RevTech Labs
Mentor Matchmaking Welcome Party

Class 19

Thank you to our partners

SIAPARTNERS

Insperity

EY

AIG

Infosys

BARINGS

avidxchange

Brighthouse FINANCIAL

FIFTH THIRD BANK

CliftonLarsonAllen

RevTech LABS

The Team

Dan Roselli
Founder

Sara Garces Roselli
Co-Founder

Ken Gacevich
RTLC General Partner

Ashley Everett
Director of Operations

Andrew Hicks
RTLC Fund Principal
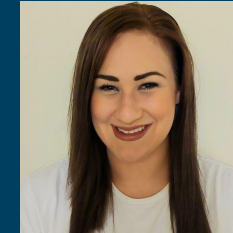
Adam Buck
Venture Analyst

Richie Shaffer
Head of Strategic
Partnerships

Shannon Perry
Director of Conferences
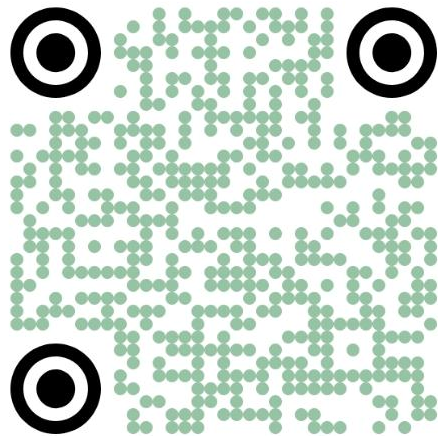& Events

Sarah Yates
Events & Marketing
Manager

Kasie Jackson
Program Manager

Events

Atlanta Top 20

Fintech + Insurtech Showcase

SEPT 12, 2023 | LOCATION TBA
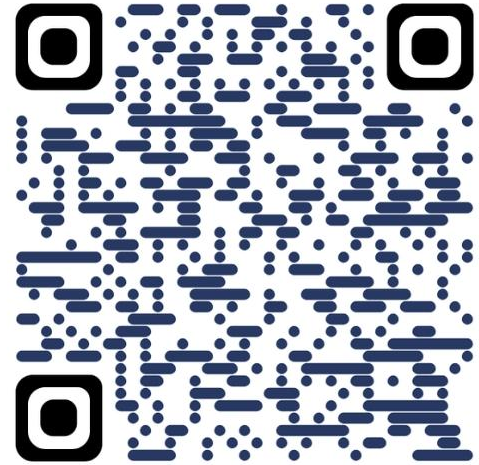
REVTECH LABS

JCBA®

Ways to Engage

Advisor vs. Mentor

Advisory Board

- Big Picture
- Varied Experience
- Focus on Long-term
- Sits on scheduled + structured advisory board meetings

Mentors

- Niche Subject Matter Experts
- Supporting Founders on *specific* sprint
- Works 1:1 with Founder setting their own meetings + cadence

