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A NOTE FROM CONFERENCE DIRECTOR

The Flywheel Conference is one of the many ways our community opens its doors and welcomes investors, entrepreneurs, and startups. Providing a place where people come together to connect, learn, and compete for funding. Normally, I'd be welcoming you to Wenatchee and to the beautiful communities that make up North Central Washington. However, because of the pandemic, we're keeping a safe distance. While we are not able to host a full scale conference, we are able to bring our investment competition online!

Our competition is truly the heart of the Flywheel. It allows us to support young companies in Washington State and helps them cultivate momentum for the journey ahead. We had 38 companies apply to compete this year. The applicants were narrowed down to the top six finalists who you will see compete today. These companies are each competing for the chance to win a \$125,000 investment award from the Flywheel Angel Network. Plus, your vote for the audience cash prize!

We're so grateful for all of the people who made today's event possible. Instead of throwing in the towel, our partners rallied together and helped us transform our conference into an online event. Special recognition of the Flywheel Angel Investors, who showed a steadfast commitment to entrepreneurs. We also want to share a heartfelt thank you to our sponsors, who have believed in Flywheel and supported our nonprofit financially.

Thank you for joining us today and I hope you enjoy watching the competition!

Sincerely,
JENNY ROJANASTHIEN
Executive Director, GWATA

COMPETITION INFO

Each CEO has 10 minutes to give their best company pitch. In between pitches, we'll show a very brief sponsor slide deck or video as the next CEO prepares to go on stage.

CAST YOUR VOTE

To vote, go to flywheelconference.com to vote for your favorite company to win a \$5,000 cash prize. Voting ends at 2:00pm today (May 20).

SEE WHO WINS

Tune back in at 4:00pm when we'll announce the Audience Favorite Award! The Flywheel Angel Investors will announce the winner of the \$125,000 investment award during the first week of June.

2020 AGENDA

ENJOY FLYWHEEL FROM THE COMFORT OF YOUR HOME

THREE WAYS TO WATCH THE COMPETITION:

flywheelconference.com/attend

facebook.com/gwata.org

bit.ly/FlywheelYoutube

11:45AM

TUNE IN ONLINE

WWW.FLYWHEELCONFERENCE.COM/ATTEND

You will be able to find everything you need to participate in the 2020 Conference on the Flywheel website. Tune in to watch the companies compete, learn about our sponsors, and vote for your favorite company!

12:00PM

TOP SIX COMPETITION STREAMS ONLINE

WITH JENNY ROJANASTHIEN AND KAREN RUTHERFORD

HUMMING HEMP

Introductions from Rory Turner, Chelan Douglas Regional Port Authority

JOULE CASE

Introductions from Randy Fenich, Moss Adams

PARROTS INC

Introductions from Dr. Doug Wilson, Confluence Health

AGTOOLS

Introductions from Julie Norton, Ogden Murphy Wallace

STORMWATER CONTROLS

Introductions from Lisa Karstetter, Microsoft

GOLDEN SHERPA

Introductions from Mayor Frank Kuntz, City of Wenatchee

1:25PM

CONCLUDING REMARKS

WITH JENNY ROJANASTHIEN

4:00PM

AUDIENCE FAVORITE WINNER ANNOUNCEMENT

TUNE BACK IN AT WWW.FLYWHEELCONFERENCE.COM/ATTEND

WHAT'S NEXT

SIGN UP FOR THE FLYWHEEL E-NEWSLETTER, AS WE'LL REVEAL THE \$125,000 INVESTMENT WINNER DURING THE FIRST WEEK IN JUNE

OPPORTUNITY RISES IN THE WEST

LAKE WENATCHEE, WA

6:31 AM

CONSULTING

WEALTH MANAGEMENT

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brings West to business. More than a location, it's
the entrepreneurial ethos we deliver to businesses
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agribusiness, and technology. From preparing
IPOs to entering international markets, discover
how our services can help your business thrive.

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We are Local | We are Confluence Health



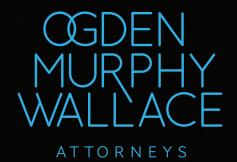


Sparking economic opportunity and job creation

Technology is creating new opportunities in a digital economy, but for many, these opportunities are out of reach. Microsoft TechSpark is partnering with local leaders and organizations to ensure everyone has the skills, knowledge and opportunity to succeed.

Learn more: aka.ms/SparkOpportunity





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THAT CREATE A KINDER, MORE INNOVATIVE WORLD.



