



Applied  
Innovation  
Center

# Desert Research Institute Applied Innovation Center

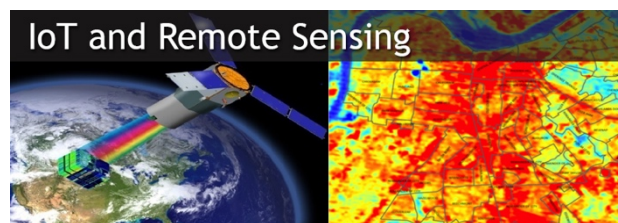
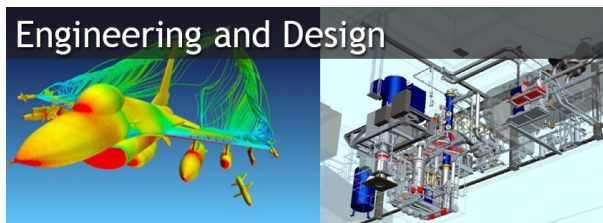
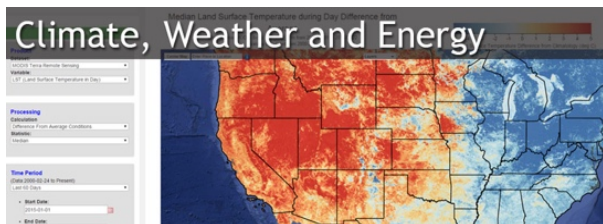
---

---

## Quarterly Progress Report

Reporting Period: April 1st to June 30th, 2016

July, 2016



## Table of Contents

<b>Project Purpose</b> .....	<b>2</b>
<b>Section I: Proposal Progress</b> .....	<b>3</b>
<b>Section II: Performance</b> .....	<b>6</b>
<b>Table 2: Progress Toward Metrics</b> .....	<b>6</b>
Start-up Companies: .....	6
Jobs Created:.....	6
Intellectual Property Licenses: .....	6
Intellectual Property Revenue: .....	6
Sponsored research: .....	7
Impact Faculty hired: .....	7
Student Internships: .....	7
<b>Section III: Budget</b> .....	<b>7</b>
<b>Section IV: Appendices</b> .....	<b>9</b>



## 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 Q2 2016, the AIC was focused on building its applied research center concept with Renown Health and expanding the proof-of-concept for its WINDS weather intelligence platform as it prepares for a significant fundraising effort. In Q2 the AIC added two new programmers to its team – Mr. Bruce Lipp and Mr. Harry Reed. They bring expanded programming skills to our great team.

In Q2, the AIC was 15 FTE strong (8 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 building two new pieces of instrumentation and software for high throughput data collection in the climate/weather/energy nexus. 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 the life sciences/informatics space we are focused on drug discovery, diagnostics and health care data analytics. The latter focus is in partnership with Renown Health.



## Section I: Proposal Progress

During the reporting quarter, the AIC has made significant 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 the submission of licensing agreement terms and disclosure of the technology to DRI's administration. The IP will be transferred to the DRC in Q3 and we will begin fund-raising on WINDS' industry leading accuracy in weather prediction.

### 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. For example, in Q2 we collaborated with UNSOM (Nevada School of Medicine) on an NIH proposal.

### 3. Strategic development of an applied research institute in health data science with Renown Health.

One of the major objectives of Renown Health's strategic plan is to improve population health in Northern Nevada. In part, this requires access to top care and top medical facilities. Another part is modern health data science analytics and statistics. AIC is working to leverage our expertise in data analysis and programming to improve patient outcomes. In Q2, we worked on the following:

- Developed analytical procedures to analyze the past decade of electronic health records. This is an effort to identify key factors affecting population health relating specifically to mortality, readmission rates and length of stay.
- Began the process of aggregating patient-level data from Renown Health into more fine-grained predictive models to compare Renown to national healthcare performance and identify local population health trends with particular emphasis on child health and cancer.
- Began to mine a "big data" repository of population health data using electronic healthcare records from Renown Health.