Founder Platform | Crowdworks

Structure overview

The Program Room is where your accelerator program managers and mentors will work together with the cohort companies to make them investment ready.
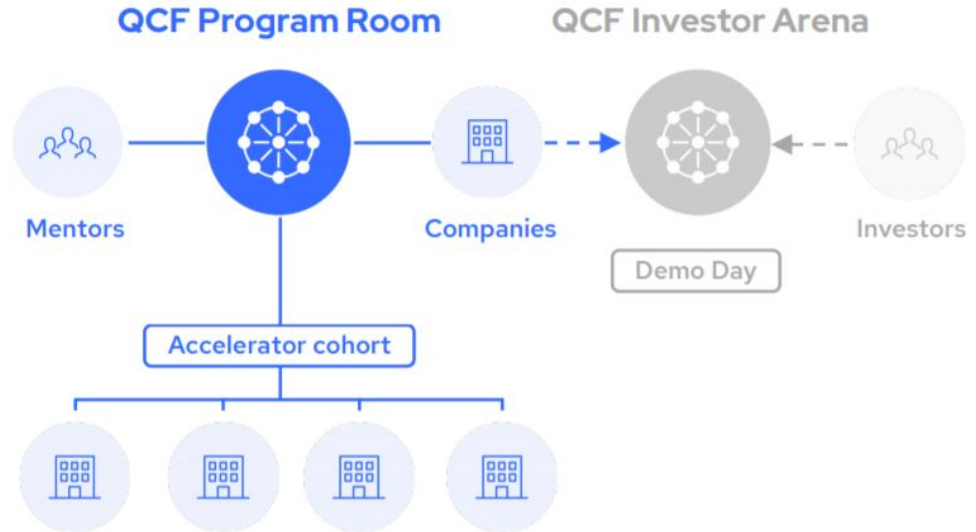
Explainer:
When the cohort companies are deemed investment ready you can introduce them to the Investor Arena.
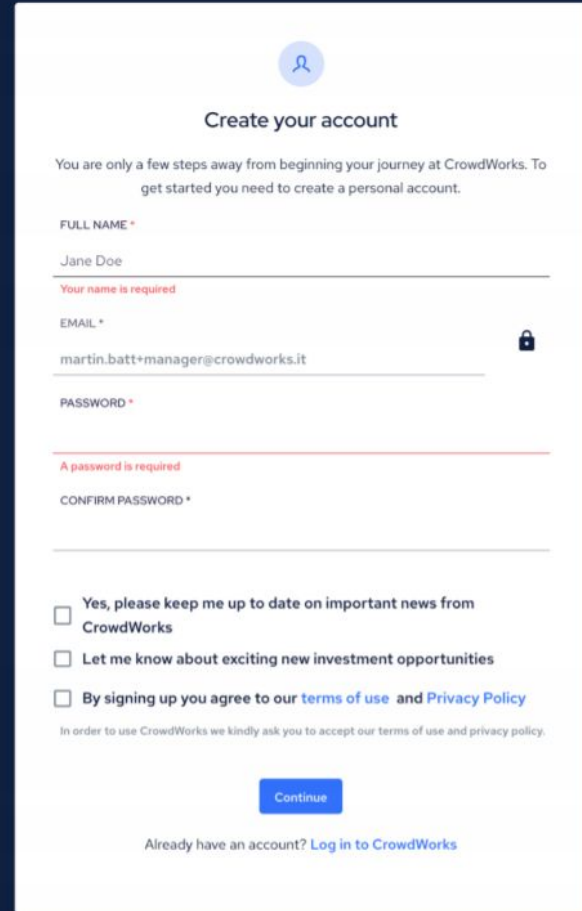
Founder Platform

Profile registration

Mentors will receive an email invite from the QCF Program Manager to register their profile in CrowdWorks. By creating a profile they will get access to the Program Room and can be connected with a suitable company.

Mentors will need to fill out relevant information about their expertise and skill set.

Explainer:
Every user in CrowdWorks creates their own profile as part of the registration process. You can share as little or as much information as you prefer.

Create your account

You are only a few steps away from beginning your journey at CrowdWorks. To get started you need to create a personal account.

FULL NAME *

Jane Doe

Your name is required

EMAIL *

martin.batt+manager@crowdworks.it

PASSWORD *

A password is required

CONFIRM PASSWORD *

☐ Yes, please keep me up to date on important news from CrowdWorks

☐ Let me know about exciting new investment opportunities

☐ By signing up you agree to our terms of use and Privacy Policy

In order to use CrowdWorks we kindly ask you to accept our terms of use and privacy policy.

Continue

Already have an account? Log in to CrowdWorks

Program Room

Industry and stage
As part of the onboarding process Mentors will need to fill out relevant information about their expertise and skill set.

Sarah Woods
Co-Founder and General Partner of Sun Ventures @ Sun Ventures
London, United Kingdom

in LinkedIn 📞 +1 929 476 5823

Bio

Sarah has been an active investor and philanthropist for the last 15 years. She is the founding partner of Sun Ventures running one of the largest clean energy investment funds in Europe.

Experience

Years experience   Education level
20+   PhD

Areas of expertise

Industries
INFORMATION TECHNOLOGY   ENGINEERING   OIL & ENERGY

Business Domains
OPERATIONS & INFRASTRUCTURE   DISTRIBUTION CHANNELS

Work experience

- **Co-Founder and General Partner** at Sun Ventures
  2008 – Present
  Sun Ventures is an early-stage investment firm based in London.

