



CyberTech Recap Report

2024 ACCELERATOR PROGRAM REVIEW



CyberTech|X 2024 Accelerator



Proud Sponsors Since 2021



Since 2013...Wave has supported 527 startups who have created 5,200+ jobs and raised >\$900MM in investment capital.

EXECUTIVE SUMMARY

The 2024 [CyberTech|X Accelerator](#) represents year 4 of this incredibly successful Accelerator. The CyberTech|X Accelerator was originally created to further Tampa Bay's reputation as a nationally-recognized hub for cybersecurity talent and innovation and brings together key partners for this regional innovation cluster.

The 2024 cohort included 16 cybersecurity startups recruited from across the US and beyond. More than 180 startups applied, with many referred from Wave ecosystem and network members, including alumni companies. Details are provided on the following pages and this [CyberTech|X web page link](#) showcases sponsors and Advisory Council members. Success stories from prior CyberTech|X cohorts are also included.

As a nonprofit 501(c)(3), Wave takes zero equity from the participating companies. Thus, the CyberTech|X Accelerator is fully funded by the generous support of sponsors and donors. Key funding of this program was provided by the US Economic Development Agency, supplemented by long-term valued support from [A-LIGN](#), [KnowBe4](#) and [EY](#), engaged since the inaugural 2021 year. Strategic partners included: [Cyber Florida](#) and [Bank of America](#). New in 2024 was economic support from [DTCC \(Depository Trust & Clearing Corporation\)](#). All sponsors have representatives serving on the Advisory Council.

The 16 startups selected for the 2024 cohort participated in a multi-week intensive program that included dedicated mentors, one-on-one coaching with notable tech founders, sales training, pitch coaching and investor introductions in an environment designed to support high-scale growth. Beyond the program, the participating companies enjoy ongoing support through Tampa Bay Wave's connections and access to further accelerate company development.

As of this report, collectively, well over 500 hours of mentoring and other support have been provided to these companies, as well as invaluable exposure opportunities through press, social media and Wave's signature events that showcased this year's cohort of companies. Pitch Night was hosted to supplement Cyber Florida's annual "Sunshine Cyber" conference, held at the Tampa Convention Center. Media coverage was even bigger this year, as noted on a following page.

We are grateful to our sponsors and partners who made our 2024 CyberTech|X Accelerator an incredible success again for year four, which has helped to strengthen Tampa Bay's growing reputation for cybersecurity and technology. Florida has identified cybersecurity as a key industry, with enhanced funding and collaborative partnerships being built, pursuing federal and state funding.



Linda Olson
CEO, Tampa Bay Wave

CyberTech|X 2024 Accelerator



Company Name: Amagna LLC
Description: As a trusted data custodian, we specialize in securing critical information, guaranteeing resilient data recovery against cyber threats, natural disasters, and human errors, ensuring peace of mind and uninterrupted business continuity.
Location: Tampa, FL, USA
Founder(s): Vadim Hiekin
Website: amagna.com



Company Name: Andes Intelligence
Description: A company dedicated to empower SMBs businesses with the knowledge and tools to navigate the increasingly complex landscape of security and intelligence.
Location: Providencia, Santiago
Founder(s): Bruno Barrera Chevecich, Gonzalo Patricio Perez Canvacho



Company Name: BlueTeam AI
Description: BlueTeam AI is built to provide the security, compliance and usage visibility needed by enterprises to support widespread Generative AI adoption.
Location: Bellevue, WA, USA
Founder(s): Feynman Liang
Website: blueteamai



Company Name: CyberDefense.AI
Description: Enhance your defense with AI-MDR from CYBERDEFENSE.AI, leveraging real-time data analysis to anticipate, detect, and block malicious attacks for businesses, while remaining accessible to SMEs.
Location: Montreal, QC, Canada
Founder(s): Michel Bousquet, Mickael Nadreau
Website: cyberdefense.ai



