

BleedIO Tech

Always-on connectivity for environments where Wi-Fi or cellular falls short

"BleedIO Tech enables resilient device connectivity in environments where Wi-Fi, cellular, or hub-based systems fall short."

Company Summary

Wireless connectivity in industrial and public-sector environments still breaks down around central hubs, cloud dependence, and hard-to-reach deployments. BleedIO builds software-first wireless infrastructure to address those reliability gaps. The company commercializes **locMESH** today while building **netMESH** as its decentralized platform for resilient device networks.

Executive Summary

BleedIO's platform is designed for environments where downtime, poor data continuity, and single points of failure are unacceptable. The company is targeting public safety, smart cities, industrial automation, logistics, utilities, hospitality, aviation, and critical infrastructure with an edge-first, vendor-agnostic networking approach.

Management

Stan Podolski, CEO: radio-physics and enterprise-technology background spanning EY, IBM, and Accenture. **Mike Koloboff:** hardware and IoT execution. **Brad Niems:** commercial and technical sales leadership. **Leonardo Beup:** marketing and go-to-market strategy.

Customer Problem

Legacy wireless systems often rely on gateways, hubs, or uninterrupted cloud paths. In difficult environments, that creates downtime, cyber risk, poor scalability, and inconsistent data capture. Additional devices frequently make those networks less reliable rather than more resilient.

Product / Services

BleedIO's software organizes distributed wireless device networks that can operate at the edge, remain interoperable, and support secure data collection without a traditional centralized dependency. locMESH is the commercial wedge today; netMESH is the strategic platform roadmap.

Target Market

BleedIO is focused on customers that already depend on connected infrastructure but still suffer from poor uptime, incomplete telemetry, and limited deployment flexibility. The strongest wedges today are industrial operations, public safety, municipal systems, and integrator-led deployment environments.

Business Model

SaaS-first pricing tied to connected devices and deployed networks, with additional upside from APIs, firmware, implementation support, and deployment-related services. The go-to-market strategy combines direct enterprise selling with integrators, strategic partners, and channel relationships.

Customers

Current traction and market proof include industrial proof-of-concept activity, public-safety use cases, and broader integrator/channel interest. The company frames Chevron as a core validation point and continues to position public safety and industrial resilience as major commercial wedges.

Sales / Marketing Strategy

Customer acquisition combines direct outreach, strategic partnerships, integrator relationships, and market education around resilient wireless infrastructure. The company is using locMESH to open deployments today while building the broader netMESH platform narrative for scale.

Competitive Advantage

BleedIO positions itself as a resilient, vendor-agnostic, edge-first alternative to centralized wireless architectures. The differentiation story centers on decentralized networking, uptime, device-to-device continuity, deployment flexibility, and infrastructure-light operation.

Company

URL: <https://bleedio.com>

Founded: May 2024

Employees: 7

HQ: 851 Duportail Rd, 2nd Floor
Chesterbrook, PA 19087

Entrepreneur

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Round Overview

Funding Stage: Seed

Capital Seeking: \$900K

Capital Raised: historical docs vary; verify before external reuse

Current Revenue: \$3K–\$4K monthly

Burn: ~\$3K monthly

Team

Stan Podolski — CEO

Mike Koloboff — Hardware

Brad Niems — Sales

Leonardo Beup — CMO

Validation

PACT 2025 finalist

LionCage Technology-Focused category winner

Multiple TechConnect finalist recognitions

Social

<https://www.linkedin.com/company/bleedio>

<https://twitter.com/bleediotech>

Financial Snapshot

Current revenue	\$3K–\$4K monthly
End of 2026 target	~\$25K MRR
Operating cash	~\$5K
Burn rate	~\$3K monthly
Additional cash credits	~\$120K
Platform credits	~\$100K

Fundraising

BleedIO is raising a **\$900K Seed round** to expand customer delivery, deployment execution, product and firmware development, and broader commercial growth. Current internal operating guidance uses a 60% GTM, 25% product / engineering, and 15% legal / ops framing for use of funds.