- **Equity Analyst** at J.P Morgan
  2005 – 2007

- **Portfolio Manager** at Deutsche Bank
  2003 – 2005

2003

Investment preferences

Type of investor   INSTITUTIONAL

Industry preference   INFORMATION TECHNOLOGY
                        OIL & ENERGY

Investment experience   COMPANY EXIT
                        STOCK MARKET INVESTMENTS
                        GROWTH INVESTMENTS

Investment size   €100–K

Capacity next 3 years   €100,000,000

Involvement

☑ I'm happy to provide general feedback.
☑ I'm open for Board Member position.
☑ I'm open for Advisory Board position.
☑ I'm open for Mentor assignments.
☐ I'm open for "sweat equity" projects.

Investment preferences and involvement

I embody a global mindset and admire founders who think globally. My mission is to help these talented entrepreneurs scale and access resources across other markets.

Mentor

Mentor expertise   GROWTH
                        EXITS/IPOS
                        INTERNATIONALIZATION
                        FUNDING

Visibility and access:
- Mentors

Class 19

Class 19 Recruitment

20,000+
Companies Reached

410+
Applications

91
Semi-Final
Interviews

17%
Veteran
Founder

30%
Female
Founder

42%
Founder of
Color

RevTech
LABS

Recruitment Geography
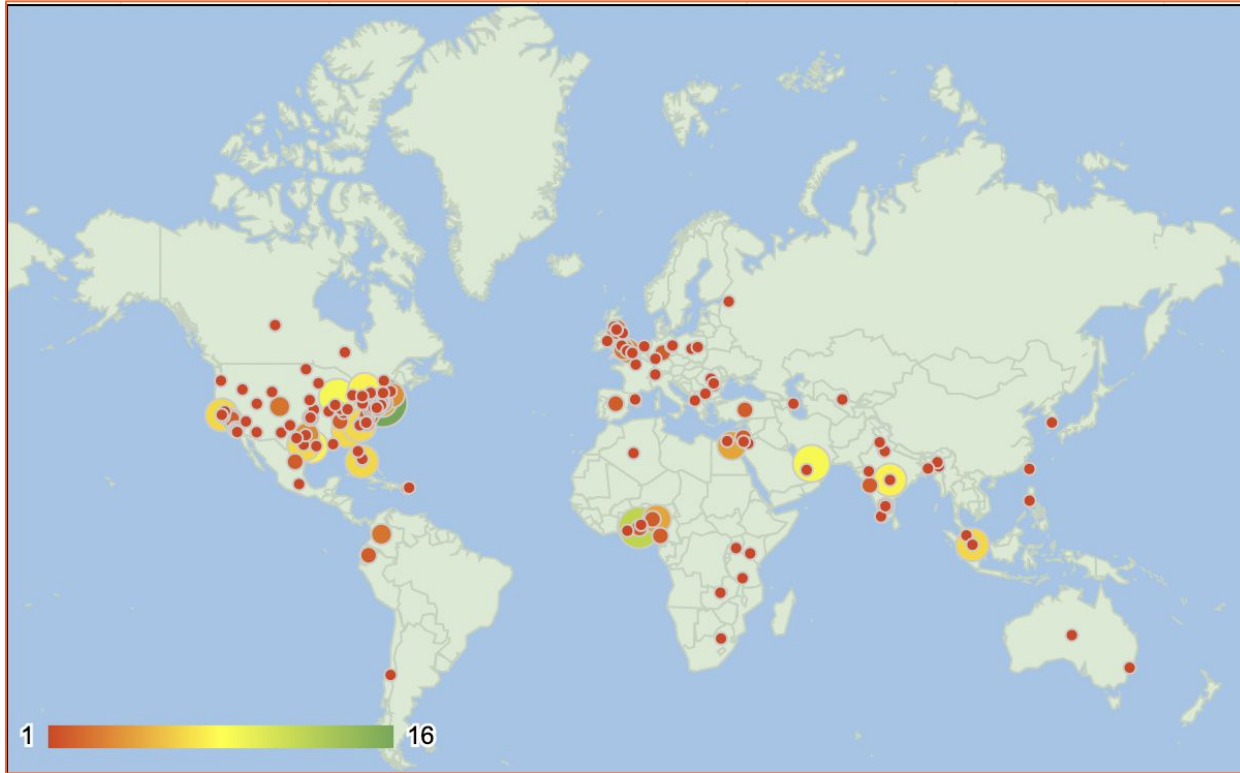
Applicant **Verticals**

