



**DIGITAL
SANDBOX | KC**

Where innovators come to play.



PROOF-OF-CONCEPT CAPITAL

WE CREA+E
MOMENTUM

THE SKY IS THE LIMIT

If you measure a proof-of-concept program by its successes—the number of companies and jobs created, sales those companies accrue, number of projects that have gone on to secure additional funding beyond the program’s initial investment—then Digital Sandbox KC is building castles toward the sky.

With total funding of \$1.2 million provided to 65 projects in the Kansas City metro region, the Sandbox has helped launch 34 new companies, 55 new products, 38 patent applications and 6 awarded patents.*

Among those companies and innovations that are set to revolutionize industries and change lives: **Smart Steps**, a mobile app to help teens and adults with cognitive disabilities function in everyday life; **Hacumen**, a platform to help cyber security consultants; **PerfectCube**, a business analytics platform targeting small retail businesses; **Flokk**, a social event platform that offers proximity-based promotions, automatic check-ins and real-time event analytics; **edcoda**, IP-protected gaming software that engages students in fun and interactive learning games; **gr8box**, a subscription service that allows its customers to discover healthy snacks free of the Big 8 allergens; and **RFP365**, software that facilitates the entire RFP (request for proposal) process.

In turn, these companies and others in the Sandbox portfolio have created more than 330 jobs with more than \$9 million

in payroll and a collective \$16 million in sales since the Sandbox’s inception in 2013.

Of the 65 projects funded, 49—that’s 75 percent—have secured more than \$28 million in follow-on funding, a testament to the strength of Kansas City’s entrepreneurial spirit and the magnetic appeal of our entrepreneurs’ ideas.

Digital Sandbox KC is making a difference for early-stage entrepreneurs—and doing its part to help make Kansas City America’s most entrepreneurial city.

Established in 2013, Digital Sandbox KC is a proof-of-concept program that spurs the creation and commercialization of high-growth companies as it leverages our region’s strengths and partnerships.

The Sandbox is an innovative approach that connects Kansas City’s corporate community to the area’s entrepreneurs and early-stage companies. Developed with support from an unprecedented two i6 Challenge Grants from the U.S. Department of Commerce Economic Development Administration along with area support from the Missouri

“ We know that we have many creative entrepreneurs in Independence who can use **DIGITAL SANDBOX KC** to turn their idea into a growing business that creates new, high quality, tech jobs in our city . ”

— Eileen Weir
Mayor of Independence, Missouri

Technology Corporation and the cities of Olathe and Independence, Digital Sandbox KC includes players from academia, large corporations, entrepreneurs, business development organizations and economic developers.

By financing small proof-of-concept projects, typically around \$20,000, coupled with ongoing support from local corporations and other partners, Digital Sandbox KC helps accelerate the commercialization of new ideas and promotes business and job growth throughout the region.

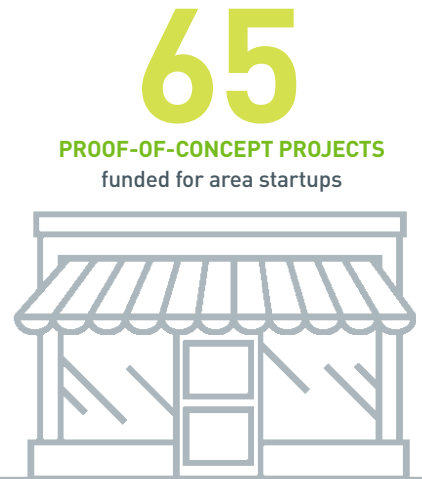
*Results measured in February 2016. Total number of Sandbox companies as of July 2016 is 73.

“ **DIGITAL SANDBOX KC** is a perfect example of how the U.S. Department of Commerce is supporting entrepreneurial ecosystems around the country through public-private partnerships. ”

— Secretary of Commerce Penny Pritzker

RESULTS

Digital Sandbox KC helps move ideas from concept to commercialization. Working with more than 300 early-stage concepts as of February 2016, this effort has resulted in:



FOUNDING TEAMS THAT INCLUDE **22% PEOPLE OF COLOR** | **34% WOMEN** | **5% VETERANS**



“ **DIGITAL SANDBOX KC** is a necessary pipeline to help find the next Marion Labs, H&R Block or Cerner, just a few of the homegrown companies that continue to make this city great. ”

— Kansas City Mayor Sly James

COLLABORATING TO BUILD AMERICA'S MOST ENTREPRENEURIAL CITY

34

new KC-based companies created



339

total jobs created

\$28.2

MILLION

in new, follow-on funding for KC startups

ENERGY SANDBOX | Energizing Innovation

Digital Sandbox KC teamed with GXP Investments to launch Energy Sandbox, a new Kansas City-based proof-of-concept program targeting early-stage entrepreneurs focused on the energy sector. The new Energy Sandbox will utilize the current program infrastructure to help early-stage, energy-focused entrepreneurs move from concept toward commercialization.