### 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. Continued development of a partnership with Cedar Strat technologies to foster four separate entities:**

- a. A new Great Basin geology field mapping school in Las Vegas.
- b. Creation of a Great Basin geologic data repository incorporating more than 30 years of data acquired by Cedar Strat technologies.
- c. A turnkey consulting pathway for DRI to assess environmental impacts to drill sites in the Great Basin and to assist in the well permitting process at the state level based on those impacts.
- d. Monetizing a newly created and much more detailed geologic map of the Valley of Fire headquarters.

**6. Delivered on a proto-type for a business intelligence platform for AVA logistics.**

AVA logistics is a Reno based company in the logistics business. They booked ~\$15m in revenue in 2015 and hope to continue to grow by 30% in 2016. The AIC delivered the first small software installation to streamline data analysis and shipment tracking with a long-term goal of turning AVA into a \$50m company.

**7. Commercialization / Partnering**

The AIC sales sheet represents a list of companies in our pipeline. Companies highlighted in peach are additions in Q2.

**8. Intellectual Property**

The IP disclosure for WINDS was completed in Q2 with the goal of forming DRI's first KF spin out company.

**Disclosures**

The IP disclosure related to the WINDS platform

**Applications**

System for the controlled manipulation of single-celled organism physiology and bioproduct production	Grzymiski and Staub	instrumentation and method	In revision
System and method for a specific military application	Decker and Grzymiski	design and process	Application is under review

**Issued**

**9. 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]*

**10. Looking Forward**

We remain optimistic about the AIC and are growing and adding jobs to DRI and Nevada – consistent with the overall goals of the KF. We anticipate doubling the size of the AIC since it was first formed by June of 2017. We expect to meet the goals defined by Director Steve Hill to be no more than 30% reliant on state funds by the 5<sup>th</sup> year of our existence. We are accelerating our plans to implement a “Fraunhofer” style-funding model within the AIC as well as developing a new Applied Research Center with Renown Health.



## Section II: Performance

**Table 2: Progress Toward Metrics**

**Knowledge Fund Report Metrics**

Primary Categories	Q2 2016	Q2 2017	Q2 2018
Companies Moved to NV	N/A	0	1
Start-up companies	1	2	3
Jobs Created	0	10	20
IP Licenses	1	2	5
IP Revenue	0	\$200,000	\$330,000
Grants Received/Affiliated	0/0	\$500,000	\$1,000,000
Sponsored Research (Contracts/\$)	2/\$700,000	\$1,250,000	\$1,500,000
<b>Secondary Categories</b>			
Patents (Filed/Awarded)	0	2/0	2/1
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	1	4	5

Notes: All Values are for booked amounts in Q1.

### Start-up Companies:

**Desert Research Corporation.** In Q2 the DRC continued its development as a start-up company within DRI. We are initiating a significant fund-raise (~\$3m) to meet the needs of WINDS expansion.

### Jobs Created:

Since AIC inception there have been 13 jobs created. In Q2 we hired 2 more jobs within the AIC and are searching for 1 more.

### Intellectual Property Licenses:

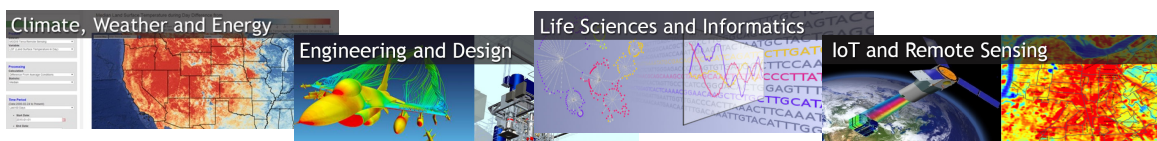
One IP license related to WINDS was submitted to DRI administration in Q2. Development of 2 new instruments are on-going which will lead to IP and revenue

### Intellectual Property Revenue:

Revenue from the WINDS platform, from logistics work and from health data science innovation is projected for Q3.

