

2021 NXTSTAGE FinTech Pilot Competition Finalists



[Authenticating.com](https://authenticating.com) (Santa Monica, Ca.) helps financial institutions prevent fraud and feel secure about who they are doing business with by providing global identity verification, low-cost background checks and continuous monitoring.

[Instagram](#), [Facebook](#) and [LinkedIn](#)

[Steve Ward](#), Founder & CEO, Steve@authenticating.com, 215.703.7413

[Ryan Ferons](#), Head of Product, ryan@authenticating.com, 703.431.1841

[Anshaj Goel](#), Senior Software Engineer, anshaj@authenticating.com, +91.81072.00690,

- **Traction:** Product in market, with 32 total clients and 13 in-market themselves
 - Largest customer is currently at \$50,000 ARR; Largest customer in development is Ochsner Health.
 - Are the first KYC/AML provider for [API3.org](https://api3.org), an alliance of blockchain based dAPIs
 - Integrating with short-term property management platforms, including [Guesty.com](https://www.guesty.com) & [Hostaway.com](https://www.hostaway.com)
- **Investment status:** No raises to date. Eyeing \$2 million seed round (pre-money valuation >\$8 million). In discussions around PE investment; would prefer strategic partner. **Deck:** <https://bit.ly/authenticating>
- **Marketplace Integration Example:** <https://www.guesty.com/marketplace-items/authenticating-com/>
- **Early Press Releases:** [Canadian Agreement](#) and [2019 Industry Conference](#)



[Boss Insights](#) (Toronto, Canada) is a leader in open banking, linking fintech and financial institutions to their small and medium-sized business clients' financial accounting, commerce, payroll, tax data and more. Boss Insights provides FinTechs and financial institutions access to business data in minutes. It's easy to adopt and use - clients get started same day with no coding.

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[Luke Moynihan](#), CTO & Co-Founder, luke@bossinsights.com, +1.647.889.5853

- **Traction:** Thousands of users, supporting FinTechs and financial institutions: Top 15 North American Bank, Top 40 US Bank, CCBank, Carver Bancorp, First Savings Bank, OKR Financial, Seek Capital, Sound Credit Union, Timia
- **Case studies** affirm product is proven & trusted by innovative fintechs and financial institutions globally for 5x faster decisions, 36% faster monitoring & 60% cost savings.
- **Media coverage** includes [American Banker](#), [Forbes](#), [Bank Automation News](#), [The Financial Brand](#), & [more](#)
- **Awards & Accolades:** CB Insights' Top 35 Fintech, Open Banking Excellence's Appathon SME Winner, Women in Payments Unicorn Winner, Canadian Lenders Association Top Lending Executive & [more](#)
- **Investment status:** Raising a seed-stage funding round of \$4M this year (\$1M Secured)
[Boss Insights Introduction](#); [Client & Partner Testimonials](#); [Boss Insights' Latest News & Articles](#)



[CEDAR Credit Builder](#) (Sioux Falls, S.D.) allows consumers to build credit on autopilot, using an all-new Smart Line of Credit that automates utilization and maximizes credit-score impact.

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[Henry Szeto](#), Sr. Developer, Henry@CedarCreditBuilder.com, 626.226.7683

- **Traction:** Cedar has completed Beta testing with live customers and is working directly with bank partner, Central Bank of Kansas City, to meet NXTSTAGE partners' launch expectations and pilots.
- **Funding:** \$309,950 Raised to Date. Cedar is currently raising an additional \$700,000 via SAFEs, with a Republic equity crowdfunding campaign opening in November 2021.



[Home Lending Pal](#) (Orlando, Fla.) offers a marketplace that helps consumers shop online for a home and the best mortgage they can secure and gathers needed underwriting documentation while providing lenders secure HMDA data separation, to promote lending equality.

