



Desert Research Institute Applied Innovation Center

Quarterly Progress Report

Reporting Period: Jan 1st to Mar 31th, 2017

April, 2017

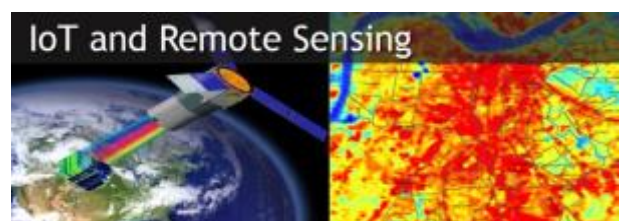
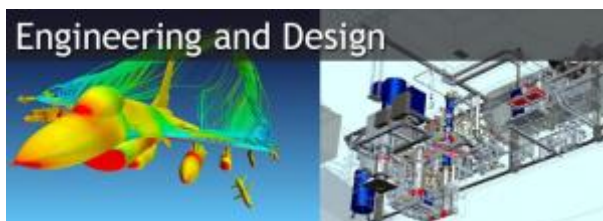


Table of Contents

Project Purpose	2
Section I: Proposal Progress	3
Section II: Performance.....	5
Table 2: Progress Toward Metrics.....	5
Start-up Companies:	5
Jobs Created:	5
Intellectual Property Licenses:	5
Intellectual Property Revenue:	5
Sponsored research:	5
Impact Faculty hired:.....	6
Student Internships:	6
Section III: Budget.....	6
Section IV: Appendices	9



Project Purpose

The Applied Innovation Center at DRI is a Knowledge Fund sponsored start-up in the data and analytics space. We leverage the intellectual capital of more than 100 DRI faculty and 60 years of environmental science research to focus on four main areas of applied research: Climate, weather and energy nexus; Internet of things and remote sensing; Engineering and design, and; Life Sciences and informatics. From these 4 core areas we are able to: 1) Build platforms (hardware and software) for industry; 2) leverage these platforms for sponsored projects; 3) Create jobs; 4) write new and more competitive grants, and; 5) build or help build high tech companies in NV.

These activities encompass 6 of the 7 core KF Metrics and 3 of the 5 secondary KF Metrics. In Q1 2017, the AIC, DRI and Renown Health partnered to form the Institute for Health Innovation. This leverages the population health study began September 15, 2016 with the goals of: improving population health of Nevadans, increasing R&D in biotechnology and health sciences, increasing number and access of clinical trials and harnessing the value of Renown Health's data.

In Q1, the AIC was 15 FTE strong (7 FTE with KF support). We are focusing intensively on leveraging work at DRI that we identified as having a need in industry and building a portfolio management approach to applied research development. We are actively building contacts and investment opportunities for our WINDS platform – this, in conjunction with Brian Beluta a recently hired project manager at GOED. In the IoT/Remote Sensing space we continue to develop technology and know-how in transportation data analytics, tracking and visualization. In the engineering and design space we are upgrading our technical capabilities around highly distributed file systems and database design and in machine learning.

In Q1 we expanded proof of concept work in our weather intelligence platform into agricultural forecasting and pest forecasting. We continue to develop our business relationships in the IoT space and in water monitoring – the latter in collaboration and guidance of KF's WaterStart.



Section I: Proposal Progress

During the reporting quarter, the AIC continues to make progress toward meeting proposed metrics. Major accomplishments for the current reporting period include:

1. Urban weather intelligence for the energy industry.

The development of the WINDS platform continues with further development of our IP portfolio.

2. Architecture improvements for data storage, parallel processing, analytics and visualization.

The AIC is becoming a northern Nevada leader in building efficient and rapid back-end computer systems for the processing of large data sets and structures. We developed a Hadoop Distributed File System (HDFS) for data storage and parallel processing of weather data. We implemented a Mongo-DB non-relational database for data analytics and visualization. All of these technologies can be used in our development of weather related and health care related business opportunities. As well, this expertise will be important in developing further collaborations with other NSHE institutions and KF projects.

