

BleedIO Tech Q&A

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1. What does BleedIO do?

BleedIO Tech builds resilient edge device networks on a different open standard, with an AI layer for smarter mission-critical operations where Wi-Fi and cellular fall short. The company commercializes **locMESH** today while building **netMESH** as its longer-term decentralized platform for resilient, infrastructure-light operations.

2. What problem are you solving?

Many IoT deployments still depend on central hubs, gateways, or always-on cloud paths. In hard-to-reach or mission-critical settings, that creates single points of failure, degraded uptime, poor scalability, and inconsistent data capture. BleedIO is focused on delivering more resilient, infrastructure-light networking for those environments.

3. What is the difference between locMESH and netMESH?

locMESH is the commercial product in market today. It supports BLE point-to-point and centralized deployments, indoor location-aware workflows, device telemetry, and operational dashboards. netMESH is the strategic decentralized wireless platform in development, designed for self-routing, self-healing, edge-first networks that can scale without relying on a central hub.

4. What traction do you have today?

BleedIO's operating story includes live product activity, pilot deployments, and early revenue from the commercial product path. The company also points to market validation from industrial and public-sector use cases, including the Chevron proof-of-concept, public-safety applications, and channel and integrator interest.

In addition to those proof points, the current investor narrative highlights early public-safety traction, including firefighter-department interest and the goal of expanding that wedge materially during 2026. BleedIO also uses external recognition, investor-forum feedback, and integrator conversations as evidence that the market is responding to the resilience and infrastructure-light positioning of the platform.

5. What markets are you focused on?

BleedIO is targeting public safety, smart cities, industrial automation, critical infrastructure, logistics, hospitality, utilities, aviation, and government-related applications. The company is particularly focused on environments where resilient connectivity and secure local operation matter more than consumer-grade convenience.

The practical go-to-market wedge today is not “all IoT.” It is environments where network failure has an operational cost: facilities, municipal deployments, public-safety workflows, industrial monitoring, and other settings where uptime, local control, and deployment simplicity matter. That framing helps explain why BleedIO can start with specific operational use cases and expand into broader infrastructure software accounts over time.

6. What is the business model?

BleedIO is SaaS-first, with revenue expected from software subscriptions, APIs, firmware, implementation support, deployment services, and related network-management functionality. The go-to-market motion combines direct enterprise selling with integrators, strategic partners, and broader channel relationships.

Management materials also frame the model as a mix of software, telemetry, deployment support, and hardware-adjacent revenue where needed to accelerate adoption. The strategic goal is to keep software and recurring platform revenue at the center of the story, while still being pragmatic about implementation-heavy early-stage deals when that helps convert lighthouse customers and pilots.

7. How much are you raising now?

BleedIO is currently raising a **\$900K Seed round**. The operating narrative used in current investor materials frames the round as growth capital for customer delivery, deployment execution, product and firmware development, and broader commercial expansion.

8. How will the Seed round be used?

The current working fundraising split is:

- 60% go-to-market
- 25% product and engineering
- 15% legal and operations

In practical terms, the round is intended to help BleedIO convert pilots into recurring revenue, expand the public-safety and channel motion, improve product maturity, and strengthen operating readiness for institutional investors.

The round is also intended to reduce execution bottlenecks. That includes improving deployment workflows, strengthening commercial follow-through, tightening diligence readiness, and moving the company from founder-led proof activity toward a more repeatable operating cadence.

9. What is the current revenue profile?

BleedIO's current revenue is approximately **\$3K to \$4K per month**, with a target of approximately **\$25K MRR by the end of 2026**. Older documents may still contain earlier forward-model assumptions; update or qualify those when sharing materials externally.

Investors should treat the current revenue as proof of commercial movement, not as the mature-scale outcome. The near-term story is about converting pilots and early deployments into more predictable recurring revenue, while using the Seed round to build enough commercial and delivery consistency to support stronger 2027 scaling assumptions.

10. What is the current liquidity and burn situation?

Current operating cash is approximately **\$5K**, with a burn rate of roughly **\$3K per month**. In addition, management has indicated approximately **\$120K in available cash credits from banking relationships** and roughly **\$100K in platform credits**, which help reduce near-term operating pressure.

That means BleedIO is lean on direct cash but not operating without support. The credits do not replace the need for the Seed round, but they do provide practical non-dilutive breathing room on infrastructure and near-term operating needs while management continues to drive revenue and fundraising activity.