Company Name: CyberNut
Description: CyberNut is a security awareness training platform built exclusively to train teachers, staff, and students in K-12 schools how to not fall for email phishing attacks.
Location: Miami Beach, FL, USA
Founder(s): Oliver Page, Adil Altaf
Website: cybernut.ai



Company Name: CyDeploy
Description: A B2B/B2G technology company providing AI/ML solutions that automate repetitive infrastructure tasks. We help infrastructure/IT personnel spending 55% or more of their time on repetitive, time-consuming tasks shift this time to forward-looking projects and innovation.
Location: Baltimore, MD
Founder(s): Tina Williams
Website: cydeploy.com



Company Name: EMPEQ (Empower Equity, Inc)
Description: EMPEQ's groundbreaking SaaS product utilizes computer vision to detect counterfeit parts in supply chains, offering insights on age, remaining useful life, country of origin, and part authenticity for mechanical and electronic equipment.
Location: Ithaca, NY, USA
Founder(s): Herbert D Dwyer, Derek LaClair
Website: empeq.co



Company Name: Essert Inc.
Description: Essert, a SaaS solution, leverages GenAI to provide enterprise security compliance, delivering production-ready solutions for SEC cybersecurity rules compliance and privacy.
Location: Santa Clara, CA, USA
Founder(s): DV Subramanyam, Draganjaku, JC Reddy, Brad Hammer
Website: essert.io



Company Name: Forward Security
Description: Forward's expert team specializes in delivering application and cloud security solutions, catering to mid-sized organizations in Finance, E-commerce, and Health, with our Eureka DevSecOps offerings facilitating secure software development and operation in the cloud.
Location: Vancouver, British Columbia, Canada
Founder(s): Farhad Abadi
Website: forwardsecurity.com



Company Name: Gray Wolf
Description: Gray Wolf uses heuristic analysis to uncover insights hidden in blockchain data.
Location: Fredericton, NB, Canada
Founder(s): Dharendra Shukla, Matthew Sampson
Website: graywolf.ai



Company Name: GuardianSat
Description: GuardianSat is advancing new and transformative solutions to eliminate the risk of high Earth-orbiting satellite collisions with Orbital Debris, defend against the threat of Anti-Satellite Weapons, and to provide high accuracy space domain awareness.
Location: Yulee, FL, USA
Founder(s): Christopher Robe
Website: gatspace



Company Name: Hackrøcks
Description: Cyber Security Training Platform offering practical scenarios and hands-on learning based on real-world situations.
Location: Madrid, Spain
Founder(s): Enrique Serrano Aparicio, Oscar Delgado
Website: hackrøcks.com



Company Name: Hypergrade LLC
Description: Hypergrade aims to democratize blockchain's potential for seamless, cost-effective, and transparent real-world applications in asset ownership.
Location: Delaware, OH, USA
Founder(s): Kalena Muthumuni, Lalohan Da Silva, Malinda Muthumuni, Manjith Pallawartha, Dulitha Wijewartha
Website: hypergrade.io



Company Name: Karambit.AI Inc.
Description: Karambit.AI serves as the ultimate safeguard for the software supply chain, employing automated reverse engineering and comparative AI to keep hidden malware out of production systems, ensuring peace of mind and safeguarding time and resources.
Location: Annandale, VA, USA
Founder(s): Andrew Hendela, Eric Lee
Website: karambit.ai



Company Name: Security by KnowBe4
Description: Security is an advanced cybersecurity platform revolutionizing the compliance landscape with automated AI pentesting.
Location: Boca Raton, FL, USA
Founder(s): Orit Benzaquen Cohen, Cariel Cohen
Website: security.com



Company Name: Whiteswan Identity Security, Corp.
Description: Whiteswan's Converged Identity Security Platform detects and prevents identity and access attacks, creating micro-perimeters around endpoints, servers, and facilitating secure user-device connections to apps without VPNs.
Location: San Mateo, CA, USA
Founder(s): Vinay Maniati
Website: whiteswansecurity.com

POWERED BY



Scenes from Throughout the Cohort

Wave alumni companies mentored and mingled with a great cohort



Founders met a Gasparilla
Fest Pirate in Tampa

Classroom curriculum

Sessions at Sofwerx Plus Time to Socialize & Network

Great exposure for Tampa resources



The CyberTech|X cohort visited the SOFWERX facility in Tampa. During their tour, they learned about SOFWERX's mission to rapidly develop technology capabilities for special operations forces. The cohort had an inside look at cutting-edge projects in areas like cyber, AI, and biotechnology on which SOFWERX is collaborating.

