



## Media Release

### HiberSense Wins \$10K in AUTM Venture Challenge

**AUSTIN, Texas - February 14, 2019** — HiberSense, Inc., a start-up from the University of Pittsburgh Innovation Institute, has won the \$10,000 top prize in AUTM’s Pitch and Play business plan competition at the Association’s 2019 Annual Meeting in Austin, Texas.

New company creation and development are integral components of academic research innovation. AUTM celebrates this mission-critical function annually through Pitch and Play – the AUTM Venture Challenge, where academic-affiliated start-up companies pitch their business opportunity to a panel of seasoned venture investors in pursuit of a cash prize.

“The Venture Challenge is a great opportunity to showcase the innovative start-ups launched out of universities each year,” said AUTM Chair Richard Chylla. “In 2017 alone, more than 1,000 start-ups were formed based on university technologies. Mentoring, honing business plans and investment are all critical ingredients to move these nascent companies forward. We get to watch this happen in real time at the Challenge. This has become one of my favorite sessions at the Annual Meeting.”

This year’s winner, HiberSense, Inc., has developed a Connected Climate Control for Every Room solution that empowers homeowners with a smart HVAC control system. Their patent pending, easy retrofit system uses wireless sensors, machine learning and battery-operated, wireless vents to heat or cool every space. This ensures maximum room-by-room comfort and HVAC energy savings of up to 40 percent. <https://hibersense.com/>

Three other finalists were selected from 68 applicants, and made their pitch to venture capitalists at the Challenge:

- **ExpressCells**, a biotech start-up from Temple University, has developed a process that inserts multiple genes into living cells and delivers them in as few as 30 days, compared to 4-6 months using current technologies. These cells are research tools that can color-tag proteins or replicate diseases to save drug developers time and money. [www.xpresscells.com](http://www.xpresscells.com).

- **Greppo Technologies**, a medical device start-up out of the University of Pennsylvania, is developing a portfolio of actively steerable needle technologies enabling access to previously unreachable lesions for the diagnosis and treatment of cancer. The Greppo technology has the potential to change the way minimally invasive procedures are performed by allowing access to hard-to-reach, large or multifocal tumors, and as a result, has the potential to spare surrounding healthy tissue from damage, reduce procedure time and generate cost savings for both hospitals and patients.  
[www.greppotech.com](http://www.greppotech.com)
- **Nano Liquid Solutions, LLC**, from the University of Texas at Arlington, has developed a stand-alone microfluidic device that can acquire a drop of blood and provide patients with Basic Metabolic Panel and Lipid Panel in less than 20 minutes. The tiny blood sample required to conduct the test will result in a massive reduction in reagent use and more cost-effective screenings. [www.nlsmedichip.com](http://www.nlsmedichip.com)

### **About AUTM**

AUTM is the non-profit leader in efforts to educate, promote and inspire professionals, throughout their careers, to support the development of academic research that changes the world. AUTM's community is comprised of more than 3,000 members who work in more than 800 universities, research centers, hospitals, businesses and government organizations around the globe. To learn more, visit [www.AUTM.net](http://www.AUTM.net).

**Editor's Note:** A photograph of the winner is attached.

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autm  
ANNUAL MEETING

PAY TO THE ORDER OF AUTM Venture Challenge Winner \$ 10,000.00

Ten Thousand and <sup>00</sup>/<sub>100</sub> DOLLARS

For Best start-up business plan *Mike Campbell*