11. What is the current corporate status?

BleedIO Tech is a Delaware C-Corp founded in May 2024. The current HQ reference used in investor materials is:

851 Duportail Rd, 2nd Floor, BleedIO Tech
Chesterbrook, PA 19087

12. Who is on the team?

The core investor-facing team currently centers on Stan Podolski, Mike Koloboff, Brad Niems, and Leonardo Beup. Older references to Seeley Alameda should be treated as stale and removed from active investor materials.

The team story is intentionally built around fit rather than headcount size. Stan anchors strategy and fundraising, Mike drives technical execution and engineering delivery, Brad supports commercial development, and Lee leads positioning and go-to-market communication. The company supplements that lean core with partner capacity, engineering support, and operator-style execution rather than carrying unnecessary overhead.

13. What is the competitive angle?

BleedIO positions itself as a resilient, vendor-agnostic, edge-first alternative to centralized wireless architectures. The differentiation story centers on decentralized networking,

security, uptime, device-to-device continuity, and the ability to support use cases that break down under traditional Wi-Fi, LoRa, or hub-and-cloud-heavy designs.

The investor version of this answer should also emphasize commercial positioning: BleedIO is not trying to out-market every general IoT platform. It is focusing on use cases where traditional architectures fail too often, cost too much to maintain, or require more infrastructure than the environment can support. That gives the company a sharper entry point and a more believable wedge.

In short: consumer Wi-Fi mesh improves coverage, and Zigbee or LoRaWAN deployments still usually depend on a coordinator, hub, or gateway layer. BleedIO netMESH is being built as a more decentralized, self-healing, infrastructure-light wireless platform in environments where those dependencies become the weak point.

14. Why now?

The timing argument combines market pull and technical maturity. Enterprise and public-sector buyers continue to deploy more sensors, devices, and distributed systems, but many of those deployments still depend on fragile network assumptions. At the same time, the operating cost of downtime, coverage gaps, and integration complexity is becoming easier to quantify in industrial and infrastructure settings.

For BleedIO specifically, “why now” also reflects product sequencing. The company has a current commercial wedge in locMESH, a longer-term strategic platform in netMESH, and a growing set of investor-facing recognition points and early customer proof. That combination gives investors both a live product story and a broader platform-upside story.

15. How should investors think about locMESH versus netMESH in the company story?

Investors should view locMESH as the current commercial entry point and netMESH as the larger strategic platform opportunity. locMESH helps the company validate workflows, build customer relationships, generate revenue, and prove deployment capability in the market today. netMESH is the more ambitious decentralized wireless-networking vision that supports the larger long-term outcome.

This distinction matters because it reduces the “science project” risk. BleedIO is not asking investors to fund a purely theoretical platform with no path to market. It is using the current product path to support commercial learning and traction while advancing the broader architecture that underpins the long-term thesis.

16. What is the current sales motion?

The sales motion is relationship-driven and practical. BleedIO uses founder-led selling, early partner and integrator relationships, pilot programs, public-safety use cases, and targeted industry introductions to build momentum. This is still an early-stage sales engine, but it is grounded in real conversations and specific operational use cases rather than broad top-of-funnel marketing alone.

Over time, the goal is to make that motion more repeatable through better collateral, more disciplined follow-up, clearer use-case packaging, stronger partner leverage, and improved investor- and buyer-ready materials.

17. How long is the sales cycle?

The company is still early enough that the sales cycle varies by buyer type and deployment model. Smaller or more tactical projects can move faster, while municipal, industrial, or infrastructure-oriented opportunities can take materially longer because they involve pilots, site-specific requirements, procurement review, and stakeholder education.

The right investor framing is that BleedIO is building into markets with meaningful account value and defensibility, but those markets often require patience, credibility, and proof. That is one reason the team emphasizes pilot conversion and channel leverage.

18. What does product maturity look like today?

locMESH is the mature side of the current story because it is the commercial product already in the field narrative. It supports monitoring, telemetry, dashboards, and location-aware workflows in practical deployments. netMESH remains the more forward-looking technical platform and therefore carries more roadmap and execution risk.

Investors generally respond well when the company is explicit about what ships now, what is still being developed, and what milestones the Seed round is intended to unlock.

19. What is the IP story?

BleedIO's IP story combines proprietary orchestration, software and systems know-how, and an evolving patent strategy around mesh networking, deployment methods, and analytics layers. The company also emphasizes that the platform is hardware-agnostic and designed to work across legacy, off-the-shelf, and proprietary devices, which increases the practical value of the software layer.

The best diligence support for this answer remains the patent-status summary and any current operator notes on filings in progress. Avoid overstating granted protection where the file only supports provisional or pending work.