3. Completion of the legal infrastructure of a new public/private partnership between Renown Health and DRI.

The Institute of Health Innovation was conceived to implement and accelerate the population health mission of Renown Health's strategic plan. Leveraging data and analytical techniques the Institute has four main objectives:

1. Improve the health outcomes of *all* Nevadans through data driven operational changes in health education and healthcare delivery.
2. Increase research and development.
3. Increase clinical trial numbers and efficiency
4. Harness the value of Renown's data

These objectives are fulcrums to lift health outcomes and prioritize the health and wellbeing of all Nevadans. Meeting these objectives will have a profound economic development impact on NV.

4. Strategic development of IOT sensor networks for data assimilation and smart metering.

Sensor networks are a key component for weather forecasting – especially as predictions require more granularity and all overlaid on other data sets (such as energy meters). The AIC is working on sensor networks for live weather data assimilation into models that generate more accurate weather forecasts. As well, we are supporting the development of an IOT-enabled water meter-reading device to enable real-time water usage monitoring by consumers and utility providers

5. Commercialization / Partnering

The AIC partnered and met with numerous companies in Q4 across the following sectors: mining, visualization, weather, energy, biotech and healthcare.

6. Intellectual Property

No new IP was disclosed in Q1.



Disclosures

The IP disclosure related to the WINDS platform

Applications

No new IP disclosures

Issued

7. Programmatic & Project Changes

[Section is reserved and will be used only if needed. Summary of material changes to project scope and mission, e.g. addition or removal of job roles, any unforeseen needs, changes in budget, or other material changes in direction]

8. Looking Forward

We remain optimistic about the AIC and are growing and adding jobs to DRI and Nevada – the AIC/IHI budget in FY2018 will exceed \$4m and we anticipate >75% of this will come from the private sector. We are on path to double the size of the AIC since it was first formed. We will be hiring 5 FTE in July 2017. We expect to meet the goals defined by Director Steve Hill to be no more than 30% reliant on state funds by the 5th year of our existence. We are accelerating our plans to implement a “Fraunhofer” style-funding model within DRI.



Section II: Performance

Table 2: Progress Toward Metrics

Knowledge Fund Report Metrics

Primary Categories	Q1 2017	Q1 2018	Q1 2019
Companies Moved to NV	N/A	0	1
Start-up companies	2	2	3
Jobs Created	7	10	20
IP Licenses	1	2	5
IP Revenue	0	\$200,000	\$330,000
Grants Received/Affiliated	0/0	\$1,000,000	\$2,000,000
Sponsored Research (Contracts/\$)	1/\$221,000	\$1,500,000	\$2,500,000
Secondary Categories			
Patents (Filed/Awarded)	1	3/1	5/1
Students placed with Companies	N/A	N/A	N/A
Impact Faculty Hired	0	2	2
Gifts/Donations to KF Projects	N/A	N/A	N/A
Student Internships	3	5	7

Notes: All Values are for booked amounts in Q3.

Start-up Companies:

Desert Research Corporation. In Q4 the DRC developed WINDS commercialization relationships. It also booked modest revenue with a company in the mining space.

Jobs Created:

Since AIC inception there have been 15 jobs created. In FY 2018 we will be adding 5 FTE to the IHI at DRI and 3 FTE at Renown Health.

Intellectual Property Licenses:

Development of 2 new instruments are on-going which will lead to IP and revenue

Intellectual Property Revenue:

Revenue from the WINDS platform, from mining work and from health data science innovation is projected for Q1.

Grants received:

Since inception the AIC has received \$442,996 worth of research grants directly and ~\$750,000 as co-PIs or as SMEs. In Q1 we booked another \$221k in grants and contracts.

Sponsored research:

AIC and DRI did sponsored research with a NV mining company, EMS Genomics and Renown Health in Q1.



Impact Faculty hired:

We are searching for another faculty member.