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Space Available September 2020

Chelan Douglas Regional Port Authority's technology business incubator at Pybus Public Market!



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As we build the next generation of Washington State Business Legends, the Department of Commerce is proud to support and celebrate your innovation and entrepreneurial spirit that defines our economy and strengthens our communities.

www.choosewashingtonstate.com

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PROUD TO HELP BUILD OUR COMMUNITY THROUGH OUR SUPPORT OF THE GWATA FLYWHEEL CONFERENCE





The attorneys and staff of Karr Tuttle Campbell are proud to support the growing community of Northwest entrepreneurs and investors.

Contact Alex Modelski amodelski@karrtuttle.com 206-224-8016



There's a place for everyone at GWATA: techies, entrepreneurs, educators, community members, and businesses!

Join Your Local Technology Alliance Today!

GWATA is a non-profit that connects businesses and community members with technology, entrepreneurship, and STEM education resources in North Central Washington.

GWATA serves over 175 business members by providing access to resources and events that support their organizations. We are known for: fostering community connections, inspiring ideas and innovation, celebrating the entrepreneurial spirits, co-directing the Apple STEM Network, and hosting the Flywheel Investment Conference and Innovator Awards Luncheon.

GET **INSPIRED**. EXPAND YOUR **KNOWLEDGE**. MAKE **CONNECTIONS**.

BENEFITS OF GWATA MEMBERSHIP

Membership provides companies an all-access pass to GWATA resources and events for all employees, including these sweet perks: listing on Member Directory, access to member-only events, discounted or free tickets to all GWATA events, opportunity to appear on GWATA TV, B2B Referrals, and so much more!

In addition to all of these perks, your membership dollars support regional resources in technology, entrepreneurship, and STEM education.

2020 MEMBERSHIP

Membership Type	Annual
Individual	\$110
Bronze Business (0 - 10 emp	loyees) \$230
Silver Business (11 - 30 employees) \$315	
Gold Business (31 - 50 employees) \$460	
Platinum Business (>50 empl	oyees) \$575

LEARN MORE AT WWW.GWATA.ORG



Randy Fenich has been in public accounting since 1981. He provides accounting, auditing, and business consulting services to a wide variety of clients in several industries, including manufacturing and distribution, food processing, agriculture, and construction. Randy also provides systems analysis and review, strategic planning, and management transition services.

Moss Adams is a fully integrated professional services firm dedicated to assisting clients with growing, managing, and protecting prosperity.



Lisa Karstetter has over 10 years working on community engagement initiatives for big tech companies located in rural areas around the world including NCW. Lisa has been with Microsoft's TechSpark Program for three years where she works with local partners on a variety of programs that help accelerate economic growth through internet connectivity, digital skills development, career skills development, nonprofit support, and digital business transformation. Prior to Microsoft, she was with Yahoo for 10 years. Lisa lives on an orchard in Quincy with her husband of 28 years. Two of her three sons have returned to Grant County following college to farm alongside their dad.



FRANK KUNTZ CITY OF WENATCHEE

Frank J. Kuntz, was born and raised in the Wenatchee Valley, the place he calls home. A Certified Public Accountant by trade, he is currently serving his third term as Mayor of the City of Wenatchee. He is Wenatchee's 40th mayor. Prior to being elected as Mayor, Kuntz served on the Wenatchee City Council for five years. Mayor Kuntz is a life-long resident of Wenatchee and a graduate of the University of Washington.



JULIE NORTON OGDEN MURPHY WALLACE

Julie Norton is a member of Ogden Murphy Wallace's Wenatchee office, where her practice emphasizes municipal law, employment law, healthcare law, land use and development, general civil litigation, and general business law. Her municipal law practice includes representation of numerous code cities, special purpose districts, and other governmental entities. She is also active in the Wenatchee community. She was recognized by the Wenatchee World as one of the top 30 professionals under 35 in the Wenatchee Valley, she has served as president of the Chelan-Douglas Young Lawyer's Division, and is a member of the Apple Valley Red Cross Board of Directors.



JENNY Rojanasthien Gwata

Jenny has led the non-profit GWATA, North Central Washington's Technology Alliance, since 2014. Her strengths as an effective leader come from years of experience in retail operations management, including retailers in Portland, OR and Seattle, WA. Before Jenny ventured into the nonprofit world, Jenny served as the Store Team Leader for Target where she oversaw a team of over 100 employees and 19 million in sales. She made the transition from the private sector to non-profit after falling in love with the Wenatchee Valley. Jenny and her husband own two restaurants in the Wenatchee: Atlas Fare and The Thai Restaurant.