20. How should investors think about technical risk?

The company is building in an area where technical credibility matters, so investors should assume there is still execution risk around scaling, deployment standardization, mesh-network performance, device interoperability, analytics maturity, and productization. That said, BleedIO is not trying to prove that wireless networking exists; it is trying to build a better architecture and commercial stack on top of known wireless principles and the BLE mesh ecosystem.

The strongest response here is balanced: acknowledge technical risk, point to current product and engineering capability, and show that the team is sequencing execution rather than overpromising immediate platform completeness.

21. What should investors know about geography and operating structure?

BleedIO's operating structure spans U.S.-based company leadership and go-to-market activity with technical and engineering support connected to Singapore through Mikhail Kolobov and Prox SG. That is a strength if framed correctly: it gives the company practical engineering leverage and hardware-adjacent capability without requiring a heavy domestic overhead structure.

When discussing geography, the team should emphasize clarity of responsibility, not just dispersion. Investors want to understand who owns product, who owns commercialization, and how work actually gets done across the operating model.

22. What external validation has BleedIO received?

Current recognition and validation points include:

- 2025 PACT Enterprise Awards finalist in the Technology Startup category
- LionCage 2025 Technology-Focused category winner / overall runner-up with a monetary award
- Multiple TechConnect finalist recognitions
- Phorum 2026 winner claim appears in the current deck story; verify externally before reusing in high-scrutiny contexts

23. What are the likely investor objections?

The main objections are usually predictable: limited current revenue, lean cash position, long enterprise or municipal sales cycles, product roadmap risk around netMESH, and the need to prove that early traction can become repeatable revenue. These are legitimate questions, and the company should answer them directly rather than trying to over-polish them away.

The best response pattern is to connect each objection to a mitigation story: current locMESH traction, credits that cushion operations, focused use-case wedges, team fit, partner/channel leverage, and the role of the Seed round in making the operating model more repeatable.

24. What customer or pilot proof should investors focus on?

Investors should focus less on a long logo slide and more on proof of actual deployment relevance. The strongest proof points are the live product path in locMESH, the Chevron-related validation story, the firefighter and public-safety wedge, and the fact that BleedIO is organizing its commercial story around real use cases rather than purely speculative future TAM claims.

The company should continue to improve how it packages that proof. A compact pilot-proof sheet, customer-status summary, or short deployment evidence appendix would likely make diligence easier. Even when customer names need to be handled carefully, the

operator should still be ready to explain the use case, current stage, buyer type, and what the pilot proves.

25. Why does this team have a right to win?

BleedIO's team has a right to win because the company is not trying to solve the problem from only one angle. The core operator group combines fundraising and company-building leadership, technical architecture and engineering execution, commercialization and channel development, and professional-grade marketing and positioning. That combination matters in infrastructure software, where technical credibility and customer trust have to move together.

The team is also lean in a way that is useful rather than fragile. Investors should not mistake a small team for a shallow team. The current structure is intentionally built to move quickly, use partner leverage where helpful, and keep operating overhead low while the company sharpens product-market fit and raises the Seed round.

26. What milestones define success for this Seed round?

Seed success should be defined by more than just surviving for another year. The practical milestones are converting pilots into recurring revenue, expanding the firefighter/public-safety wedge, improving the maturity and deployment readiness of locMESH, and making visible progress on the netMESH roadmap in a way investors can understand and underwrite.

The round should also produce operational improvements: cleaner reporting, stronger diligence readiness, better sales follow-through, and a more repeatable partner or integrator motion. If those things happen together, the company should be in a much better position to support a stronger next-round narrative rather than just another bridge-style fundraising conversation.

27. What could cause this raise or operating plan to fall short?

The biggest failure modes are straightforward: slow pilot conversion, overreliance on a small number of opportunities, delayed product execution on the roadmap side, and fundraising taking longer than planned while the company remains lean on direct cash. There is also the classic early-stage risk that the market story is directionally right but takes longer to convert into consistent contracts than management hopes.

The right answer is not to deny those risks. It is to show that BleedIO is sequencing around them: using locMESH as the current commercial wedge, preserving cost discipline, leaning on credits and partner capacity where appropriate, and building a more evidence-based investor case as the DataRoom and diligence materials improve.

28. What should investors know about diligence readiness?

BleedIO maintains an organized investor data room with the core company, financial, legal, product, traction, and team materials needed for Seed-stage diligence. The room is

designed to be portable, readable, and easy for investors to navigate without relying on internal company context.

The practical diligence message is that BleedIO can support a serious investor review with current materials, while continuing to tighten consistency across numbers, file naming, and product positioning as the company scales.