smart Challenge Track Hosts on October 4, 2019 in Boston.

Where: Boston Mayor's Mansion - Parkman House, 33 Beacon Street, Boston

How: Below, please click on the companies you would like to meet with and select an available time. You will receive a calendar invite for your selected time and a reminder two days in advance. Alternatively, you can call 617-506-3499.

AcceliCITY Finalists:

Acreto IoT Security

Blacksands

Dorothy

Exergy Systems

FlexePark

Green Stream Technologies

HAH Parking

Piipee

Polis Assist

PortEngine

Sadeem

Stattus4

VODA.ai

2S Water Incorporated

Track Hosts:

The City of Mount Pearl

The City of New Bedford

Sponsors & Partners

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