

# BleedIO Tech — Company Facts Sheet

## BleedIO Tech, Inc. — Company Facts Sheet

Source of truth for all data room materials. As of: March 2026.

### Corporate

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<b>Legal name</b>	BleedIO Tech, Inc.
<b>Entity type</b>	Delaware C-Corporation
<b>Incorporated</b>	May 2024
<b>HQ</b>	851 Duportail Rd, 2nd Floor, Chesterbrook, PA 19087
<b>Website</b>	<a href="https://bleedio.com">https://bleedio.com</a>
<b>Contact</b>	connect@bleedio.com
<b>CEO</b>	Stan Podolski

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### Current Round

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<b>Round</b>	Seed
<b>Target raise</b>	\$900,000
<b>Instrument</b>	Post-Money SAFE (YC standard)
<b>Valuation cap</b>	\$6,000,000 post-money
<b>Early investor discount</b>	10% for first \$200K within 30 days (\$5,400,000 effective cap)
<b>Minimum investment</b>	\$25,000
<b>Existing SAFE</b>	\$100,000 from Prox SG at \$2,000,000 cap (July 2024)
<b>Use of proceeds</b>	60% GTM, 25% Engineering, 15% Legal & Ops

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### Financial Snapshot (as of March 2026)

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Metric	Value	Notes
<b>Monthly Recurring Revenue</b>	\$3,000–\$4,000	From active pilots
<b>Annual Run Rate</b>	~\$40,000–\$48,000	Based on current MRR
<b>Total revenue (Q4 2025–Q1 2026)</b>	\$43,973	Subscription \$38,973 + Services \$5,000
<b>Available cash balance</b>	\$7,799	Cash + net CC position (Mar 2026)
<b>Cash on hand</b>	\$5,692	Novo checking (Mar 2026)
<b>Monthly operating burn</b>	~\$5,000	Categorized operations (Oct 2025–Mar 2026 avg)

Metric	Value	Notes
<b>Cloud credits (upon Seed close)</b>	~\$400,000	Azure \$100K + GCP \$150K + AWS \$150K — conditional on VC/angel backing
<b>Credit card balances (gross)</b>	~\$22,700	6 cards; net position -\$2,106 (more paid than owed)
<b>Long-term debt</b>	\$31,100	Founder loans \$20K + AMEX credit lines \$11K + Novo \$100
<b>Founder capital at risk</b>	\$20,000	Personal loans to company
<b>Business model</b>	\$3–\$5/device/month SaaS + \$25K–\$60K per network install	Multi-year contracts

## Products

Product	Status	Description
<b>locMESH</b>	<b>Live — Generating Revenue</b>	BLE location-awareness and device-monitoring platform. Real-time tracking, zone alerts, telemetry, multi-tenant dashboard. Deployed at Chevron, piloted with Snap-on.
<b>netMESH</b>	<b>In Development — Patent Pending</b>	Decentralized, self-healing BLE Mesh SaaS platform. No single point of failure. Up to 32,767 nodes. Store-and-forward offline operation. AES-256 encryption.

## Customer & Pilot Status

Account	Vertical	Status	Paid	Key Detail
<b>Chevron</b>	Oil & Gas	Signed, Live	Yes (paid pilot)	3+ months, zero failures. Mission-critical refinery.
<b>Snap-on</b>	Industrial	Paid pilot, in progress to sign	Yes (paid pilot)	OEM integration path for industrial tooling. Contract pending.
<b>Lufthansa Industry Solutions</b>	Maritime	Partner agreement in progress	—	Reseller agreement for cruise line digital services. In negotiation.
<b>Oracle Red Bull Racing</b>	Motorsport	Paid events, in progress	Yes (paid events)	High-performance operational environments.
<b>Fire Departments (2)</b>	Public Safety	Signed, Live	Yes	Firefighter safety & accountability. Active deployments.

Account	Vertical	Status	Paid	Key Detail
<b>Texas A&amp;M University</b>	Education	Pilot on pause	—	Smart campus. Waiting for university funding.
<b>Carbon Reform</b>	Climate Tech	Signed, HW development	Yes	Environmental sensor networks. Hardware development stage.
<b>Villanova University</b>	Education / R&D	Agreement signed	—	Math model improvement for mesh positioning algorithms.

**Pipeline:** 48 additional fire departments targeted. 100+ system integrators on wait list. 2nd O&G major in target stage.

## Team

Name	Role	Type	Background
<b>Stan Podolski</b>	CEO / Cofounder	Full-time, Common Stock	IBM Consulting, Capgemini, Accenture. MS Physics, MBA Finance.
<b>Mikhail Kolobov</b>	Cofounder / Hardware & Engineering	Full-time, Common Stock	Prox SG (since 2009). IoT systems, firmware, mesh architecture.
<b>Leonardo Beup</b>	Cofounder / CMO & Go-to-Market	Full-time, Common Stock	Marketing, go-to-market strategy, investor relations.
<b>Brad Niems</b>	Cofounder / Sales & Commercial	Full-time, Options	Enterprise sales, channel development.

## Intellectual Property

Asset	Status	Detail
<b>Provisional Patent #1</b>	Filed May 12, 2025	DN1855 “Network in Advance” (#63/804,380). Non-provisional deadline: May 12, 2026.
<b>Provisional Patent #2</b>	Filed Oct 16, 2025	Non-provisional deadline: Oct 16, 2026.
<b>Copyright</b>	Registered Mar 17, 2025	DN1892 Wi-Fi Mesh Gateway Code (#1-14883902841).
<b>Invention disclosures</b>	8 in pipeline	DN1856–DN1860, DN1875–DN1878. Covering mesh routing, edge AI, identity, positioning.
<b>Patent counsel</b>	Patent 360 LLC, Irvine, CA	

## Legal Counsel

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Firm	Scope
<b>Duane Morris LLP</b>	Corporate & securities (Am Law 100)
<b>Patent 360 LLC</b>	Patent prosecution & IP strategy
<b>Klasko Immigration Law Partners</b>	Employment-based immigration

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## Key Registrations

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Registration	ID
<b>EIN</b>	On file
<b>DUNS</b>	On file
<b>SAM / UEI</b>	On file
<b>CAGE Code</b>	On file
<b>PA Business Entity</b>	Filed and acknowledged

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## Recognition & Awards

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Award	Year	Organization
<b>Phorum Demo Pit — Best in Show</b>	2026	PACT Network
<b>LionCage — Technology Category Winner</b>	2025	Penn State Great Valley
<b>Smart Cities / Smart Bases — Finalist</b>	2025	TechConnect / ATI
<b>Batchery Pragmatic AI</b>	2025	Batchery Accelerator
<b>CodeLaunch — U.S. Semi-Finalist</b>	2025	CodeLaunch

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*This document is the single source of truth for the BleedIO Tech data room. All other materials should be consistent with these facts. If any discrepancy is found, this document governs. Last updated: March 2026.*