### Grants received:

Since inception the AIC has received \$442,996 worth of research grants directly and ~\$750,000 as co-PIs or as SMEs. However, no grants were booked in Q2. We submitted more than \$1m in new grants in Q2.



**Sponsored research:**

AIC and DRI did sponsored research with the DRC, with EMS Genomics and Renown Health in Q2.

**Impact Faculty hired:**

We hired two more programmers in Q2 and are searching for another faculty member.

**Student Internships:**

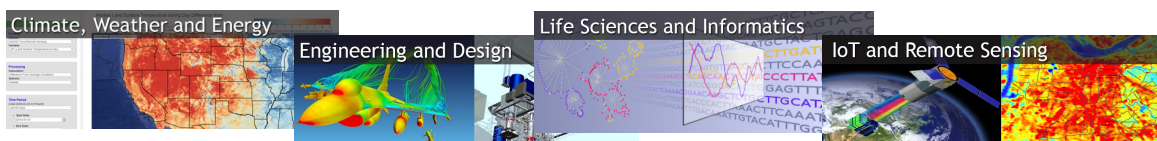
1 Student intern was working in Q2.

**Section III: Budget**

AIC General Salary in Q2 supported 11 FTE including the senior director, business development leader, 1 technical leads, 4 programmers, 2 post-docs and 1 faculty member. In Q3 the expenditures will remain flat as we add two more positions to the AIC but also start to work more intensively on the Renown Health work.

Asset and faculty development increased with the push to launch WINDS and develop some new capabilities. We expanded our expertise and assets in IOT, we sponsored the building of a new chemical analyzer and new spectrometer. We contributed to the development of new techniques for modeling pollution and water usage. We built out the infrastructure necessary to launch the commercial version of WINDS and host Renown’s health data analytics platform.

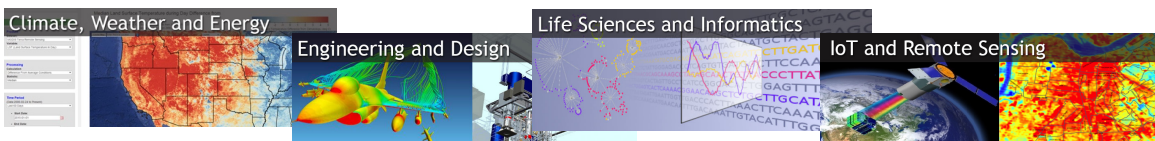
<b>AIC Expenditures</b>			
For Reporting Period			
April 1 – June 30, 2016			
	<b>Q2 actual</b> Current period	<b>To Date</b> Phase II inception to date April 1, 2016 – June 30, 2016	<b>Q3 estimate</b> Jul 1-Sept 30, 2016
<b>AIC General Salary</b>	\$329,117	\$329,117	\$434,000
<b>AIC Operations</b>	\$12,864	\$12,864	\$40,000
<b>Total</b>	<b>\$341,981</b>	<b>\$341,981</b>	<b>\$474,000</b>