Student Internships:

3 Student interns were working in Q1.

Section III: Budget

AIC General Salary in Q1 supported 8 FTE including the senior director (0.5FTE), business development leader, 1 technical leads, 3 programmers, 2 post-docs and 1 faculty member. The Renown Health project supported approximately 4 FTE. In Q1 the expenditures increase as we add another FTE to the Renown Health work, add some interns and a program coordinator to manage the growing program.

We continue to invest in new, small start-up projects within DRI - we sponsored the building of a new spectrometer which is in the final stages of proof of concept and we helped researchers expand the reach of their work in healthcare and biotech. We contributed to the development of new techniques for modeling pollution and water usage.

AIC Expenditures			
For Reporting Period			
Jan 1 – Mar 31, 2017			
	Q1 actual	To Date	Q2 estimate
	Current period	Phase II inception to date April 1, 2016 – Mar 31, 2017	Jan 1-Mar 31, 2016
AIC General Salary	\$278,531	\$1,209,818	\$300,000
AIC Operations	\$15,437	\$69,434	\$2,000
Total	\$293,968	\$1,279,252	\$302,000



AIC INCOME			
For Reporting Period			
Jan 1 – Mar 31, 2017			
	Q1 actual Current period	To Date Inception to Date April 1, 2016 – Mar 31, 2017	Q2 estimate Jan 1-Mar 31, 2016
Federal Grants / Contracts	\$19,348	\$439,344	\$36,348
Private sector Contracts	\$229,890	\$663,910	\$300,000
IP Revenue	\$-	\$-	\$25,000
GIFTS	\$-	\$-	\$-
Other Contributions	\$-	\$-	\$-
Knowledge Fund	\$-	\$-	\$-
Total	\$249,238	\$1,103,254	\$361,348

Section IV: Appendices

Monthly Reports

BD pipeline (by sector, company names removed)



AIC monthly report

January 2017

Business/project development
General activity

Business/project development

See below all details

General Activity

Ming: Collected 3 days worth of water consumption data.
Submitted an abstract to Singapore public utility (PUB) oversea water technology seed funding.
Developed water consumption chart with Google chart.
Doing development to Enable nginx to serve flask.
Encountered one Raspbian bug while installing upstart, which prevents Rpi to bootup. Had to start fresh with microSD card image. This wiped out all the edit for enabling nginx to serve flask. Bad luck on Friday, the 13th. Fortunately, all the flask developed codes were checked into bitbucket the day before.
Review some RFPs.
Enabled nginx to serve flask web server. So normal http port 80 can be used to access web server.
Breakthrough with iOS and MacOS accessing RPi with ssh and vnc by enabling WiFi Ad-Hoc mode.
No solution yet for Android accessing to RPi.
Need to test Windows machine with WiFi ad-hoc mode.
Enable utility application from iPhone.
Change RPi ad-hoc network from class C to class B for iPhone access.
Demoed RPi webserver and utility application solution to the team.
Proposal team had a meeting to decide on pilot project. Proposed wearable vital and environmental sensor solution for health and safety for firefighters. It is well received by the team
Had phone conversation about the RFI for X2V communication as well as other early stage projects.
Need to test Windows machine with WiFi ad-hoc mode.
Working on adding more security features to flask web server, such as cookies and challenging questions.
Exploring proposal idea for NIST and NSF with Rajat.

Brian: Provided the AIC update to the Knowledge Fund committee
Teleconference to discuss soil science opportunities
Met with mining company to discuss current and future collaboration
Met with DRI EMS team to discuss development work

AIC monthly report

Joe: Spoke with Pharma Company A
Met with Renown Senior Leadership
Spoke with Investor Group
Spoke with Pharma Company B
Met with Media