“ We believe the **ENERGY SANDBOX** can drive innovative thinking in the energy space, and further establish the Kansas City region as an entrepreneurial hub. We hope this support will surface many new ideas and encourage entrepreneurs working on the challenges of energy. ”

— Dennis Odell, Senior Director at GXP Investments



Where are they now?

ShotTracker Scores Partnerships and Funding

ShotTracker's technology tracks real-time basketball performance statistics using data from chips embedded in the ball, players' shoes and portable sensors on the court.

Since receiving support from the Sandbox in 2014 to develop its web interface, ShotTracker has gone on to close several rounds of funding and make slam dunk partnerships.

ShotTracker partnered with Spalding, the largest basketball equipment supplier in the world, to develop ShotTracker TEAM. This new product captures virtually every stat for an entire team of basketball players in real-time and is affordable for teams at every level of play. ShotTracker TEAM was demonstrated at CES, a global consumer electronics tradeshow, in 2016 and will be commercially available early next year.

Additionally, ShotTracker has been endorsed by NBA All-Star Klay Thompson and a number of other professional players and coaches, secured a strong seed round of funding earlier this year, and was recently invited to participate in the L.A. Dodgers and R/GA Ventures Accelerator.



A unique partnership will help early-stage entrepreneurs in Independence, Missouri, move their innovative ideas toward commercialization. Digital Sandbox KC, the City of Independence and the Independence Economic Development Council are teaming up to help early-stage entrepreneurs in Independence, Missouri, with project development funding grants. Unique to this new partnership, the Ennovation Center, a business incubator in Independence, will offer recipients of Sandbox grants temporary business space to further develop their business ideas.

Funding for the partnership was provided through a matching grant from the Missouri Technology Corporation (MTC) and local funding provided through the City of Independence Community Development Block Grant program, the Independence Civic Council and other private sector contributions.

Where are they now? DivvyHQ Grows Fast and Sets Deep Roots

DivvyHQ, a Kansas City-based content collaboration platform, makes it easy for marketing and content teams to plan, produce and publish—a service that has garnered global demand for its cloud-based platform. After receiving project funding from Digital Sandbox KC in 2014, the company has grown to serve clients in more than 20 countries, including worldwide brands such as Samsung, General Mills, Lowe’s, Roche, Marketo, Aflac and TripAdvisor. DivvyHQ closed on an equity investment round of \$1.9 million in June 2015 and the DivvyHQ team has grown to more than 15 employees.

Above: Five Sandbox companies won LaunchKC grants in 2016: Big Bang, Labor Chart, Mobility Designed, Perfect Cube and Super Dispatch.

With its record of success and economic impact, Digital Sandbox KC was invited to present its innovative program at an economic development conference for the Denver region, along with two other i6 EDA Challenge grantees. The conference was sponsored by the U.S. Economic Development Administration.

“DIGITAL SANDBOX KC is a perfect example of how programs can come together to help innovation in unlikely places and create success.”
— Jay Williams, Assistant Secretary of Commerce for Economic Development

“The state of Missouri is dedicated to advancing entrepreneurship, especially as it pertains to supporting the startup ecosystems throughout the state... DIGITAL SANDBOX KC has been an important partner in this mission and we’re proud to support innovation and employment opportunities.”
— Bill Anderson, Executive Director of the Missouri Technology Corporation

POWERING THE FUTURE OF KANSAS CITY

Since 2013, Digital Sandbox KC has provided support to 73 proof-of-concept projects, helping them take that critical next step toward commercialization. Here are the companies and a few highlights from this past year.