The members of the CyberTech|X accelerator cohort celebrated their first day in the program by gathering for a delicious cohort dinner at Forbici Modern Italian, a chic restaurant in the Hyde Park neighborhood of Tampa, Florida.



Welcome Reception January 25, 2024



CyberTech|X 2024

WELCOME RECEPTION

JANUARY 25, 2024 | 5:30PM-7:30PM

WeWork Place, Downtown Tampa

POWERED BY



CyberTech|X 2024
WELCOME RECEPTION



PITCH NIGHT and CONCLUDING RECEPTION



CyberTech|X 2024

PITCH NIGHT

MARCH 28, 2024 | 5:30PM-7:30PM

Sunshine Cyber Conference, Tampa Convention Center

POWERED BY



CyberTech|X 2024
PITCH NIGHT



PITCH NIGHT and CONCLUDING RECEPTION – cont'd



New Friends of Wave were pinned

Tampa Bay Wave hosted Pitch Night at Tampa Convention Center as an evening supplement to Cyber Florida's annual Sunshine Cyber Conference



Presentations encouraged notetaking and discussions

STU SJOUWERMANN ADDRESSES PITCH NIGHT AUDIENCE VIA VIDEO



THANK YOU ADVISORY COUNCIL

A special thank you to our 2024 CyberTech|X Accelerator Advisory Council! Members of this council included cyber security SMEs from Wave's Mentor Network, funding partners, and other strategic partners, all of whom generously shared their time and talents with this year's cohort.



Asim Murad
SVP, Technology
Partnerships



Cathay Ryan Reneer
Managing Director



Danielle Alvarez
Managing Director



Erich Kron
Security Awareness
Advocate/Technical
Evangelist



Ernie Ferrarresso
Director



Jennifer Graham
Managing Director



Kishen Sridharan
Technology
Partnerships Executive



Lee Gray
Board Member



Mai Ensmann
Assistant Cyber
Program Manager



Mike Fraser
VP, Product
Management,
DevSecOps and
Automation



Mina Khalil
SBIR Program
Manager



Petar Besalev
EVP, Cybersecurity
and Compliance
Services



Rolando Torres
Co-Founder & COO



Sumit Bhatia
Chief Business
Officer



Victor Gamarra
Enterprise Risk
Leader



Vince Rocca
Co-Founder and
CIO



RECRUITMENT & SELECTION

Benefits of a Multi-Year Program

Since Tampa Bay Wave launched its downtown Tampa venture center and accelerator programming in 2013, the region's technology sector has seen transformative change. In just ten short years, the local ecosystem is hardly recognizable as the region seems to regularly boast about its startups getting national and global attention. With 2024 as the fourth year of the CyberTech|X Accelerator program, recruiting benefited from the brand awareness and reputation that comes from a multi-year program like this. Many applicants come from referrals by prior cohort companies as well as from individuals and organizations who are familiar with Wave's programs and benefits. They notice the success rates of our member companies and the mentoring and coaching that lead to long-term growth.

Key Recruiting Metrics

- 183 Total Applications received
- 61% of applications from outside Florida
- 26% of applications from outside the US
- 30 Semi-Finalists selected from initial screenings
- 16 Companies selected for the cohort

Recruiting Efforts

Wave staff leveraged their extensive national and international network of partners, as well as various media channels, to raise awareness about the CyberTech|X Accelerator program.