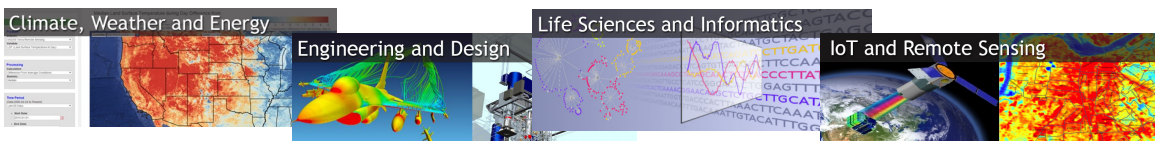
<b>AIC INCOME</b>			
For Reporting Period			
April 1 – June 30, 2016			
	<b>Q2 actual</b> Current period	<b>To Date</b> Inception to Date April 1, 2016 – June 30, 2016	<b>Q1 estimate</b> Jul 1-Sept 30, 2016
<b>Federal Grants / Contracts</b>	\$80,000	\$499,996	\$96,000
<b>Private sector Contracts</b>	\$45,305	\$45,305	\$65,000
<b>IP Revenue</b>	\$-	\$-	\$25,000
<b>GIFTS</b>	\$-	\$-	\$-
<b>Other Contributions</b>	\$-		
<b>Knowledge Fund</b>	\$-	\$-	\$-
<b>Total</b>	<b>\$125,305</b>	<b>\$545,301</b>	<b>\$186,000</b>

**Note: All faculty at DRI are soft money and rely on grants and contracts. Income is only recorded when a grant or contract is charged. Because Phase I was closing out after Q1 we dedicated all time to completing Phase I work and no grants and contracts were charged. Phase II does NOT have coverage for the entire AIC and grants and contracts will be charged accordingly.**



## Section IV: Appendices

1. Monthly Reports
2. BD pipeline



# AIC monthly report

April, 2016

Business/project development  
General activity

## Business/project development

### NV ENERGY

Ming and Brian conducted a WINDS proposal teleconference with Terry Baxter and Abdul Razack of NV Energy

### SWITCH

Ming and Brian conducted a teleconference with Jason Mendenhall EVP of Cloud Compute at Switch to discuss the migration of the WINDS platform

### PROFITBRICKS

Ming and Brian conducted a teleconference with Aaron Garza VP of Sales for the cloud compute organization Profit Bricks to secure a trial period of cloud computing for the WINDS platform

### DISCOVERY MUSEUM

Brian met with DRI and Discovery Museum personnel (twice) concerning the launch of the Science Café series of community meetings

### WEI

Brian began dialogue with Kevin Sullivan of WEI to craft a WEI weather and climate forum for the Fall season of 2016

### NEWBEAN CAPITAL

Brian conducted a teleconference with Nicola Kerslake of Newbean Capital

### ITRON

Brian conducted a teleconference with Frank Monforte of Itron to further discuss WINDS pilot program opportunities

### ASSOCIATION OF ENERGY PROFESSIONALS

Brian conducted a networking teleconference with John Hargrove, CEO of Association of Energy Professionals

### NEVADA ECONOMIC DEVELOPMENT CONFERENCE

Brian met with Sheryl Gonzales of the Nevada Economic Development Conference to discuss DRI participation in the 2016 meeting sessions

# AIC monthly report

## LAWRENCE BERKLEY

Brian conducted a teleconference with Pardeep Pall of Lawrence Berkley to discuss weather forecasting and climate science

## CEDAR STRAT

Brian conducted a teleconference with Alan Chamberlain of Cedar Strat concerning potential business opportunities in developing maps for the Valley of Fire national park

## General Activity

Ming worked on developing FireFly proposal for FEMA

Ming submitted an NSF proposal to SI2-SSE program

Ming served as search committee chair for software programmer/analyst

Brian attended the Western Energy Institute (WEI) meeting (through April 1)

Brian participated in an AIC informational brown bag lunch

# AIC monthly report

May, 2016

Business/project development  
General activity

## Business/project development

### SCRIPPS

Ming and Brian met with Art Miller and Nick Cavanaugh of Scripps Institute of Oceanography and Lawrence Berkeley to discuss potential research collaboration for WINDS

### GRADFIT

Ming participated in GradFit program to discuss with perspective students on pursuing graduate school

### PROFITBRICKS

Ming and Brian participated in teleconferences with Profit Bricks to discuss cloud set-up for WRF modelling

### VOTESOLAR

Brian had teleconference with Jim Hanover to gain solar industry and commercial insights