KAREN RUTHERFORD FLYWHEEL ANGEL NETWORK

Karen Rutherford is the current Flywheel Fund Co-Manager, with her husband Dr. Peter Rutherford. She is an active volunteer in many local nonprofits. Serving on the boards of the Community Foundation of NCW, Pinnacle Peak Charter School Board, Mission Ridge Ski Team and Women's Resource Center. She is retired from the Wenatchee City Council, where she served on the Finance Committee and as the city's representative to the North Central Economic Development District. Engaging children, through hands-on learning, has been her passion since retiring. This interest has led to her involvement with the creation of a children's Makerspace and helping to start a charter school in Wenatchee.



RORY TURNER CHELAN DOUGLAS REGIONAL PORT AUTHORITY

Commissioner Rory Turner took the oath of office on January 7, 2016. Mr. Turner is a commercial real estate investor with a focus on forming partnerships to increase opportunities for business development and growth. Wenatchee projects include the Dore Building remodel of 12,000 sq ft into Vintage Office Suites, revitalizing Wenatchee's 5th and Mission Shopping Center, and renovating and increasing leasable space in the "Exchange Building" in downtown Wenatchee.

His current projects focus on enhancing historic structures in downtown cores. Past projects around the state Mr. Turner has led include renovating the Ellensburg Elks Lodge, converting a Puyallup motorcycle shop to office space, and renovating the University of Puget Sound Law Office in Tacoma to an office center. Mr. Turner is a past-president of the Wenatchee Valley Chamber of Commerce.



DR. DOUG WILSON CONFLUENCE HEALTH

Douglas Wilson, M.D. graduated from the University of Washington with a Bachelor of Science in Biochemistry and a Doctor of Medicine. His medical school classmates recognized him with the Ellen Griep Award for providing inspiration to others. After completing residency at Ventura County Medical Center, he practiced family medicine for 15 years in Tonasket, Washington, where his duties included emergency department, hospital, nursing home, hospice and operative obstetrical care. He currently practices in Wenatchee, Washington where he also serves as CEO-elect of Confluence Health, an integrated healthcare system covering a large rural region of Washington State.



Humming Hemp is an American hemp food company that takes to market innovative hemp snack foods and hemp pantry staples. We believe that everyone deserves vitality in the most delicious, nutritious and convenient form.

In two years, Humming Hemp has exploded from concept to national distribution with America's largest grocery chain (Kroger) and is poised to go even further in 2020. The company is well positioned to capitalize on growing consumer trends toward plant-based protein and clean, healthy eating as well as the increasing awareness of and appetite for hemp. Humming Hemp's innovative hummingbar and hemp food snacks and delicious pantry staples deliver the superfood that every American deserves. Hemp is a plant-based superfood that is nutritionally superior to all others and is just now emerging from the shadow of its (mistaken) association with marijuana. The American food market is well primed for the growth of hemp foods thanks to our "superfooding" society and historical market timing.

As the American consumer's ideology on food continues to shift from processed to natural, high carb to high protein, and no fat to good fat, the demand for trendy, convenient and sustainable superfoods will remain strong. The food bar market is a \$7B market growing to \$9B.

Humming Hemp is proud to support small to mid-size American industrial hemp farmers and American beekeepers.

MEET THE FOUNDER

Hilary KelsayChief Executive Officer



MEET THE TEAM

Ross Elkin Vice President Marketing

Kevin SullivanChief Financial Officer

Becca Lingley

Keshia Horton

Operations

Project Manager

COMPANY INFORMATION

Website

www.humminghemp.com

Founded

2017

Location

Richland, WA

Industry

Food and Beverage

joule

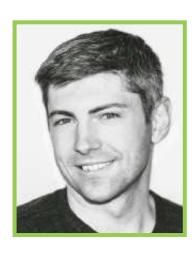
Joule Case is a portable power station that replaces gas generators and provides power wherever the power grid is unavailable or unreliable. Joule Case has developed a patented alternative energy technology solution that will make it the Standard Oil of the green revolution.

Access to power is critical, but power is not always available where you need it. Power reliability is a growing concern for consumers, businesses and governments. The power from portable generators is loud, dirty, and not good for the environment.

