



**DIGITAL
SANDBOX | KC**
Where innovators come to play.

WE CREATE MOMENTUM

2023 REPORT



WHERE IDEAS TAKE SHAPE



Digital Sandbox KC fuels innovation and catalyzes early-stage entrepreneurs' path to success.

Igniting regional innovation, Digital Sandbox KC acts as a catalyst, offering critical proof-of-concept funding and industry support. We fuel the dreams of entrepreneurs, connecting them to resources and providing an early glimpse into the cutting-edge technologies that shape the future.

“ ”

Digital Sandbox KC helps fill a key piece of the early-stage funding life cycle, when founders are still finding their footing and working through proof of concept. We depend on programs like the Sandbox to cultivate the green shoots of our innovation ecosystem.

DAN KERR | FLYOVER CAPITAL



MatchRite Care is empowering patients with speedier access to medical records.

Chris Jones' extraordinary vision for a technology that might have saved his 5-year-old son's life has now turned into a full-fledged company. Funded by Digital Sandbox KC in 2020, MatchRite Care is an interoperability platform that integrates with major electronic medical record systems, including Cerner, Epic, Meditech, Centers for Medicare and Medicaid Services and the Department of Veterans Affairs. Since receiving Sandbox funding, Chris and his team have been working tirelessly to bring MatchRite to life. And their hard work has paid off. MatchRite has been certified by the VA to assist 6.5 million veterans in accessing their medical records digitally and has participated in numerous accelerators and modernization bids. With a full-scale enterprise product set to launch in the summer of 2023 in partnership with Amazon Web Services and Sentinel out of Chicago, MatchRite is poised to revolutionize the health care industry.

IMPACT

Digital Sandbox KC helps move ideas from concept to commercialization. Working with 700 early-stage concepts, this effort resulted in:

97 PATENTS IN
PROCESS

72 PATENTS GARNERED
SINCE INCEPTION

180

PROOF-OF-CONCEPT
PROJECTS FUNDED FOR
AREA STARTUPS

\$220M

IN FOLLOW-ON FUNDING FOR FUNDED COMPANIES

WITH **\$3,661,778** AWARDED

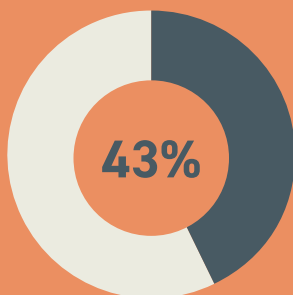
84%

OF COMPANIES SECURED
FOLLOW-ON INVESTMENT

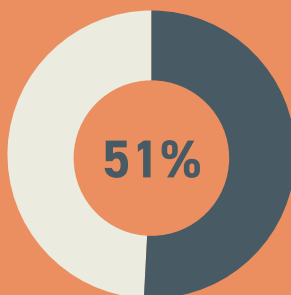
\$194M

IN TOTAL SALES
SINCE INCEPTION

DIVERSITY WITHIN FOUNDING TEAMS*



PEOPLE OF COLOR



WOMEN

1,363

JOB'S REPORTED

12

SUCCESSFUL EXITS

*Data reported from all companies who received Digital Sandbox KC funding from 2019 through 2022.

SANDBOX COMPANIES

2022 Fast-Growing Sandbox Companies to Watch

This year, we've seen many companies who went through the Digital Sandbox KC program go on to enjoy fast growth, impressive rounds of pre-seed funding and more. Here are five Sandbox startups that made a big splash over the past year — and we expect you'll hear a lot more about them for years to come.

Tam Tran & Roger Ngo | DataAppraisal

Fresh off of a successful \$1 million pre-seed funding round, DataAppraisal's AI-powered software is helping health care organizations unlock the monetary value of their enterprise data. Beyond the pre-seed funding, DataAppraisal was awarded \$50,000 from Launch KC in November 2022. "Digital Sandbox KC played a pivotal role in our business growth by providing not only critical proof-of-concept funding but also invaluable mentoring and connections, which helped us build viable innovations ready for follow-on funding," said DataAppraisal co-founder Tam Tran.

Dr. Saroj Gupta | MyDigiRecords

Managing health records has never been easier thanks to Kansas City health tech startup MyDigiRecords. The company helps vulnerable and disadvantaged populations manage their health documents digitally. "Digital Sandbox KC's funding and guidance played a crucial role in accelerating the growth of the MyDigiRecords team, empowering us to bring together a diverse group of experts committed to revolutionizing digital health," said founder and CEO Dr. Saroj Gupta.

Chuck Schneider | Redpoint Summit

Digital health startup Redpoint Summit is reducing physician burnout and improving hospital efficiency by leveraging artificial intelligence. Since receiving Sandbox funding, the company has partnered with and received a follow-on investment from Nebraska Medicine, a comprehensive health network that provides access to two major hospitals, more than 1,000 doctors and 40 clinics in the Omaha, Nebraska, area.

Dr. Gonzalo Erdozain | Scout

Scout is revolutionizing veterinary dental charting, anesthesia planning and monitoring. "Sandbox funding was essential for Scout," said Scout CEO Dr. Gonzalo Erdozain. "It covered all development costs for our interactive mock-ups, which we used at our first veterinary conference in New York to test the most important hypothesis: Is there a need for this product? Once that was confirmed in November 2022, development started, and Scout officially went live in March 2023."

39

Sandbox startups have raised \$1 million or more in follow-on funding.

Lisa Cooper & Mindy Corporon | Workplace Healing

Workplace Healing is on a mission to change workplace culture for the better and arm managers with tools to re-engage employees. The company allows managers to create customized "human recovery plans" to make employees feel supported, increase their engagement and help companies retain talent. In mid-2023, the company was raising \$1.5 million in capital and began transitioning from an LLC to a C corporation.

Digital Sandbox KC is supported by:

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digitalsandboxkc.com | info@digitalsandboxkc.com

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