- Global and national recruiting partners involved included: Morrow (GAN.co), Gust, F6s, Global Entrepreneurship Network, Startup Champions Network, and others.
- Referrals were received through Wave startups and founder connections, including alumni from the FinTech|X program and members of other Wave accelerator programs.
- Referrals were also obtained from Mentor and Advisory networks associated with Wave.
- Investor networks provided additional referrals.
- Sponsors and Donors contributed referrals as well.
- Community partner referrals and connections were utilized.
- Cold inbound leads were another source of applicants.
- A combination of paid digital advertising campaigns, email marketing, and social media outreach was employed.

RECRUITMENT & SELECTION - cont'd.



61%

Applications
Outside of FL



26%

Applications
Outside of US



16

Companies
Selected

Year-Round Recruiting Impact on 2024 Cohort

The CyberTech|X 2024 Program enjoyed nearly a full-year of recruiting. The importance of **year-round recruiting** is essential as the Wave team travels the country meeting startups at various events. We also leverage our extensive alumni network, now over 60 in cyber security.

The most experienced cohort in CyberTech|X history

This cohort is extremely accomplished, with several founders having prior exits and senior positions at industry leaders such as Google, Microsoft, IBM, Cisco, Intuit, Palo Alto Networks, Juniper Networks, and more. They also boast academic backgrounds from leading institutions such as Harvard, Columbia, The Air Force Academy, Cal Berkeley, University of Cambridge, and more. They have also **collectively raised over \$14 million dollars** in external capital funding.



Microsoft



JUNIPER
NETWORKS

Tampa-Based Startup

CEO and Co-Founder Chris Rohe, a USAF Academy graduate and USAF veteran, created GuardianSat to tackle the problematic rise of orbital space debris. GuardianSat detects orbital debris, tracks objects which could strike satellites, and autonomously maneuvers satellites seamlessly to avoid collisions.



What an incredible program, staff, and cohort. TBW did a great job presenting Tampa as a hot place to have a cyber-tech start up.

Chris Rohe
Chief Executive Officer
GuardianSat

PRESS, PR & MEDIA COVERAGE

Community interest remains very high, within the Tampa region and beyond. Many community partners participated and media coverage was strong. Below are links to news coverage.

[2024 CTX Pitch Night Hackrocks YouTube Link](#)
[2024 CTX PN Video on 10 Tampa Bay News](#)



PRESS, PR & MEDIA COVERAGE – cont'd

10 Tampa Bay Interviewed Linda Olson, CEO “Tampa Bay an Emerging Tech Hub”



SPONSOR QUOTE

"We are proud to sponsor the 2024 CyberTech|X Accelerator to help support and elevate startups within the cybersecurity space. KnowBe4 began as a startup in 2010 and has had great success within the Tampa Bay area's burgeoning tech scene and beyond. This is our fourth partnership with Tampa Bay Wave, as we are big advocates of fostering innovation in cybersecurity."



Stu Sjouwerman
Founder & CEO • KnowBe4

PROGRAMMING

Wave member companies have access to **over 500 hours** of mentoring and other support including 70 workshops and training sessions utilizing an incredible line-up of expert speakers. Startup founders also benefit from numerous 1:1 mentoring and coaching hours with members of Wave's Staff and with our 150+ Mentor Network of professionals who donate their time and expertise.

Featured Speaker Examples

- **Government/Military**
 - Cmdr. Taylor Johnston, Chief of Innovation at MacDill AFB
 - Kirk Burton, Tight Loop Solutions
 - Andy Wilson, Quiet Professionals
 - Ernie Ferraresso, Cyber Florida
 - Mina Khalil, USSOCOM
- **Venture Capital**
 - Danyell Jones, Raymond James
 - Ben Patz, Deepwork Capital
 - Ken Hall, Deepwork Capital
 - Patrick Taylor, TechOperators
 - Andreas Calabrese, TampaBay.Ventures
- **Industry Experts & Founders/Alumni**
 - Cesar Hernandez, Omni Public
 - Nathan Beckord, Founder, FounderSuite
 - Mike Lingle, CEO, Rocket Proforma
 - Derek Barnett, Cogent Bank
 - Zachary Eikenberry, CEO, Hook Security
 - Kailah Matyas, Redwood Partners
 - Sam Li, CEO, Thoropass
 - Michael Fraser, CEO, Refactr (Alumni)
 - Joe Berklund, Morris, Manning & Martin
 - Cathy Ryan-Reneer, JPMC
 - Jennifer Graham, Accenture
 - Victor Gamarra, EY
 - Joseph Cortese, A-lign
 - Rolando Torres, Abacode
 - Corey White, CEO, Cyvatar (Alumni)