### DISCOVERY MUSEUM

Brian met three times with Discovery Museum / DRI team to plan the inaugural Science Distilled/Science Café lecture series

### ITRON

Brian conducted teleconference with Frank Monforte of Itron to discuss weather forecasting opportunities with CAISO

### WESTERN ENERGY INSTITUTE

Brian conducted two teleconferences with Kevin Sullivan of the Western Energy Institute to discuss weather/energy nexus seminar planning

### HOLLAND AND HART

Brian had teleconference with David Garcia of Holland and Hart to discuss WINDS licensing and DRC set-up

### RENOWN

Jim met with Renown numerous times to discuss population health strategy  
Joe attended Renown CHI meeting, Health Data Science, and BIO planning session meeting

### UNR

Joe attended Psychiatry and Microbiology meetings. Also, the UNR-NCAR opening ceremony

# AIC monthly report

## General Activity

Ming submitted FireFly proposal to FEMA as a Co-PI
Ming worked on Developing NSF Cyber-Physical System proposal on networked weather stations as Lead-PI
Ming conducted software engineer/analyst search and interviews and extended offers to two candidates: Harry Reed and Bruce Lipp
Brian participated in software engineer/analyst/programmer interviews
Brian conducted two DRC board meetings
Brian attended the Sierra Business Council Dinner representing DRI and AIC
Brian met with Kent Hoekman to discuss CTREC / agricultural business opportunities
Brian attended the Emtech/MIT Technology Review meeting in San Francisco
Brian led WINDS technology/innovation discussion with AIC team
Brian conducted meeting to discuss Tesla gigafactory visualization project
Brian attended dinner with George Kleinman to discuss weather forecasting and commodity trading

# AIC monthly report

Brian participated in DRI presidential search committee meeting
Brian attended DRI/Discovery Museum Science Distilled lecture at IMBIB
Jim interviewed software engineering candidate finalists and checked on references
Jim received Renown data. In process getting it loaded
Jim continues to interrogate mother/infant dataset for trends.
Joe participated in GOED BIO planning

# AIC monthly report

June, 2016

Business/project development  
General activity

## Business/project development

### RENOWN

Joe: Hosted Dr. Chris Kozlowski and Dr. Chris Rowan – Renown Institute for Heart and Vascular Medicine  
Met with Dr. Tony Slonim, CEO Renown Health  
Met with Michele Henderson and Wendy Damonte, Renown Health  
Met with Bryant Cox and team, Renown Business Intelligence  
Met with Christos Galanopoulos, Renown Cancer Institute  
Conducted phone conference with Tripp Layfield, EVP and General Counsel, Renown

### GLOBAL AFFAIRS JEFFERSON

Joe met with Dr. Richard Derman – Provost for Global Affairs Jefferson

### UNSOM

Joe met with Dr. Jim Kenyon – Associate Dean UNSOM

### CHILD HEALTH INSTITUTE

Joe attended a Child Health Institute meeting and also met with members of the institute

### BIO TECH

Joe had telephone conferences with Bio Tech Company

### COMMODITY RESOURCE CORP

Brian met with George Kleiman, CEO of Commodity Resource Corporation to discuss weather forecasting and commodities trading

### EP MINERALS

Brian met with EP Minerals and DRI researchers to discuss environmental product R&D partnership with DRI and DRC

### TESLA

Brian met with Tesla representatives to discuss architectural data sharing and 3D visualization in the DRIVE theaters



# AIC monthly report

## RENOWN

AIC team met with Dr. Max Coppes, Physician in Chief of the Renown Children's Hospital

## SWITCH

Brian conducted teleconference with Paul Neely (DRI) and Jason Mendenhall of SWITCH to discuss Nevada Test Site data housing and analysis in a cloud computing environment

## RENOWN

Jim: created a data warehouse for 87,000 Mothers and their Newborn's hospital records over a ten year period (per CEO) and created presentation and supporting document highlighting the results of the analysis

Created a separate data warehouse for 3.9 million northern Nevada Renown patient records over a ten year period

In process transferring 1TB of Epic operational data to SQL Server and to the new Linux environment

## CEDAR STRAT

Jim assisted in developing relationship with them.