Count of Fintech Vertical

- Money Transfer/Rem… — 3.3%
- Lending (marketplac… — 11.7%
- Blockchain/Cryptocu… — 3.3%
- Real Estate/PropTec… — 16.7%
- WealthTech (investm… — 8.3%
- Capital Markets (sal… — 3.3%
- Regtech (audit; risk;… — 5.0%
- Insurance (digitizing… — 21.7%
- Personal Finance (to… — 11.7%
- Payments/Billing (pa… — 15.0%

RevTech LABS
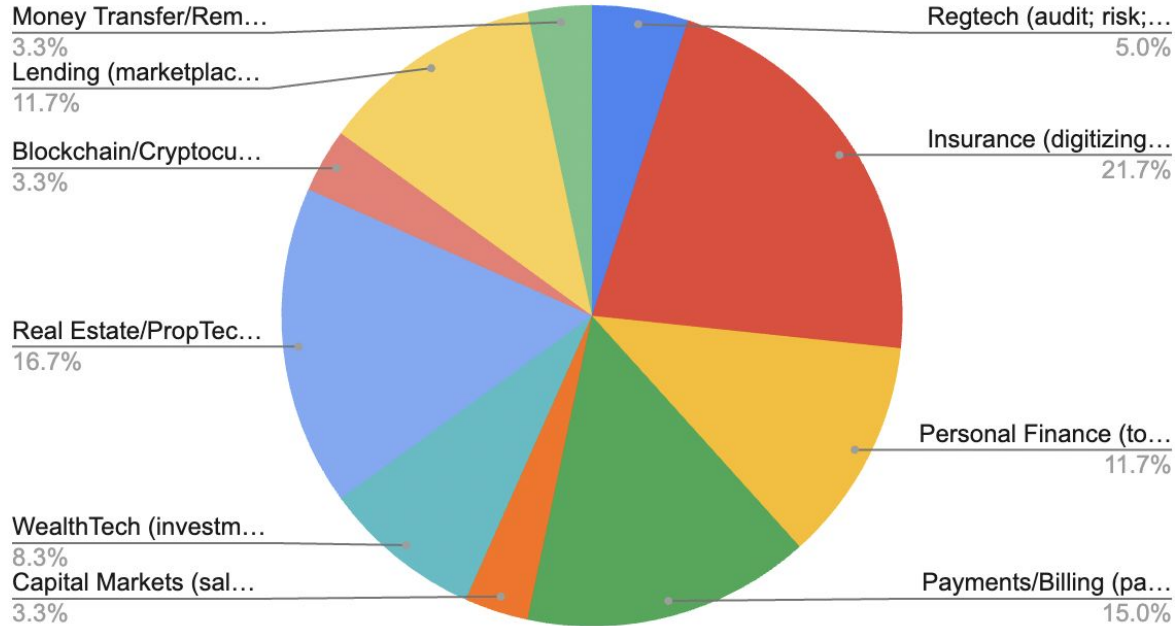
Applicant Stats

$839,423
Avg. Capital Raised

$200,000
Median Capital Raised

55%
Revenue Positive

$41,600
Avg. Monthly Revenue

RevTech
LABS

Pitch Structure

Structure

- Each founder will have 2 minutes to present. They will start with a high level overview of their company to refresh you all on who they are and what they do. They will spend the remainder of the time presenting their sprints.

- After we finish the presentations, we will dive into networking and each founder will have their designated table to ask further questions.

- Founders will have their logo and company name at their designated tables for reference.

Mentor Matching Form

Forms

- IN-PERSON ATTENDEES ONLY: Fill out a feedback notecard at company's tables. This notecard is your opt-in. Once answering the 6 questions, please place your notecard in the ballet box at the registration table. DO NOT SUBMIT A TYPEFORM SURVEY if you successfully submit your notecard.

- NON-LOCALS: If you aren't from Charlotte or could not make tonight's event, please proceed as normal and fill out a typeform survey after watching the recorded pitches.