Featured Topic Samples

- SBIR Funding, Process, and Hacks
- Exploring the US Government as a Customer
- Venture Capital for Cybertech
- Financial Projections and Modeling Best Practices
- Alternative Funding Sources (Family Office, Venture Debt, RBF, Crowdfunding)
- Building with an Exit in Mind
- Tax-Advantaged Strategies
- Enterprise Sales Strategies & Channels
- Enterprise Marketing Strategies
- HR Best Practices
- Professional Business Presentations
- Growth Strategies and Scaling Up
- Insights from an Enterprise CTO
- Sourcing and Hiring Top Talent
- Targeting and Managing Talent
- Avoiding Burnout

SUCCESS STORIES FROM PRIOR CYBERTECH|X COHORTS

We are delighted to share success stories about cybertech startup companies from prior CyberTech|X cohorts and hope you will celebrate their success with us.

Why I Support Tampa Bay Wave...

”

"To make Tampa Bay a nationally-recognized hub for cybersecurity, technology and innovation, we must support startups through every stage of their journey. World-class programs such as the CyberTech|X Accelerator attracts entrepreneurs seeking to disrupt a highly-sought-after cybersecurity market and positions them with the resources they need to be successful, such as mentoring, one-on-one feedback from tech founders, pitch coaching, investment readiness programs and strategic introductions to investors."

SCOTT PRICE, CEO, A-LIGN

Success Stories



Acquired in late March 2024 by Flare, a leading cybersecurity firm

Foretrace, an alum of 2021 CyberTech|X, the first year of the program, was acquired in March 2024 by Flare, a global leader in Threat Exposure Management. Based in Howard County, Maryland, Foretrace is renowned for its adept team and its unique Total Recon™ detection engine. The acquisition allows Flare to amalgamate previously siloed solutions like cyber threat intelligence, attack surface management, and digital risk protection under one platform.

By joining forces with Foretrace's expertise and AI capabilities, Flare aims to set new standards and deliver unprecedented value to customers in the rapidly growing threat exposure management market defined by Gartner in 2022.

"We are thrilled about joining forces with Flare," said Matt Mosley, CTO. "Together, we are poised to set new standards in threat exposure management, leveraging our combined expertise and innovative technologies to deliver unprecedented value to our customers. We are eager to embark on this exciting new chapter with the Flare team."

CEO and Founder Nick Ascoli added, "At its core, Threat Exposure Management is about applying an adversarial lens to external threats. This was a big part of my mission when I founded Foretrace and I couldn't be more excited to continue it with Flare."

Nick Ascoli
CEO and Founder
Foretrace



Success Stories



BreachQuest



BreachQuest acquired in February 2024 by Resilience, a cyber risk management firm

BreachQuest, an alum of 2023 CyberTech|X was acquired in February 2024 by Resilience, leading cyber risk management firm. BreachQuest is an innovative incident response technology solution. This move is set against the backdrop of an evolving digital workspace and cloud-based productivity applications, highlighting the critical challenge of securing these environments amidst escalating risks.