SANDBOX COMPANIES

- Vector Legal Method
- Foundation Accelerator
- HCI Energy
- FireBoard
- YouSpin
- Routine Success
- Flokk
- Tapyness
- Mobility Designed
- Lazser Down
- pHLOGISTIX
- Bulletyn
- AddVenture
- gr8box
- Training for REAL
- PlanIT Impact
- Miles
- edcoda
- UpDown Nightlife
- League Ally
- PatientsVoices
- Hacumen
- Royal Loyal
- Passel
- The Swapping Company
- The Dentist Is In
- Super Dispatch
- LaborChart
- Happy Food Co.
- TapTeach
- Cancer Survivorship Training
- EdgeUp Sports
- PerfectCube
- MagVest
- TeraCrunch
- LittleHoots
- Play-it Health
- ShotTracker
- XLRNT Technologies
- SmartSteps
- Heart To Heart Network Inc.
- Aware3
- DivvyHQ



Mobility Designed Goes Viral

Mobility Designed had a good year. After a viral video for its M+D Crutch garnered tens-of-millions of views via the webzine *Tech Insider*, founders Liliana and Max Younger opened a reservation list for anyone wanting to put \$100 down—the first batch of crutches sold out in two months. Since then, Mobility Designed received a \$50,000 LaunchKC grant and took home the grand prize in the UPS X-Port Challenge.



PlanIT Impact Pitches to National Audiences

PlanIT Impact pitched its app to hundreds of attendees at the Smart City Innovation Summit in Austin and the U.S. Mayor's Conference in Indianapolis this past summer. On display: the PlanIT Impact app that uses open data and gigabit speeds to enable smarter and more sustainable architectural design and planning.



Happy Food Co. + City of Olathe, Kansas

Happy Food Co.'s dinner kits include chopped, measured ingredients to cook a great meal at home. This year, with guidance from the Sandbox, it secured a distribution center with a storefront in Olathe, Kansas, launched a delivery service for area employers and partnered with local grocery stores to make its dinner kits available to consumers.



Aware3 Polls Congregations

The mission of Aware3 has always been to help churches drive greater generosity, build strong communities and enhance connections beyond Sunday morning. Its newest feature, live polling, lets users vote anonymously on polls with instant real-time results, helping churches stay relevant and tech-savvy in the 21st century.



HCI Energy Project in Energy Sandbox

Digital Sandbox KC and GXP Investments joined forces to launch Energy Sandbox, a proof-of-concept program targeting early-stage entrepreneurs concentrated in the energy sector. Their first investment is in HCI Energy, designer, manufacturer and developer of the Hybrid Cube, a portable power plant that delivers reliable energy anywhere in the world on demand. This funding will significantly move the Hybrid Cube toward a pilot.



TapTeach Welcomes New Clients

TapTeach has launched its classroom engagement platform, making it available to educators nationwide. In addition, it has welcomed clients MidAmerica Nazarene University and Deanne Rose Farmstead, while expanding its beacon-based platform's reach at Blue Valley CAPS.

Foundation Accelerator Brings Tech Savvy to Traditional Industry

One of the newest companies in the Sandbox, Foundation Accelerator brings digital solutions to foundation repair contractors. Its web-based platform not only manages and automates the business, but also provides tools to properly diagnose and design structural repairs. Currently in the final leg of its national beta test, Foundation Accelerator plans to launch this fall with the third largest contractor network in the nation with help from \$100,000 in follow-on funding from an angel investor.



Super Dispatch + Sprint Accelerator

Super Dispatch streamlines automotive logistics companies' communications into a single app. It is the first Kansas City startup to join the Sprint Accelerator, powered by Techstars. In addition, in 2016, Super Dispatch won a \$50,000 LaunchKC grant, and in less than two years has more than 2,000 car haulers depending on its app to make a living.



Foundation Accelerator

SANDBOX COMPANIES

LendingStandard
Briefcase
Innovative Health Media
Blumoo
Venture 360
Welltodo
Dewslly
RFP365
Zorilla
Your Adoption Finance Coach
ClaimJockey
Phisionary
Big Bang
Acre Designs
LimeLight Technologies, LLC
Trellie
Motavera
Local Ruckus
FanAddict
Handprint
PlanetReuse Marketplace
powered by InvenQuery
Knoda
FolioMatch
TrackTi
MiZócola
EB Systems/e-beacons
LightBridge
Genneo
Mapper
Creelio

“ We are so impressed with the high quality ideas from our Olathe entrepreneurs. This partnership with **DIGITAL SANDBOX KC** has lived up to our expectations and has already brought jobs into the community. We can't wait to see what's next! ”

— Michael Wilkes, Olathe City Manager

Digital Sandbox KC and Energy Sandbox KC create unique partnerships where universities, corporations and entrepreneurial service organizations work together to build America's most entrepreneurial city.