Jim: Conferred with a colleague at SAS on Maximum Likelihood Estimate table computations.
Worked with Suzie Rybarski to produce demographic data from the 23andMe study.
Facilitated HIPAA training with Brian Colonna from Renown for four DRI analysts.
Conducted four Renown data definition meetings to ensure consistency between DRI and Renown
Discussed women's health with Dr. David Kenyon and Dr. Robert Langer and how to query the data.
Completed a draft of a study looking at dementia and proteinuria to see if there is a link. Inconclusive.
Met with Chief Biostatistician of Nevada, Kyra Morgan, to discuss numerous pop health issues
Met with Dr. Aida Ridley-Field to discuss pediatric lung ailments
Completed first draft of paper describing how to conduct a spit study.
Currently being reviewed by other authors.
Met with SAS marketing team to discuss how best to capitalize on SAS being used in genetics study.
Met with Dr. Gai Elhanan to identify opportunities at Renown/DRI for collaboration.
Finalized a script to take PII columns in the Clarity data and encrypt them.
There are 640 columns it encrypts.

AIC monthly report

February 2017

Business/project development
General activity

Business/project development

See below all details

General Activity

Ming: Validated Windows WiFi ad-hoc mode.
Had business meeting and demoed AMR solutions.
Tried to test AMR in Maxey building without success - No signal picked up.
Reading NIST RFP and LBS roadmap documents and formulating proposal idea.
Contacted collaborators for NIST proposal
Study LMR spec used by Public Safety Organization (PSO)
Attended CITREC monthly meeting.
Host the first NIST proposal meeting with collaborators
Put together a skeleton proposal summary
Background technology research for LBS.
Prepare NIST proposal including budget
Submitted NIST proposal.
Meeting to discuss another proposal

Brian: Met to discuss GOED support of a WINDS marketing roll-out
Met with representatives of casino and of NexRF to discuss indoor positioning demonstration
Met with the casino to discuss indoor positioning demonstration Met with team to discuss indoor positioning demonstration
Teleconference with PhD plant pathologist at North Dakota State University, to discuss field scale experiments in canola
Conducted a meeting of the Desert Research Board of Directors
Met with Joe concerning marketing
Teleconference with partnership lead for Labs, concerning WINDS weather forecast services
Discussed frost forecast partnership

Jim: Finished MBOs.
Met with chief of sepsis committee to discuss analytical modeling.
Met with chief of Quality Division to discuss analytical modeling.
Created and delivered predictive model for No Show appointments \$23MM impact over ten years eliminating no shows.
Pursued calcium score results for clinician. Determined not IRB compliant.
Engaged Health Hospital about his sepsis predictive modeling.
Engaged Scott Bassett at regarding master's degree requirements for RA's and TA's.
Engaged Decision Support team on Epic Clarity Data schema questions to enrich

AIC monthly report

predictive models.

Engaged to create a proposal that focuses on healthcare outcomes around roadways.

Delivered first draft of paper that describes how 10,000 DNA samples were collected in 66 days.

Delivered first draft of Institute for Health Innovation operating guidelines.

Taught machine learning class to colleagues.

Met with investigator regarding modeling for women's health initiative to determine data requirements.

Engaged MD, regarding surgical reporting and logging how procedures are changed after surgery begins.

Engaged statistician colleagues at Institute regarding interpretation of logistic regression output from statistical models regarding No Show appointments

Continued interrogation of the 3.5 TB electronic healthcare record data.

Further engagement of Institute to highlight utilization of the SAS Platform as a key analytics engine for powering the project.

Model building to identify factors affecting length of surgery.

Sepsis order sets analysis to identify optimum care plan analytically.

Model patients who arrive at a provider and leave without being seen

Model hospital discharge optimization to identify factors to get patients out faster.

Joe:

Met with DRI Foundation Board

Spoke with Pharma Company B

Testified at NV legislature **Joint Senate Revenue & Economic Development and Assembly Taxation**

Met with Renown (10x)

Met with Investor Group B.

