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Ingram Micro and MassChallenge Name Comet Competition Top B2B Startups

Global finalists to win more than $1.5 million in cash and go-to-market funding; Winners to be featured at Cloud Summit 2019 March 11-13 in San Diego, Calif.

TEL AVIV, Israel--(BUSINESS WIRE)-- Ingram Micro Inc., in partnership with MassChallenge, today announced the top 12 finalists from its Tel Aviv, Austin, and Boston Comet Competitions. The finalists for this year's inaugural competition are Verifyoo, Perimeter 81, ITsMine, EyeControl, ClearBlade, re:3D, Sempulse, The Mentor Method, Pixm Inc., addapptation, OnRout, and BOXOLOGIC.COM.

Established in 2018, the Comet Competition is the only startup challenge dedicated to discovering talented B2B independent software vendors (ISVs) and accelerating their trajectory to channel market success. As Comet Competition finalists, these startups will receive go-to-market funding, unparalleled access to top corporate partners, and tailored curriculum to accelerate their success – all for zero equity.

"In order to continue to be a leader in the digital economy, we need to actively search for the world's best technology startups and catapult their trajectory to profitability and scale," says Nimesh Davé, executive vice president, Ingram Micro Cloud. "The Comet Competition uncovered many innovative early-stage ISVs that Ingram Micro Cloud can help to commercialize, as well as a few startups that will truly change the world."

The Comet Competition teaches ISVs how to purpose-build for the IT channel and how to commercialize their technology. It also helps Ingram Micro Cloud to achieve its vision of realizing the promise of technology. Over 300 ISV applicants were evaluated on a number of criteria including future vision, industry impact, and potential in the channel for the chance to compete in either Tel Aviv, Austin, or Boston. Forty-six top applicants were selected to pitch live to a panel of distinguished industry influencers, who then selected the finalists.

"MassChallenge is extremely proud to partner with Ingram Micro Cloud on the Comet Competition, which is helping the world's most cutting-edge B2B startups accelerate their channel market growth in an unprecedented way," said Siobhan Dullea, CEO at MassChallenge. "Congratulations to the selected startups – we look forward to celebrating with them at Cloud Summit 2019 in March."

MassChallenge is a global network of zero-equity startup accelerators, supporting the growth of startup ecosystems across five continents. Its 1900+ alumni have raised more than $4 billion in funding and generated more than $2.5 billion in revenue. By partnering with MassChallenge, Ingram Micro is widening its ISV initiative and extending unrivaled opportunities to competition finalists and winners.

These finalists will join MassChallenge and Ingram Micro on stage at the upcoming 2019 Ingram Micro Cloud Summit, taking place in San Diego, Calif., March 11-13, to announce

the regional winners and showcase all finalists. More information including registration is available here: https://www.ingrammicrocloudsummit.com/.

Ingram Micro has proven to be the fastest route to market for ISVs looking to build and scale their SaaS or IaaS-based businesses. Once onboarded to the Ingram Micro Cloud Marketplace, ISVs are able to quickly scale, promote, sell and deploy their solutions to channel partners and the customers they serve in more than 50 global markets, including China. More information about Ingram Micro's ISV programs is available here.

Tel Aviv Finalists

Verifyoo
Tel Aviv, Israel | Cybersecurity
Verifyoo was co-founded by cyber security experts and is on a mission to provide advanced user verification technologies that go far beyond existing biometrics. Verifyoo provides CISOs and Business Executives the tools they need to fight the increasing fraud while promoting digital transformation and increasing business. Unlike biometrics, Verifyoo works on any mobile device, can be stored centrally in the cloud, fully maintains user privacy and addresses pains currently unsolved.

Perimeter 81
Tel Aviv, Israel | Cybersecurity
Perimeter 81 is a Secure Network as a Service that has taken the outdated, complex and hardware-based traditional VPN and firewall technology, and transformed it into a user-friendly and easy-to-use software solution — simplifying secure network access for the modern and distributed workforce. Founded by two IDF elite intelligence unit alumni, Perimeter 81 serves Fortune 500 businesses and industry leaders across a wide range of sectors, and has established partnerships with the world's foremost integrators, managed service providers and channel resellers.

ITsMine
Herzeliya, Israel | Cybersecurity
ITsMine offers a new, unique, proactive approach for Data Loss Prevention (DLP) that requires no policies and no permanent endpoint agents while guaranteeing protection against internal and external attackers. ITsMine solves the DLP challenges using a fully automated solution with negligible false positives and without affecting employees' productivity. ITsMine adds a critical layer of protection, even if data is leaked and used, ITsMine will find out and alert the customer.

EyeControl
Tel Aviv, Israel | Medical Devices
Currently there are over 1.2 million people with ALS or the ability not to speak. Although cognitively sound, these people are locked in their bodies and have an impossible time of communicating. The EyeControl is a wearable device for locked in persons and relies on an audio device, eliminating the need for a screen and enabling around the clock communication. They have gained worldwide recognition and support to give a voice back to the voiceless.