A stackable, portable, power-platform - Joule Case can provide reliable grid quality power for any unique application and size the power perfectly to the power need. Joule Case can power many different applications and we are intially focused on replacing gas generators (a \$6.6B market) in the intitial music festival and event space. The patented stackable, swappable design makes the Joule Case the ideal solution to replace gas generators. Joule Case also simplifies electricity to the customer so they can focus on what they want to power.

MEET THE FOUNDER

James WagonerChief Executive Officer



MEET THE TEAM

Alex LivingstonPresident

D - 4 - A -- ---

Pete Anewalt

Chief Operating Officer

Cheryl Adams

Chief Financial Officer

Brian Packer

Director of Sales

Hanna McGraw

Channel Sales Manager

COMPANY INFORMATION

Website

www.joulecase.com

Founded

2015

Location

Seattle, WA

Industry

Electronics/Instrumentation

Parrots Inc. is an assistive robotics and medical devices company that creates smart, inclusive companions for people with mobility and communication challenges. The socially assistive robots empower the users and their caregivers to more robustly experience their worlds by assisting with seeing, speaking, and interacting with surroundings.

Parrots is an intuitive robotics company that develops a socially assistive companion for people with mobility and communication challenges. The robots are built to be their friendly companions on their shoulders like real-life parrots. The socially assistive robots are plug-and-play devices, which can be controlled hands-free through eye-tracking or other abilities switches. Parrots create four values (4 C's): Communication, Control, Connectivity, and Compatibility.

- 1. Communication: AI/ML smart communication with intuitive prediction system, which is 4x faster than all current assistive apps and augmentative and alternative communication devices. The system can speak and interact automatically or manually based on the surrounding context and users' behaviors.
- 2. Control: with a 360-degree camera to navigate and safe control of the wheelchair with panoramic computer vision in real-time, and broaden a user's field of view and identifies objects that are either dangerous or that might be of interest to the user.
- 3. Connectivity: with smart home devices. Also, the robots are built on understanding the sound and visuals in their surroundings and taking actions based on the environment.
- 4. Compatibility: with all existing assistive switches, including eye-tracking, head mouse, joystick, or facial expression.

MEET THE FOUNDER

David HojahPresident +
Chief Executive Officer



MEET THE TEAM

Glenn EatonChief Technology Officer

Alina CloughChief Operating Officer

COMPANY INFORMATION

Website

www.flyparrots.com

Founded

2018

Location

Seattle, WA

Industry

Robotics



Agtools is a software as a service (SaaS) Ag and Food supply chain platform offering realtime data and intelligence to farmers and buyers using algorithms helping help manage market volatility, increase profitability and reduce food waste.

Agtools is a worldwide SaaS platform gathering real-time government and institutional data of over 500 specialty crops commodities, scrapping it, including algorithms and M/L for farmers, buyers and everyone on the supply chain to see and decide how to manage their forecasting and purchase orders.

Ag industry is managed on consignment exposing in particular farmers the most to losses and for the industry to waste and now increased with Covi19 of over 5000 daily in truckloads in the United States and 62,000 daily truckloads in the world. Customers pay monthly per commodity per user receiving a daily commodity report and access to their commodity data with over 67 variables and 25 years of records impacting their shipments/orders such as exchange rates, weather patterns at destination, CO2 footprint, market demands, labor trends, transportation costs, and more. Cov19 has accelerated paid customer acquisition and growth.

MEET THE FOUNDER

Martha Montoya Chief Executive Officer



MEET THE TEAM

Gustavo Montoya Chief Technology Officer

Oscar Montoya Data Engineer

COMPANY INFORMATION

Website www.aq.tools

Founded 2017

Location Wenatchee, WA

Industry Industry Supply Chain

STORMWATER CONTROLS Stormwater Controls designs and manufactures a line of affordable and easy-to-use modular stormwater contamination reduction systems. We laser cut kits using all stainliess steel materials to fit any size catch basin. Urban sprawl is taking over, and that means more polluition. The problem is how this growth affects our waterways. Stormwater Controls has a solution, with its stormwater protection system designed to capture and reduce debris, oils and other contamination that can be carried into local waterways. Stormwater Controls designs and manufactures high quality stainles steel stormwater inlet protection systems. Through direct sales and national distribution, our modular design allows for quick and affordable delivery. The patented substructure is supported by a large consumable market based on filter consumption. The patented modular stormwater inlet protection device utilizes recycled and repurposed media to reduce contamination from day to day traffic from entering local waterways.