- **Only opt into 1-2 companies based on your bandwidth and experience**

- **Program Team will begin building advisory boards and assigning mentors next week via the Crowdworks Task Force Room Only.**

- **Recordings will be sent via email on Wednesday morning 08/30**

Class 19 Pitches

Bubble makes insurance shopping smart and easy. By embedding insurance seamlessly into real estate flows, Bubble helps home buyers and owners easily shop and secure the best-fit insurance policies. In turn, Bubble's turnkey agency-in-a-box enables real estate companies to streamline and monetize insurance.

Sprint #1

Sprint #2

Sprint #3

Supply: Expand homeowner carrier access (with new appointments and/or aggregator partnerships) to improve lead conversion

Demand: Continue to grow real estate embedded partnerships

Diversify: Build and test messaging for embedded personal insurance with financial services companies

crema

Financial infrastructure for international freelancers. Crema helps freelancers get paid, worldwide, and access financial products to grow their business.

Sprint #1

Sprint #2

Sprint #3

Find 1 profitable, repeatable and scalable paid acquisition channel. Our target market is high performing freelancers that work internationally, and the channels we want to test out are: FB, IG, TikTok. Youtube, Google search and display, twitter, and Red

Have the MVP of our partner program and test it. We are looking for partners that have a customer base of freelancers. Be it marketplaces, accounting services, banking services HR platforms

Regulatory compliance roadmap done and MSB + MTL execution started

Cheese Financial Inc. is dedicated to helping people build credit and grow savings with simple and automated solutions. We believe that the chance of getting great credit and achieving life goals belongs to everyone.

![RevTech Labs logo]

| Sprint #1 | Sprint #2 | Sprint #3 | Sprint #4 |

Refine and enhance the dynamic marketing plan with a 20% MoM and 6-12 months payback period

Activate 40 fintech consumer lead gen publisher with Affiliate partnership, such as media press, high traffic blogger, influencers, by Nov 30th, 2023.

Create a comprehensive pitch deck, established a fully developed deal room, conducted research to identify 20 potential VC firms or angel investors, and aim to secure a funding round of $350k-500k within a span of 3 months.

Explore new banking and corporate partnerships to expand the reach of our dynamic interest loan product, which adjusts based on real-time changes in personal credit scores.

Cyvatar is a technology-enabled Cyber Security as a Service (CSaaS) provider for the underserved SMB market, disrupting a $150 billion industry by introducing and delivering smarter measurable managed security subscriptions to help you achieve compliance, attain cyber insurance, and secure your business faster and more efficiently.

Sprint #1

Sprint #2

Sprint #3

Within 12 weeks, develop a **Fintech-focused GTM strategy,** targeting 100 ideal clients in the Fintech sector and securing introductions with a minimum of 20%

In a marketing-centric 12-week sprint, Cyvatar aims to amplify its engagement within the Fintech industry to **fortify brand presence** and refine our marketing strategy

In a sales-driven 12-week sprint, **Cyvatar aspires to acquire 10 new Fintech clients,** each contributing a minimum of $50K, inclusive of a launch partner to bolster case studies, brand visibility, references, and introductions.

DigsFact uses AI & computer vision to speed up and simplify the estimation phase of property claims, remodeling, repair & installation projects.

Sprint #1	Sprint #2	Sprint #3
Refine GTM strategy with a focus on property insurance industry	Build out sales pipeline - with strategies to close existing leads and intros to build out the top half of the funnel.	Calibrate pitch deck; Identify and approach target investors

FutureMoney is a platform that makes it easier for every family to start investing today to help and empower parents to take control of their finances and build wealth for generations to come.

Sprint #1

Build a go-to-market strategy to launch our initial product offering and navigate our way to product market fit.

Sprint #2

Identify corporate partners and establish an enterprise growth strategy. Validate through an initial pilot with a community bank or FinTech partner.

Sprint #3

Capitalize the company through a strategic venture round and/or equity crowdfunding focusing on the right long-term partners to accelerate our future growth.
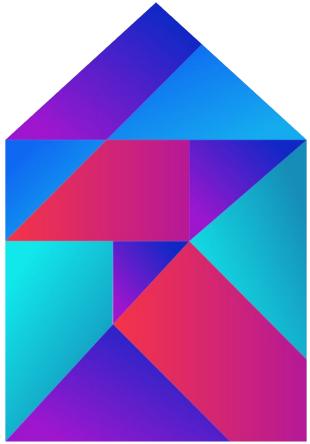
Home Lending Pal

Home Lending Pal is an intelligent marketplace that allows potential home buyers (specifically underserved individuals) the opportunity to explore the possibility of home ownership via our website while offering its clients (lenders) product, features and customers that allow them to be CRA compliant

Sprint #1

Sprint #2

Sprint #3

Operational infrastructure: Develop operational/ERP systems roadmap that encompasses research, development and training on the solution.