Includes:

Bringing Great Basin data to DRI for curating

Creating a field geology school in LV

Starting a service for environmental impact assessments on BLM land.

Selling a geologic map at Valley of Fire State Park to assess market interest.

## General Activity

Ming submitted an NSF proposal: CPS: Synergy: Deploy LoRaWAN Networked Weather Stations to Address Fine Scale Urban Weather Forecasts

Ming participated CTREC Stakeholder Meeting for 1<sup>st</sup> time as a member

Ming prepared draft for WINDS disclosure

Ming enabled WiFi demo code on Microchip Explorer 16 board

# AIC monthly report

<p>Ming is working on a NDOT proposal for auto determination of no-passing zones on two-lane highways</p>
<p>Ming had phone call with Justin Zhan to discuss collaboration on NSF EPSCoR R2 Track 1 proposal</p>
<p>Ming was invited to serve The Science Community (details not provided)</p>
<p>Joe met with Dr Mark Sorrentino</p>
<p>Joe made a presentation to the KF advisory board</p>
<p>Joe met with the Foundation Medicine</p>
<p>Joe and colleagues from DRI attended the BIO conference in San Francisco along with Renown</p>
<p>Brian presented the annual shareholder update of the DRC to the DRI Research Foundation</p>
<p>Brian assisted in hosting first DRI/Discovery Museum Science Cafe</p>
<p>Brian conducted a Board meeting of the DRC to discuss corporate strategy</p>
<p>Brian met with Richard Jasoni to discuss Eco Cell modification/ technology upgrades and indoor agriculture business opportunities</p>

# AIC monthly report

Brian met with internal DRI team to discuss Cedar Strat partnership focused on Valley of Fire geological data, field training school, and database development. Developed strategic documents to support partnership meeting with Cedar Strat team

Brian developed slide content for the Knowledge Fund advisory committee update, participated in update meeting

Company Name	Company Type	Opportunity Type	Notes (Progression and Next Step)
<b>Leads - Awareness (346 - 432)</b>			
Access Solutions	Entertainment	Predictive Analytics	Follow-up email to request continued discussion
Aerion	Aerospace	Engineering Visualization	Follow-up email to request continued discussion
Apple	Software	TBD	No project at this time
Apex Logic	Software	Software	Follow-up email to request continued discussion
Arcadis/RTKL	Architecture Design	Predictive Analytics	Follow-up email to request continued discussion
Arcos	Energy	Predictive Analytics	No project at this time
ArrowData/Bowhead	Software	Software	Follow-up email to request continued discussion
Ascel Bio	Predictive Analytics	Software	Follow-up email to request continued discussion
Ashima	UAS	TBD	No project at this time
Asperatus	UAS	Software	Follow-up email to request continued discussion
Association of Energy Services Professionals	Consulting	Predictive Analytics	No project at this time
Autodesk	Design	Engineering Visualization	Follow-up email to request continued discussion
Bauserman Group	PR	TBD	No project at this time
Bernard Bach/NVCAST	Manufacture	TBD	No project at this time
Bonneville Power Authority	Energy	Predictive Analytics	Follow-up email to request continued discussion
BubblePost	Predictive Analytics	Software	Follow-up email to request continued discussion
California ISO	Energy	Predictive Analytics	Follow-up email to request continued discussion
CalCom Solar	Water Energy	Predictive Analytics	Follow-up email to request continued discussion
Catalyst Partners	Consulting	TBD	No project at this time
Cathexes	Architecture Design	TBD	No project at this time
Cedar Strat	Geology	Data Science	Follow-up email to request continued discussion
CFA	Architecture Design	TBD	No project at this time
Clairvoyant	Software	TBD	No project at this time
Clear Capital	Predictive Analytics	None	No project at this time
Clearwater Compliance	Consulting	TBD	No project at this time
Cirrus	Software	Software	Follow-up email to request continued discussion
Cisco	IoT	IoT	Follow-up email to request continued discussion
City of Reno	Governance	IoT	Follow-up email to request continued discussion
City of Reno Public Works	Governance	IoT	Follow-up email to request continued discussion
City of Reno Parks	Governance	IoT	Follow-up email to request continued discussion
Commodity Resource Group	Predictive Analytics	Software	Follow-up email to request continued discussion
Copperleaf	Consulting	Predictive Analytics	Follow-up email to request continued discussion
Crazy Tooth Gaming	Software	TBD	No project at this time
CSCMP	Supply Chain	None	No project at this time
CUBE	Entrepreneurship	None	No project at this time
Cyrcadia Health	Predictive Analytics	TBD	No project at this time
Data Guild	Data Science	TBD	No project at this time
Digital Foundary	Data Science	TBD	No project at this time
Discovery Museum	Science Education	Education	Follow-up email to request continued discussion
Drone America	UAS	UAS	No project at this time
DuPuis	Marketing Brand Developmt	TBD	No project at this time
Elpis	Energy	Predictive Analytics	Follow-up email to request continued discussion
EMC	Predictive Analytics	TBD	No project at this time
EP Minerals	Mining	Mining	Follow-up email to request continued discussion
Filament	Sensors	TBD	No project at this time