AIC monthly report

March 2017

Business/project development
General activity

Business/project development

See below all details

General Activity

Ming: Updated the weather related business development in the group meeting.
Hosted the 2nd meeting to discuss FEMA proposal and will serve as PI for the proposal
Proposed idea/direction for the FEMA proposal
Dig into Golang code for RTLAMR of SDR with plan to convert it to Python
Indication of interest in driving around meter reading test
Held the 4th meeting to discuss FEMA proposal
Put together internal budget
Discussed military application IP with Dave Decker
Suggest to Steve on GPU application for bias correction
Meeting on WINDS vision

Brian: Two teleconferences with forecasting team at Southern California Edison concerning solar forecasting and weather forecasting
Teleconference with logistics team at company concerning weather forecasts
Teleconference with farm and ag company concerning pest forecasts
Attended the Biocontrols West meeting with Brian Baluta to research the fungicide market
Met with Roger Wittenberg to discuss soil science and fungicide development
Teleconference to discuss pest forecasting integration
Met with Mark Weltz and Brian Baluta at ARS in Reno NV to discuss weather forecasting
Videoconference with Brian Baluta and Amanda Crump of CA IPM to discuss weather and pest forecasts
Met with Brian Baluta and team from Retail Association of NV to discuss weather forecasting
Teleconference with Brian Baluta and Steve Foster, UNR extension educator, to discuss weather forecasting and pest forecasts
Teleconference with Len Coop of Oregon State University to discuss weather and pest forecasts
Teleconference with Brian Baluta and company to discuss networking with potential customers

AIC monthly report

Jim: Participated in the quarterly Renown sepsis committee meeting
Set the agenda for four Renown decision support meetings to ensure consistent data dictionary interpretations and definitions
Set the agenda for a Renown Pharmacy strategy meeting to inject analytics into the pharmacy organization.
Taught four DRI/AIC machine learning seminars for HIPAA-qualified analysts at DRI.
Took delivery of updated medical record data. This is done every three months.
Detailed pharmacy analytics discussion with Kristy Cahoon from Renown.
Discussed outcome from Renown clinical trials overview and seminar
Retrieved cardiac calcium score data for Dr. Chris Rowan for a heart study
Met with Dr. Steven Zell from UNSOM to discuss what data we have and how it supports their new care model.
Held detailed discussion with a statistician from Renown on what some of their data issues are.
Completed presentation on factors affecting PACU duration in the operating room.
Consulted with a colleague at SAS on p-values vs. sample size and how best to portray the sensitivity analysis.
Consulted with another colleague at SAS on retrieving final parameter estimates from PROC LOGISTIC.
Worked with Dr. Andrey Khlystov on computing the number of ailments in Reno within 250 yards of major roadways for a proposal.
Provided PROC GEOCODE syntax to David Miceli so he could turn addresses into X,Y coordinates for patients.
Completed presentation on key factors affecting surgical cut-time.
Met with a Renown post operative nurse to discuss issues they face when waking patients up and transferring them to their rooms.
Met with a Renown OR nurse, Crescent Ferrara, to talk about operating room timestamps and how they are created.
Attended Renown liver surgery with Dr. Christos Galanapolous to learn more about operating room procedures.
Created a list of medical grade Bluetooth devices for internal use and research.
Worked with Tim Minor on identifying erionite deposits in Nevada for a seminar Joe G. gave in Hawaii.
Identified mesothelioma, ocular melanoma and renal cell cancer patients for a mesothelioma study being conducted by Dr. Michele Carbone.
Finalized no show appointment prediction and wrote a paper describing how to operationalize models like this at Renown.
Conferred with a colleague at SAS regarding proper use of the HPREG WEIGHT statement.