Product Retention: Development of a reliable system or SOP that can provide immediate feedback to management and developers regarding app user retention and feature stickiness.

Lender Acquisition: Support introductions to 10 key Tier 1 FDIC Insured Institution business leaders in support of our 2023 lender acquisition objectives.

Kredete is a B2B SAAS digital lending platform that provides an all-in-one credit infrastructure that streamlines the entire lending process for lenders, covering loan application, AI decisioning, disbursement, and repayment/collection, offering a comprehensive solution designed specifically for lenders in Africa.

Pinata is a renter super amenity, a loyalty rewards program with built in credit boosting features. We put more back into renters pockets and impact a landlords bottom line with reduced delinquency, increased on-time payments and improved renter satisfaction.

Sprint #1

Sprint #2

Sprint #3

Intros to individuals or groups in residential rental real estate. (Can be folks in real estate from asset management, ownership, property management companies and landlords OR other proptech companies that can be a good channel partner.)

Introductions to 5-10 new investment groups

Build candidate list for product, engineering, growth talent

Rehicle Auto Parts started focusing on Auto Parts Consignment, and now brings the ability to appraise a vehicle in its sum in parts to Automotive businesses and Insurance Providers. The Rehicle Inner Track App, or RITA, is a market data scouring platform that brings a mobile-first experience for end users, and by extension its API capabilities for larger Enterprises.

Sprint #1

Sprint #2

Sprint #3

Sprint #4

Develop a Persona-focused sales / marketing for Rehicle App & Services ready for App Launch.

Feedback from Advisors to frame core features to scale and Launch the Rehicle Inner Track App.

Investment Strategy roadmap to correspond to business goals.

Introductions to SMEs in Automotive Insurance Industry.

Sprint #1

Sprint #2

Sprint #3

Help with revamping pitch deck and data room for Series A raise.

Assistance with valuation ask to determine raise amount.

Connect with a global expansion expert for company growth.

Suma Wealth is the leading all in one fintech platform for young U.S. Latinos. Providing financial tools and education for a cohort that represents a $182B opportunity.

Sprint #1

Sprint #2

Sprint #3

Identify and initiate outreach with 50 potential partners who align with our strategic goals and can contribute to our mission to secure $1.5M in contracts that have a minimum of $100K in the next 6 months.

Identify and apply for $1M in grant funding opportunities within the next quarter.

Do 2 end to end product reviews that point out at least 3 ways in which we can optimize for conversion.

TidalWave is the world's first self-service, end-to-end, AI-guided mortgage engine for lenders, banks & credit unions.
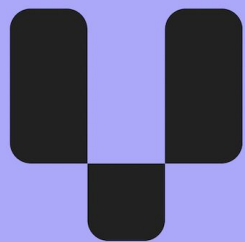
Sprint #1

Line up 40 potential lender,bank & credit union engagements (call/face to face/sit down @ conf) from September through November 2023.

Sprint #2

Launch & test all marketing materials & GTM strategy to execute Q4 2023.

Sprint #3

Complete personnel & hiring roadmap based on product development.

talisman

Like turning a messy keyring into a single master key: Get a clear view of software costs and easily manage who uses what, all in one place — no need to jump between platforms.

Sprint #1

Sprint #2

Sprint #3

Building awareness our V3 spend product prior to launch.

Launch first 30 integrations by October 19th, 2023.

Getting warm introductions to investors who fit our round.

Vero partners with banks to provide inventory financing for dealers of manufactured goods. Vero's technology and services platform enables their partners to expand relationships with existing customers, or attract new dealer clients.

Sprint #1

Refine sales playbook with emphasis on positioning of value proposition considering current market environment - emphasis on deposit gathering tool rather than loan growth.

Sprint #2

Assessment of various sales channels with decision on where to allocate resources for 2024 growth push.

Sprint #3

Framework to evaluate various solutions (BaaS, insurance, and GTM plans for 1 VAR solution that we determine to move forward with.

Thank you for Attending!