Austin Finalists

ClearBlade
Austin, TX | IoT
ClearBlade was built for the enterprise from the ground up to run securely in any cloud, on-premise and at the edge. ClearBlade enables companies to ingest, analyze, adapt and act on any data in real-time and at extreme scale. Unleash your data at the edge by leveraging local compute, artificial intelligence and actionable visualizations while integrating with any enterprise system – all from a single platform.

re:3D
Houston & Austin, TX | San Juan, PR | Manufacturing
re:3D® Inc. is a social enterprise decimating 3D printing cost and scale barriers in order to create jobs and enable problem-solvers worldwide to independently address local needs. With customers in 50+ countries around the world, re:3D offers full service solutions & manufactures Gigabot – the world's largest, industrial 3D printer under $9K. Now, re:3D is modifying Gigabot to 3D print from reclaimed plastic waste in order to truly enable affordable, sustainable, and locally driven manufacturing.

Sempulse
Austin, TX | Medical Devices
Sempulse is a medical device and software platform providing a patented, non-invasive vital signs sensor that adheres to the back of the ear and acquires patients' 5 major vital signs. That's industry-first cuffless blood pressure, pulse oximetry, heart rate, respiratory rate, and core body temperature, plus geolocation and a wealth of environmental information. While designed for austere and rugged military needs, the technology is equally capable in the civilian world from triage to athlete training to telemedicine.

The Mentor Method
Washington, DC | Enterprise Software
The Mentor Method is an enterprise platform using mentorship to bridge the access gap between diverse candidates and companies seeking to hire more diversely. Its approach helps companies attract, screen and engage diverse candidates while increasing their internal engagement and retention rates.

Boston Finalists

Pixm, Inc.
New York, NY | Cybersecurity
Backed by well-known cybersecurity investors and NSA/intelligence community leaders, Pixm is the world's first endpoint-based phishing prevention technology that shuts down phishing attacks in real-time at the point of click using computer vision. Pixm recently launched out of stealth mode and is already working with major Fortune 50 Healthcare and Finance organizations to protect them from sophisticated phishing attacks.

addapptation
Exeter, NH | Enterprise Software
addapptation is the first Modern UX Platform for the enterprise cloud. Its platform completely redesigns existing applications like Salesforce.com into simple, beautiful interfaces. They remove the boundaries of their customers' enterprise software by providing intuitive solutions that simplify workflows for sales, operations, professional services, and innovation teams. Their focus on usability and design is redefining what it means to work in the

enterprise.

OnRout
Brooklyn, NY | Transportation & Logistics
OnRout is an optimization platform for eCommerce shipping. Its real-time bidding platform routes individual parcels to the most efficient carrier for delivery, driving route consolidation, reducing greenhouse gas emissions and lowering shipping costs by 9% on average. OnRout provides a new and powerful method for eCommerce shippers to control costs and compete more effectively with Amazon. OnRout's focus is to make eCommerce delivery financially and environmentally sustainable for all parties.

BOXOLOGIC.COM
Somerville, MA | Hardware & Robotics
Boxologic is a robotic instant random-size packaging solution (aka box-on-demand) that uses cutting-edge technology to create the right-size box instantly for e-commerce fulfillment. Using today's standard technology, the average shipped e-commerce package contains 40% void space, resulting in, at a minimum, a 60% increase in void filler use, a 15% increase in corrugated use, and a 20% increase in transportation costs. With Boxologic, boxes can be created on demand, in any size, and with just one SKU of corrugated stock. It requires zero human intervention and creates the lowest waste-rate in the industry with the smallest machine footprint in the world.

For more information, visit: https://www.ingrammicrocloud.com/comet
For questions, contact: Comet@ingrammicro.com

About Ingram Micro Cloud

At Ingram Micro Cloud™, we view cloud not just as a single technology, but as a foundational platform to run and drive a whole new way of doing business. By leveraging our platforms and ecosystem, cloud service providers, telecom companies, resellers and enterprises can quickly transform and get up and running in the cloud within minutes, with little to no investment. Our portfolio includes vetted security, communication and collaboration, business applications, cloud management services and infrastructure solutions designed to help clients monetize and manage the entire lifecycle of cloud and digital services, infrastructure and IoT subscriptions. For more information, please visit: www.IngramMicroCloud.com.

About MassChallenge

MassChallenge is a global network of zero-equity startup accelerators. Headquartered in the United States with locations in Boston, Israel, Mexico, Rhode Island, Switzerland, Texas, and the UK, MassChallenge is committed to strengthening the global innovation ecosystem by supporting high-potential startups across all industries, from anywhere in the world. To date, more than 1,900 MassChallenge alumni have raised more than $4 billion in funding, generated over $2.5 billion in revenue, and created over 120,000 total jobs. Learn more about MassChallenge at www.masschallenge.org.

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