Geofortis	Mining	Mining	Follow-up email to request continued discussion
Haws Integrated	Water Technology	TBD	Follow-up email to request continued discussion
High Fidelity	Virtual Reality	TBD	Follow-up email to request continued discussion
Hortonworks	Software	Software	No project at this time
iFactor	Software	Predictive Analytics	No project at this time
Inquiri	Predictive Analytics	TBD	Follow-up email to request continued discussion
Intrexon	Life Sciences	TBD	Follow-up email to request continued discussion
Itron	Energy	Predictive Analytics	Follow-up email to request continued discussion
Kimmie Candy	Food Science	None	No project at this time
knf Technologies	Predictive Analytics	TBD	No project at this time
KNPB Broadcasting	Public Television	None	No project at this time
Koch Industries	Global Industry	Software	Follow-up email to request continued discussion
Libelium	Sensors	IoT	Follow-up email to request continued discussion
LoadIQ	Energy	Predictive Analytics	Follow-up email to request continued discussion
Lotus Radio Corp	Broadcasting	None	No project at this time
Microsoft	Software	None	No project at this time
Montreux	Agriculture	IoT	Follow-up email to request continued discussion
MWH	Architecture Design	Engineering Visualization	Follow-up email to request continued discussion
NAI Alliance	Architecture Design	None	No project at this time
NeoBiotech	Life Sciences	TBD	No project at this time
Newbean Capital	Entrepreneurship	None	No project at this time
Northern NV Urban Dvlpmt	Architecture Design	Software	No project at this time
NV Energy	Energy	Predictive Analytics	Follow-up email to request continued discussion
Omniscient	Predictive Analytics	Software	Follow-up email to request continued discussion
Pacific Gas & Electric	Energy	Predictive Analytics	Follow-up email to request continued discussion
PepsiCo	Global Industry	TBD	No project at this time
Perry Advisory Grp	Consulting	None	No project at this time
Phononic	Energy	Software	Follow-up email to request continued discussion
Portland Gas & Electric	Energy	Predictive Analytics	Follow-up email to request continued discussion
<b>ProfitBricks</b>	<b>Computing Services</b>	<b>Cloud Computing</b>	<b>Follow-up</b> email to request continued discussion
Pure Energy Minerals	Mining	TBD	Follow-up email to request continued discussion
Reno-Tahoe Intl Airport	Transportation	None	No project at this time
Renown	Healthcare	Software	Follow-up email to request continued discussion
RTC	Transportation	IoT	Follow-up email to request continued discussion
San Diego Gas & Electric	Energy	Predictive Analytics	Follow-up email to request continued discussion
Scripps Institution of Oceanography	Data Science	Predictive Analytics	Follow-up email to request continued discussion
SEMSA	Healthcare	Predictive Analytics	Follow-up email to request continued discussion
Sierra Nevada Corporation	Engineering	Predictive Analytics	Follow-up email to request continued discussion
Skyworks	UAS	UAS	Follow-up email to request continued discussion
Southern Cross	Energy	Predictive Analytics	No project at this time
Spire Global	Data Science	Predictive Analytics	Follow-up email to request continued discussion
<b>SWITCH</b>	<b>Data Science</b>	<b>TBD</b>	<b>Follow-up</b> email to request continued discussion
Tack Mobile	Software	Software	Follow-up email to request continued discussion
TechShop	Manufacture	Manufacture	Follow-up email to request continued discussion
<b>Tesla</b>	<b>Manufacture</b>	<b>Engineering Visualization</b>	<b>Follow-up</b> email to request continued discussion
TMRPA	Regional Planning	Predictive Analytics	Follow-up email to request continued discussion
TrenLot	Predictive Analytics	Predictive Analytics	Follow-up email to request continued discussion
Washoe County	Regional Planning	IoT	Follow-up email to request continued discussion
Western Energy Institute	Energy	Predictive Analytics	Follow-up email to request continued discussion