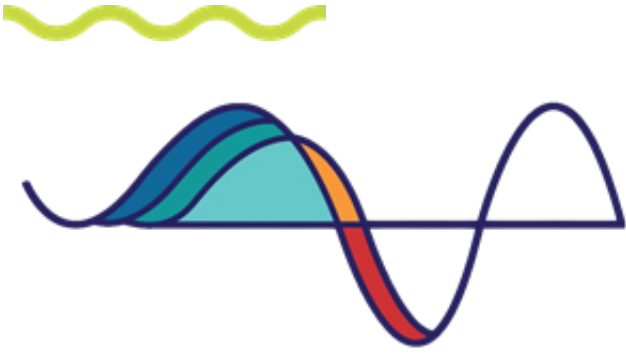
"Resilience shares our mission in helping improve a client's cyber resilience and lowering the impact of costly cyber incidents," said Shaun Gordon, BreachQuest co-founder and CEO. "I'm incredibly proud of all the work our team has put in to support our clients in fighting back against new and evolving cyber threats. Now I'm excited to further scale our mission by integrating BreachQuest's tech into Resilience's cyber risk management software and their overall incident management solution."

BreachQuest is based out of Dallas, Texas, and had one of the strongest founding teams we've seen in the program. Shaun and his team have had prior exits and strong industry experience at Equifax, GE, and Sprint.

Shaun Gordon
CEO and Founder
BreachQuest



Success Stories



Caliola Engineering awarded \$10 million contract from U.S. DoD APFIT

Caliola Engineering, an alum of 2022 CyberTech|X, is based out of Colorado Springs, Colorado, provides innovative technical solutions and services for secure and resilient communications. CEO Jennifer Halford is an aerospace and defense industry veteran with over 2 decades of experience in the space and has secured multiple high-value government contracts.

In May 2023, was selected by the United States Office of the Under Secretary of Defense for Research and Engineering (OUSD(R&E)) to receive bipartisan congressional funding to Accelerate the Procurement and Fielding of Innovative Technologies (APFIT). Caliola will integrate its software into joint tactical radio systems to enhance US Navy communications in contested environments.

"We are honored to broaden our support of the US Navy and its mission critical networks," says Halford. "The increase in appropriation from \$100M in 2022 to \$150M in 2023 demonstrates a strong commitment from Congress to rapidly field warfighting technologies from innovative small businesses, like Caliola."

Jennifer Halford
CEO and Founder
Caliola Engineering



Success Stories



Closed a \$5.5 million Seed Round plus significant revenue growth

Redactable, an AI-driven redaction platform startup, has emerged as a shining success story from 2022 CyberTech|X and continues to showcase rapid growth. CEO and Founder Amanda Levay steered the company to secure an impressive \$5.5 million seed funding round led by Gradient Ventures, Google's AI venture fund, along with other high-profile investors. Investment from a Tier 1 firm such as Gradient sets a strong tone for the company and the potential for historic growth.

Redactable's patented software, designed to detect and permanently redact sensitive information in documents, has garnered significant attention and validation in both government and commercial use cases, increasing the value as a 'dual-use' firm. Redactable has been awarded over \$3 million in government contracts, most recently one from the U.S. Air Force.

Amanda has become a great resource for the 2024 cohort, having come back to Wave as both a speaker and mentor, guiding future classes with her experience and perspective.

Amanda Levay
CEO and Founder
Redactable



MAKING BIG WAVES

The first months of 2024 reflects even more success for delivery on Tampa Bay Wave's mission. The second half will be filled with even more action, as we add a new bluetech accelerator focused on supporting ocean resiliency thanks to new funding from NOAA. We continue to grow our portfolio of startups as we add new verticals. We are committed to supporting talented founders and enhancing the region's and state's reputation as a tech hub.

Wave has continued to expand its reach and delivery across the region and beyond, tapping both its Tampa headquarters and a satellite office opened in downtown St. Petersburg. Our formal and informal partnerships within our community continue to expand. Our joint pursuit of funding through a partnership with the University of South Florida is just one example of how we collaborate to enhance this region's tech reputation, bringing talent and exposure here

We look forward to reporting an amazing 2024, thanks to all who support us. Securing multi-year funding allows us to build upon the work of the prior year, which is critical to long-running programming.