Joe:
Spoke with pop health expert
Met with possible investor in IHI (3x)
Met with fundraising strategist (4x)
Spent week at Center for Creative Leadership

Company Type	Opportunity Type	Notes (Progression and Next Step)
Leads - Awareness (346 - 432)		
Entertainment	Predictive Analytics	Follow-up email to request continued discussion
Aerospace	Engineering Visualization	Follow-up email to request continued discussion
Software	TBD	No project at this time
Software	Software	Follow-up email to request continued discussion
Architecture Design	Predictive Analytics	Follow-up email to request continued discussion
Energy	Predictive Analytics	No project at this time
Software	Software	Follow-up email to request continued discussion
Predictive Analytics	Software	Follow-up email to request continued discussion
UAS	TBD	No project at this time
UAS	Software	Follow-up email to request continued discussion
Consulting	Predictive Analytics	No project at this time
Gaming	Predictive Analytics	Follow-up email to request continued discussion
UAS	Weather Modification	Follow-up email to request continued discussion
Design	Engineering Visualization	Follow-up email to request continued discussion
PR	TBD	No project at this time
Manufacture	TBD	No project at this time
Agriculture	Soil Science	Follow-up email to request continued discussion
Agriculture	Soil Science	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Predictive Analytics	Software	Follow-up email to request continued discussion
Agriculture	Soil Science	Follow-up email to request continued discussion
Agriculture	Predictive Analytics	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Water Energy	Predictive Analytics	Follow-up email to request continued discussion
Agriculture	Soil Science	Follow-up email to request continued discussion
Consulting	TBD	No project at this time
Architecture Design	TBD	No project at this time
Geology	Data Science	Follow-up email to request continued discussion
Architecture Design	TBD	No project at this time
Software	TBD	No project at this time
Predictive Analytics	None	No project at this time
Consulting	TBD	No project at this time
Predictive Analytics	Software	Follow-up email to request continued discussion
Software	Software	Follow-up email to request continued discussion
IoT	IoT	Follow-up email to request continued discussion
Governance	IoT	Follow-up email to request continued discussion
Governance	IoT	Follow-up email to request continued discussion
Governance	IoT	Follow-up email to request continued discussion
Predictive Analytics	Software	Follow-up email to request continued discussion
Predictive Analytics	Software	Follow-up email to request continued discussion
Consulting	Predictive Analytics	Follow-up email to request continued discussion
Software	TBD	No project at this time
Supply Chain	None	No project at this time
Entrepreneurship	None	No project at this time
Predictive Analytics	TBD	No project at this time
Data Science	TBD	No project at this time
Predictive Analytics	Software	Follow-up email to request continued discussion
Data Science	TBD	No project at this time
Science Education	Education	Follow-up email to request continued discussion
Agriculture	Soil Science	Follow-up email to request continued discussion
Energy	Engineering	Follow-up email to request continued discussion
Agriculture	Predictive Analytics	Follow-up email to request continued discussion
UAS	UAS	No project at this time
Marketing Brand Developmt	TBD	No project at this time
Energy	Predictive Analytics	Follow-up email to request continued discussion
Predictive Analytics	TBD	No project at this time
Mining	Mining	Follow-up email to request continued discussion
Sensors	TBD	No project at this time
Mining	Mining	Follow-up email to request continued discussion
Water Technology	TBD	Follow-up email to request continued discussion
Virtual Reality	TBD	Follow-up email to request continued discussion
Supply Chain	Predictive Analytics	Follow-up email to request continued discussion