MEET THE FOUNDER

Ken Perry Managing Director



MEET THE TEAM

Kelly Kitchel-CooperMarketing & Public
Relations

Laura Cole Administrative Director

COMPANY INFORMATION

Website

www.stormwatercontrols.com

Founded

2016

Location

Silverdale, WA

Industry

Consumer Products



Golden Sherpa is a senior living platform changing how families and senior living professionals find availability in senior care housing; this market has over 3 million beds at an estimated \$19 billion in rental revenue.

Golden Sherpa is the first application to use data analytics, geospatial technologies, and a curated, multi-sided platform to match consumers to senior living and long-term care community subscribers. We begin with a custom survey tool based on payment type, level of care, lifestyle, and geographical needs. Golden Sherpa offers facilities a real-time inventory tool directly reaching people in search of available placement, allowing for a timely, cost-efficient process for filling empty beds.

Golden Sherpa's community subscriber model disrupts the senior living referral industry by creating a marketplace for consumers and senior living communities to share information and connect in real-time. Sixty million baby boomers will turn 65 in 10 years, impacting families and seniors across the county. Their families will be asked to make monumental decisions about their loved one's placement in senior care. Golden Sherpa provides detailed community information, a consumer portal to connect directly to communities, a tool to schedule a phone call, a virtual, or in-person tour saving much needed time for the families and providers. Providers receive direct, actionable referrals minus high commission fees. Golden Sherpa reduces the stress, anxiety, and frustration involved in filling available placement in senior living for both the consumer and senior living provider.

MEET THE FOUNDER

Margie Bensching Chief Executive Officer



MEET THE TEAM

Manish Bhansali Co-Founder + Chief Technology Officer

Roger Marion Co-Founder + General Counsel

Mark Elszy Co-Founder

COMPANY INFORMATION

Website

www.goldensherpa.com

Founded 2018

Location Spokane, WA

Industry

Healthcare Services

Silverdale Silverdale Silverdale Silverdale Some Wenatchee Wenatchee Wenatchee Wenatchee Wenatchee

Between January 3 and February 21, Washington State companies were invited to apply to compete at the Flywheel Investment Conference.

Investors in the 2020 Conference Fund selected six companies from the applicants listed below. We want to thank all of the companies who applied to compete and encourage you to learn more about each of them.

AGTOOLS ®

Wenatchee, Washington Industry: Agriculture www.aq.tools

AREVO HEALTH

Spokane, Washington Industry: Software www.arevohealth.com

BUTTE BRAND

East Wenatchee, Washington Industry: Fashion www.buttebrand.com

FRIENDWITHA

Seattle, Washington Industry: Marketing/Advertising www.friendwitha.com

HUMMING HEMP (*)

Spokane, Washington Industry: Food and Beverage www.humminghemp.com

AIRGO.AI

Issaquah, Washington Industry: Aerospace www.airgo.ai

BLUEBOX LABS

Seattle, WashingtonIndustry: Consumer Products
www.bluebox.io

CARBON LOGIC

Spokane, Washington Industry: Agriculture www.carbonlogicus.com

GENEMOD

Seattle, Washington Industry: Software www.genemod.net

INNOV8 AG SOLUTIONS

Walla Walla, Washington Industry: Agriculture www.innov8.ag

ALL2

Seattle Washington Industry: Web Services www.all2.io

BLUEZONE SYSTEMS

Kirkland, Washington Industry: Software www.bluezonesystems.com

CIRKLED IN

Redmond, Washington Industry: Education www.cikledin.com

GOLDEN SHERPA®

Spokane, Washington Industry: Healthcare Services www.goldensherpa.com

JOULE CASE 🟵

Seattle, WashingtonIndustry: Industrial/Energy
www.joulecase.com



MAINSTEM MALT

Walla Walla, Washington Industry: Food and Beverage

www.mainstemmalt.com

ODYSSEUS TECHNOLOGIES

Olympia, Washington Industry: Nanotechnology www.odysseustech.com

PLANALERT

Seattle, Washington Industry: Financial Services www.planalert.com

REVOLUTION AGRICULTURE

Tacoma, Washington Industry: Agriculture www.revolutionagriculture.com

SIRONIX RENEWABLES

Seattle, Washington Industry: Chemicals and Products

www.sironixrenewables.com

STREX FASTENERS

Seattle, Washington Industry: Marine www.strexfasteners.com

ULTALINK

Snoqualmie, Washington Industry: Other www.ultalink.com

MINNOW TECHNOLOGIES

Seattle, Washington

Industry: Consumer Services www.minnow.me

PARROT INC.