Wave continues to expand its networks and looks forward to celebrating success at our December Hall of Fame event.

WATCH US MAKE MORE WAVES!

2023 Tampa Bay Wave Annual Impact Report [Link Here](#)

LOCAL ECONOMIC IMPACT

BUILDING THE REGION'S TECH ECOSYSTEM

SINCE OUR PROGRAM LAUNCHED IN 2013

GUIDING ENTREPRENEURS FROM STARTUP TO UNICORN

ACCELERATING
TECHNOLOGY COMPANIES

INSPIRING
INNOVATION

CREATING A
COLLABORATIVE ECOSYSTEM

SUPPORTING A BROAD RANGE OF EMERGING TECH

- AI
- EdTech
- Hospitality

- MedTech
- CyberTech
- FinTech

- IoT
- SaaS
- eCommerce

- HealthTech
- MarTech
- CleanTech

FOSTERING GREATER DIVERSITY & INCLUSION



NOW 46%

WOMEN FOUNDERS



NOW 86%

DIVERSE & UNDERREPRESENTED FOUNDERS



STARTUP FOUNDERS FROM
30 COUNTRIES SHOWCASED TAMPA
AS AN INNOVATION HUB

LOCAL ECONOMIC IMPACT

 **22**

COMPANIES RELOCATED TO TAMPA BAY

 **1300**

HOTEL ROOMS

 **450**

FLIGHTS THROUGH TPA

2022 WAVE ACCELERATOR PROGRAMS

 **403**

TOTAL APPLICANTS

 **11%**

APPLICANTS ACCEPTED
(HIGHLY SELECTIVE)

 **9.2**

NET PROMOTER SCORE

WAVE'S EXECUTIVE TEAM



Linda Olson
CEO & Founder



Jay Powers
COO



Dee Garcia
Director of Development &
Strategic Partnerships

OPERATIONS & EVENTS TEAM



Jennifer Ptack
Manager, Strategic
Branding & Events



Michael "Mike" Lynn
Manager, Venture
Center Operations

WAVE'S PROGRAMS, MENTORS & INVESTOR MGMT TEAM



Dr. Richard Munassi
Accelerator Managing
Director



Jonathan Truong
Sr. Mgr, National
Programs and
Partnerships



Prathyusha Pappi Reddy
Accelerator Associate



Amit Agrawal
Director Investor
Relations & Ops Platform



Mariah Ramos
Manager, Accelerator Ops
& Mentor Relations



Matt Ymiolek
Investor Relations
Specialist

WAVE'S BOARD as of February 2024



Santo Cannone
Board Chair



Linda Olson
President/CEO



Alfred Goldberg
Vice President



Madeline Dent
Secretary



Catherine Wilhelm
Treasurer



Kailah Matyas
Program Strategy Committee Chair



Kostas Stoilas
Fundraising Committee Chair



Greg Celestan
Sustainability Committee Chair



Diana Hayes
Gov. & Ethics Committee Chair



Charlotte Baker
Immediate Past Chair



Marcus Adolfsson



Rob Brown



Kathy Chiu



Brian Deming
Past Chair



David Eason



Dr. Andy Hafer



Amanda Milligan



Brian Model



Jack Murray IV



Nick Outman



Penny Parks



Miraj Patel



Lance Raab



Cathy Ryan Reneer



Inga Schmitzer



Yvette Segura



Alex Sink
Past Chair



Andrew Smith



Lauren Weiner

INVESTOR & CUSTOMER NETWORKS

Wave's Investor Network

Wave has built a deep network of over 550 investors, spread throughout the U.S. Over 200 unique investors have invested in Wave companies. Investors range across the board, as our network includes Individual Angels to Growth Stage Venture Capital and Private Equity.

Wave also has a strong relationship with local firms in Central Florida such as DeepWork Capital, Tampa Bay Ventures and Florida Funders. Here is the [link](#) to the Investor page on Wave's website for more information; some are depicted in the Pillars of Innovation section for their support across programs; Tampa Bay Ventures has specified its contribution for investor readiness.