Software	Software	No project at this time
Software	Predictive Analytics	No project at this time
Predictive Analytics	TBD	Follow-up email to request continued discussion
Life Sciences	TBD	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Food Science	None	No project at this time
Predictive Analytics	TBD	No project at this time
Public Television	None	No project at this time
Global Industry	Software	Follow-up email to request continued discussion
Sensors	IoT	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Broadcasting	None	No project at this time
Agriculture	Soil Science	Follow-up email to request continued discussion
Software	None	No project at this time
Venture Capital	Software	Follow-up email to request continued discussion
Agriculture	IoT	Follow-up email to request continued discussion
Regional Planning	TBD	Follow-up email to request continued discussion
Architecture Design	Engineering Visualization	Follow-up email to request continued discussion
Architecture Design	None	Follow-up email to request continued discussion
Life Sciences	TBD	Follow-up email to request continued discussion
Agriculture	Soil Science	Follow-up email to request continued discussion
Entrepreneurship	None	Follow-up email to request continued discussion
Architecture Design	Software	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Predictive Analytics	Software	Follow-up email to request continued discussion
Predictive Analytics	Software	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Global Industry	TBD	Follow-up email to request continued discussion
Gaming	Predictive Analytics	Follow-up email to request continued discussion
A	Soil Science	Follow-up email to request continued discussion
Consulting	None	Follow-up email to request continued discussion
Energy	Software	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Computing Services	Cloud Computing	Follow-up email to request continued discussion
Mining	TBD	Follow-up email to request continued discussion
Transportation	None	Follow-up email to request continued discussion
Healthcare	Software	Follow-up email to request continued discussion
Transportation	IoT	Follow-up email to request continued discussion
Regional Planning	Predictive Analytics	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Computing Services	Cloud Computing	Follow-up email to request continued discussion
Energy	Engineering	Follow-up email to request continued discussion
Data Science	Predictive Analytics	Follow-up email to request continued discussion
Healthcare	Predictive Analytics	Follow-up email to request continued discussion
Engineering	Predictive Analytics	Follow-up email to request continued discussion
UAS	UAS	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Data Science	Predictive Analytics	Follow-up email to request continued discussion
Agriculture	Soil Science	Follow-up email to request continued discussion
Data Science	TBD	Follow-up email to request continued discussion
Software	Software	Follow-up email to request continued discussion
Manufacture	Manufacture	Follow-up email to request continued discussion
Manufacture	Engineering Visualization	Follow-up email to request continued discussion
Regional Planning	Predictive Analytics	Follow-up email to request continued discussion
Predictive Analytics	Predictive Analytics	Follow-up email to request continued discussion
Regional Planning	IoT	Follow-up email to request continued discussion
Venture Capital	Software	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Agriculture	Predictive Analytics	Follow-up email to request continued discussion
Agriculture	Predictive Analytics	Follow-up email to request continued discussion
Predictive Analytics	Software	Follow-up email to request continued discussion
Architecture Design	Engineering Visualization	Follow-up email to request continued discussion
Water Technology	Predictive Analytics	Follow-up email to request continued discussion
Architecture Design	IoT	Follow-up email to request continued discussion
Computing Services	Software	Follow-up email to request continued discussion

Architecture Design	Engineering Visualization	Follow-up email to request continued discussion
Agriculture	Predictive Analytics	Follow-up email to request continued discussion
Energy	Predictive Analytics	Follow-up email to request continued discussion
Virtual Reality	Visualization	Follow-up email to request continued discussion
Consulting	Software	Follow-up email to request continued discussion

133 LEADS

Prospects - Interest (56 - 79)

Agriculture	Predictive Analytics	Discussing scope of collaborative effort
Agriculture	Soil Science	Discussing scope of collaborative effort
Predictive Analytics	Software	Discussing scope of collaborative effort
Agriculture	Predictive Analytics	Discussing scope of collaborative effort
Mining	Predictive Analytics	Discussing scope of collaborative effort
Agriculture	Soil Science	Discussing scope of collaborative effort
Predictive Analytics	Software	Discussing scope of collaborative effort
Agriculture	Predictive Analytics	Discussing scope of collaborative effort

8 PROSPECTS

Qualified - Desire (19 - 26)

Energy	Predictive Analytics	Collaborative agreement discussions ongoing
Predictive Analytics	Software	Collaborative agreement discussions ongoing

2 QUALIFIED

Negotiation - Action (7 - 5)

Predictive Analytics	Software	Terms of collaboration ongoing
Mining	Predictive Analytics	Terms of collaboration ongoing

2 NEGOTIATION

Won or Lost (2 - 4)

Mining	Mining	First Study Complete
Healthcare	Software	Phase 1 begun
Logistics	Software	Route optimizer project completed

6 WON