

Investment Thesis

BLEEDIO TECH, INC.

BLEEDIO TECH

Delaware C-Corp · Est. May 2024
Chesterbrook, PA · April 2026

Always-On Industrial Connectivity

Industrial connectivity that works where Wi-Fi, cellular, and hub-based architectures fail — self-organizing, self-healing, zero infrastructure required.

\$6M

POST-MONEY
VALUATION (SAFE)

\$1.2M

WEIGHTED PIPELINE
ACV

3

ACTIVE MARKET
WEDGES

100%

UPTIME ACROSS
ALL LIVE DEPLOYMENTS

OPPORTUNITY & SOLUTION

The Gap — Where Existing Networks Fail

- Hub-and-spoke IoT (Wi-Fi, LoRa, 5G) breaks in RF-hostile, mobile, or infrastructure-free environments
- A single gateway failure takes down the entire network — no fallback in refineries, ships, or fire scenes
- AI/ML ops need continuous high-fidelity edge data that legacy IoT cannot reliably deliver
- New markets — emergency response, defense, large events — need connectivity that travels with the team

BleedIO — Deploy Anywhere, Enable New Markets

- No hub, no gateway, no fixed infrastructure — every device is a relay, network travels with operations
- Self-heals in <3 seconds on node loss — sustained uptime across all live deployments
- Hardware-agnostic on open wireless standard — DRAW proprietary ecosystem creates platform lock-in, not hardware lock-in
- Software-first model decoupled from hardware supply chain — scales through OEM and partner channels

COMMERCIAL TRACTION + DEFENSE READINESS

Industrial

Refineries · Maritime · OEM
· Environmental

Paid live
deployment
Maritime
channel active

Chevron

RTLS in office/lab · Paying
customer · Field testing Q2
2026

PAYING

Lufthansa IS

Maritime fleet IoT · 2-3
ships 2026, scaling to 250-
300 by 2029 · Reseller

IN PROGRESS

Snap-on

Tool fleet tracking · OEM
agreement in progress ·
Direct

IN PROGRESS

Carbon Reform

Environmental sensor
network · Planned
deployment · Direct

PLANNED

Public Sector

Emergency Response ·
Events

2 signed
deployments
50 target by end
2026

Fire Depts (IAFF)

GPS-free firefighter
tracking · 2 paid trials · 48
pipeline · Direct

PAID TRIAL

Oracle Red Bull
Racing

Live event connectivity ·
Agreement in progress ·
Direct

IN PROGRESS

Defense & Autonomy

Contested · Drone Swarm
· Forward Ops

MANET mesh
TAM \$18.9B
→ \$38.6B by
2031

Replicator / Drone
Swarm Networking

\$18 FY24-25 · Mesh
comms for autonomous
swarms · Direct

PLANNED

DARPA OFFSET / Army
IoBT REIGN

Tactical mesh in contested
environments · SBIR-
eligible · Direct

PLANNED

DoD Autonomy /
SINGARS IDIQ

\$13.4B FY2026 autonomy
budget · \$6B IDIQ ceiling
(L3Harris prime) · Direct

PLANNED

CAGE · SAM · UEI · DUNS registered —
government contracting ready. Open
wireless standard — ITAR-free, supports
defense and international access.

BUSINESS MODEL — SAAS-FIRST

SaaS

Recurring revenue tied to connected devices and
deployed networks. SaaS pricing: \$3-\$5 per
device/month. Non-maritime deployments: \$60K ACV.
Maritime channel (Lufthansa, ship fleets): \$150K-
\$330K ACV (3-year: \$100K-\$150K deployment +
\$48K-\$60K annual SaaS).

Licensing + Services

Firmware and software licensing support OEM and
partner deployments. Implementation, onboarding,
and custom integration services create additional
revenue, with API and edge-data services as longer-
term expansion layers.

Go-to-Market

BleedIO reaches end customers through direct
enterprise sales, reseller and integrator channels, and
OEM embeds such as Snap-on. Hardware is partner-
supplied, not BleedIO-manufactured.

Why Now — Structural Tailwinds

- Chevron and Snap-on show that BleedIO's connectivity model is already crossing from technical validation into paid commercial use
- AI/ML adoption and industrial safety mandates both require continuous edge data in environments Wi-Fi cannot reliably reach
- DoD committed \$13.4B to autonomy/AI in FY2026, with Replicator and DARPA programs reinforcing demand for resilient mesh communications in contested environments
- SINGARS replacement IDIQ: \$6B ceiling (L3Harris prime). Motorola acquired Silvus (MANET mesh) for \$4.4B in Aug 2025, while the MANET mesh market is projected to grow from \$18.9B to \$38.6B by 2031
- IoT M&A rose 41% in 2024, with strategic acquirers paying premium multiples for mission-critical connectivity assets and platforms

Comparable Exits

Silvus → Motorola Solutions	\$4.4B · 15-20x · Aug 2025
Cradlepoint → Ericsson	\$1.1B · 8.5x
Nozomi → Mitsubishi Electric	~\$1B · 8-12x
Splunk → Cisco	\$28B · 7.6x
Sierra Wireless → Semtech	\$1.2B · 2x
Samsara IPO	\$11B · 22x

Recent strategic outcomes suggest that resilient connectivity
platforms can command premium valuations when they become
mission-critical infrastructure for industrial and defense-adjacent
operations.

THE ASK — \$900K SEED ROUND

\$900K SAFE at \$6M Post-Money

Scale customer delivery across 3 active verticals · Launch V2 platform · Hire sales & engineering

\$900K

Targeting breakeven in 2027 · financing objective in 2H 2027

\$540K Go-to-Market

Customer delivery, pilots & pipeline

\$225K Engineering

Product, firmware & V2

\$135K Legal & Ops

Legal, compliance & ops

Execution Team

Stan Podolski — CEO: MS Physics, MBA Finance.
IBM, Accenture, Capgemini.
Lee (Leonardo) Beup — CMO: 30+ yrs Fortune 500
marketing. Airgas, Air Liquide.
Brad Niems — CRO: 30+ yrs large-scale IoT.
Amphenol. Multiple patents.
Mikhail Kolobov — HW Partner: Prox SG. Pre-seed
investor. Rapid prototyping.

IP Portfolio

Patent Pending #1 — "Network in Advance" pre-
provisioning (filed May 2025, #63/804,380)
Patent Pending #2 — Mesh routing & device
management (filed Oct 2025)
Copyright registered — Wi-Fi Mesh Gateway
firmware (#1-14883902841)
8 invention disclosures in pipeline · Patent 360 LLC
counsel

Infrastructure & Efficiency

\$300K cloud credits upon Seed close (Azure
\$100K + GCP \$100K Year 1 + AWS \$100K); **\$400K
total over 2-year program** (+ \$100K GCP Year 2 at
20% discount)
\$5K/mo operating burn — capital-efficient
execution
CAGE · SAM · UEI · DUNS registered — government
contracting ready
**NVIDIA Inception · CDL Alumni · Microsoft
Accelerator**

Scale

Convert pilots to
recurring deployments

V2

Launch next platform
and firmware milestones

Expand

Grow reseller, integrator,
and OEM channels

2H27

Target next financing round
after key milestones