Seattle, Washington Industry: Robotics www.flyparrots.com

OUUE

Seattle, Washington Industry: Other www.quueapp.com

ROTO ASSISTANCE

Covington, Washington Industry: Construction

STEVE WELLMAN DESIGN

Wenatchee, Washington Industry: Transportation

THINGBLU

Seattle, Washington Industry: IT Services www.thingblu.com

WENVALLEY HY'DROZ

Wenatchee, Washington Industry: Sports www.wenvalleyhydroz.com

NERON PCs

Wenatchee, Washington Industry: Other

PHOTOPAD FOR BUSINESS

Seattle, Washington Industry: Marketing www.photopad.co

RECAPTURIT

Wenatchee, Washington Industry: Retailing/Distribution www.recapturit.com

SHARE FARM

Spokane, Washington Industry: Consumer Services Website: www.share.farm

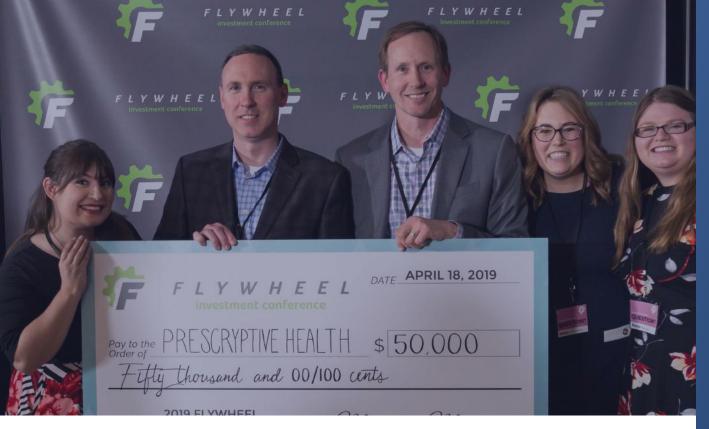
STORMWATER CONTROLS®

Silverdale, Washington Industry: Clean Technology www.stormwatercontrols.com

TOURNITEK

Seattle, Washington Industry: Medical Devices www.tournitek.com





The Flywheel Investment Conference and Flywheel Angel Network was developed by GWATA. GWATA leads these initiatives through the generosity of the sponsors, partners, volunteer speakers and advisors who are featured in today's program.

Since 1999, GWATA has served as the region's tech alliance, championing growth and development in North Central Washington. As a 501(c)3, GWATA's mission is to bring people and technology resources together while supporting entrepreneurs, STEM education, and technology. GWATA is known for:

FOSTERING COMMUNITY CONNECTIONS

We know how to throw a party! We host monthly educational and networking events for our members and community. These events allow for meaningful connections and opportunities.

INSPIRING IDEAS AND INNOVATION

We love to celebrate and recognize the talent in our region. GWATA provides a platform for innovators to develop and share their ideas - and a spotlight to highlight their success.

CELEBRATING THE ENTREPRENEURIAL SPIRIT

We belive that community success relies on a supportive entrepreneurial ecosystem. Our programs give individuals the skills, education, and connections for prosperity in North Central Washington.

GWATA CONTACT INFORMATION

PHONE (509) 661 - 9000

WEB www.gwata.org

EMAIL info@gwata.org









GWATA STAFF

JENNY ROJANASTHIEN Executive Director **CAMILLE DAHLSTROM** Administrative Assistant 

The Flywheel Investment Conference is an annual full-day event that generates momentum and resources for early stage companies. The Flywheel Conference is a unique opportunity for angel investors, venture capitalists, entrepreneurs, startups and community members to come together to connect, learn, and develop resources for building companies. Held in downtown Wenatchee, WA, the event features an investment competition, educational seminars, keynote presentations, and after-party celebration.

FLYWHEEL ALUM

2020

AgTools
Golden Sherpa
Humming Hemp
Joule Case
Parrots Inc
Stormwater Controls

2019

Beta Hatch (Winner) Gestalt Diagnostics Lisi Global NODE Prescryptive Health Vita Inclinata Technologies

2018

Barn2Door Cartogram (Winner) FanWide genneve Mirror Cache Strive

SAVE THE DATE FOR FLYWHEEL 2021

JOIN US IN SPRING 2021 IN WENATCHEE FOR THE 4TH ANNUAL FLYWHEEL CONFERENCE

Sign up for our e-newsletter at www.flywheelconference.com to stay up-to-date on all things Flywheel!

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