Additionally, Wave deploys its unique relationship with PitchBook as a tool and resource to curate matches between its member companies and active investors.

The 2024 CyberTech|X Accelerator culminated with a virtual Investor Demo Day, an investment-focused event intended to facilitate conversations between our investor network and the startups in the program.

Customer Networking

Wave team members also work their connections to provide introductions to potential customers for our member startups, so that they can build critical customer capital, revenues and profits as part of their business growth success. Below are some examples.

INVESTOR READINESS & DEMO DAY SPONSORS



INVESTOR & CUSTOMER NETWORKS (cont.)

HOW WAVE ENGAGES OTHERS

HOW CAN YOU SUPPORT TOMORROW'S BRIGHTEST COMPANIES?



Scan QR Code to Contact Us
and Learn More

Here are a few ways to engage our Accelerator and CORE Programs to help innovators:

- Volunteer Mentor
- Accredited Investor
- Sponsor or Financial Supporter
- Community Partnerships

MENTOR & COMMUNITY PARTNER NETWORKS

Wave's Mentor Network

Wave member companies have access to a wide network of professionals in our 220+ all-volunteer Mentor network. These professionals have a passion for helping early stage startups. Some offer their expertise on specific topics (such as HR or trademark laws), while others may coach a startup on an ongoing basis, depending on what support the founder(s) need. We host regular Mentor mixers to build strong trusted relationships.

Here is the [link](#) to the page on Wave's website, showcasing our Mentor network.

Wave's Community Partner Network

Wave has also built a strong community partner network, with both formal and informal agreements in place. We connect our member companies to a wide range of community partners, such as our economic development partners and others who can help our startups build their base in our community.

We also provide introductions to others ESO (entrepreneur support organizations) in the ecosystem to encourage their participation and to magnify their visibility and exposure. Logos from several of our community partners are shown below but may also be found under this [link](#) on our website.

NOTABLES FROM TAMPA BAY WAVE'S PARTNER NETWORK



Cyber Florida Sunshine Cyber Conference

Tampa Bay Wave is proud of it's Cyber Florida partnership



CAPTION TEXT



CAPTION TEXT



CAPTION TEXT



CAPTION TEXT

SPONSORS & PARTNERS

Wave's Sponsorships

In the past year, Wave has added national, regional and local sponsors, representing brands with a commitment to supporting diverse and underrepresented founders. Organizations like Delta Air Lines and Southwest Airlines have donated flight vouchers to make it possible for Wave founders to travel back and forth and to compete on national and international stages. Corporates have contributed either directly through their business units or through their foundations to underwrite programming and scholarships. The link to that page on Wave's website can be found [here](#).

Wave successfully won federal grants in 2023 through NOAA and is competing for more federal grants in 2024, helping lead a regional consortium that includes academic partners like the University of South Florida, the three surrounding counties of Hillsborough, Pasco and Pinellas plus the City of Tampa, economic development partners, plus the Port of Tampa, Tampa Airport and so many others.

We are eternally grateful for the support of Congresswoman Kathy Castor, for her advocacy in our securing \$500,000 in funding that launched an inaugural LatinTech Accelerator in 4Q23 specifically supporting founders of Latin heritage and attracting more business relocations to our region.

Wave has grown its Pillars of Innovation (\$25k+) sponsors as well as all levels of sponsorship support, allowing us to expand our programming, including the addition of bluetech focused on ocean resiliency, critical to the Tampa Bay region and Florida..

ECONOMIC DEVELOPMENT PARTNERS

Federal Support



Economic Development Partners



SPONSORS & PARTNERS (cont.)

Pillars of Innovation



Tidal Wave Sponsors



Corporate Friends of Wave



Partners





THANK YOU!

For questions, please reach out to:
Linda Olson, CEO, Tampa Bay Wave
linda@tampabaywave.org

Follow Wave on social media:



SCAN TO
LEARN MORE



Year 4 – Another Incredible CyberTech|X
Accelerator!