Wood Rodgers	Architecture Design	Engineering Visualization	Follow-up email to request continued discussion
UgMO	Water Technology	Predictive Analytics	Follow-up email to request continued discussion
Unique Infrastructure Group	Architecture Design	IoT	No project at this time
United Construction	Architecture Design	Engineering Visualization	No project at this time
Varasset	Energy	Predictive Analytics	No project at this time
Visual Effects	Virtual Reality	Visualization	No project at this time
Vote Solar	Consulting	Software	No project at this time

**100 LEADS**

**Prospects - Interest (56 - 79)**

Bonneville Power Authority	Energy	Predictive Analytics	Follow-up email to request continued discussion
California ISO	Energy	Predictive Analytics	Discuss collaborative agreement
Scripps Institution of Oceanography	Data Science	Predictive Analytics	Follow-up email to request continued discussion
Spire Global	Data Science	Predictive Analytics	Discuss collaborative agreement
Tesla	Manufacture	Engineering Visualization	Discuss collaborative agreement
Western Energy Institute	Energy	Predictive Analytics	Follow-up email to request continued discussion

**6 PROSPECTS**

**Qualified - Desire (19 - 26)**

BubblePost	Predictive Analytics	Software	Collaborative agreement discussions ongoing
Commodity Resource Group	Predictive Analytics	Software	Collaborative agreement discussions ongoing
Discovery Museum	Science Education	Education	Collaborative agreement discussions ongoing
Itron	Energy	Predictive Analytics	Collaborative agreement discussions ongoing
NV Energy	Energy	Predictive Analytics	Collaborative agreement discussions ongoing
Tesla	Manufacture	Engineering Visualization	Collaborative agreement discussions ongoing

**6 QUALIFIED**

**Negotiation - Action (7 - 5)**

Cedar Strat	Geology	Data Science
EP Minerals	Mining	Mining
ProfitBricks	Computing Services	Cloud Computing

**3 NEGOTIATION**

**Won or Lost (2 - 4)**

Geofortis	Mining	Mining	Work order sent for review, negotiated, signed. Work secured.
Renown	Healthcare	Software	Phase 1 begun
AVA logistics	Logistics	Software	Route optimizer project initiated

**3 WON**