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[Bryan Young](#), Co-Founder & CEO: byoung@homelendingpal.com, 919.961.2274

[Steven Better](#), Co-Founder & COO: sbetter@homelendingpal.com, 910.495.4465

[Joey Barrow](#), CIO: jbarrow@homelendingpal.com, 252.714.6572

- **Traction:**
 - 6:23 average consumer time per session. \$32 CAC
 - Strategic Partnerships with IBM, Experian, FICO, and Move.com,
 - Signed Pilot agreement with Flagstar Bank and negotiating with Wells Fargo
 - 50 lenders currently in sales pipeline (building sales team and process)
 - Investment involvement from The Mortgage Collaborative and CUNA MUTUAL
- **Investment Status:** No round currently open; Series A planned for Dec 2021/Jan 2022
- **Links:** Forbes: [Click Here](#); TMC leads investment: [Click Here](#); Entrepreneur Mag Podcast: [Click Here](#)



Identomat (Champaign, Ill.) provides AI-powered identity verification & KYC/AML compliance services to enable seamless remote customer onboarding, biometric authentication, and fraud prevention at a fraction of typical costs.

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- **Traction:** 55 customers span North America (Mass., Colo.), Central/South America, Europe & Asia
 - 12 are using the solution in production environment; 18 are testing it in private environments; 22 are testing the APIs in a dev sandbox; 3 are using the no-code product, www.kycme.io
 - Industry sectors covered include Banking & Finance (No.1 & 2 banks in Georgia, two core-banking solutions), Payments (Several of top-10 providers in Ukraine), Insurance (All top-3 providers in Georgia), Telecom (No.3 mobile carrier in Georgia), Blockchain & Cryptocurrency (Blockchain-based AWS alternative from Boston, Mass.), Gaming (No.1 gambling service in Eastern Europe), and Government & Civil Service (Georgia)
- **Investment status:** Raised \$500k pre-seed in 2020; closing a \$2.5 million seed round from a single VC in the coming weeks; open to discussions with investors/entities that have strategic alignment.
- **Deck:** <https://drive.google.com/file/d/1O47-8zHhcUsQzgp-rMpKXhtZ1pFfNJXR/view?usp=sharing>



Mall IQ (Santa Clara, Ca.) is a location intelligence and artificial intelligence company offering financial institutions a privacy-first mobile-engagement product to grow revenues from their current customers by increasing activation and wallet share.

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Ferit Ozan Akgul, Ph.D. Cofounder & CTO, ferit@malliq.com, 508.410.5518

- **Traction:** 12 million monthly active users and process over 8 billion monthly location calls, serving FIS, BNP Paribas, HSBC and financial Institutions in North America, Europe, Middle East and Southeast Asia, as well as global brands such as Samsung, Starbucks and Estee Lauder
- **Investment status:** Raised \$1.5 million seed round in 2019; now raising \$4 million Series-A, with \$1 million already committed by current investors (accepting investments on a rolling basis with a SAFE, which will convert to Series-A equity once the round closes.
- **Other links:** <https://www.malliq.com/case-studies/>; [Finovate 2020 Mall IQ Demo](#); [https://bit.ly/Mall IQ Payment](https://bit.ly/Mall_IQ_Payment); [https://bit.ly/Mall IQ Increase KPIs](https://bit.ly/Mall_IQ_Increase_KPIs)



My Fondi (Ft. Lauderdale, Fla.) understands most Americans live paycheck to paycheck and offers them a mobile application to budget *One Paycheck at a Time*. My Fondi meets users where they are with support and access to tools and banking partners to reach their financial goals.

Facebook, Instagram, and Twitter: @myfondi

Patricia Campbell, CEO & Founder, pcampbell@myfondi.com, 412.916.5939

Christopher Reid, Product Engineer Consultant, chris@gigogames.com, 412.721.3246

- **Traction:** Preparing to launch by the end of September with 20 beta users in South Florida, Pittsburgh, Penn., and Cleveland, Ohio; continuing to grow My Fondi's social media footprint to maximize impact.
- **Investment status:** Raised \$52,000 to date, with current focus on grants and crowdfunding; equity capital may be sought to cover marketing and customer acquisition costs after launch.
- **Video Demo:** <https://youtu.be/mTCul0l-pAk>
- **Business Plan:** <https://drive.google.com/drive/folders/14txCrO79ojzO3sR5NzIqAVCui5FPjWdH?usp=sharing>
- **Start-Ups Insights Article:** <https://www.startups-insights.com/innovators-guide/discover-5-top-mobile-financial-service-solutions-impacting-fintech/>



The Paidback App (Phoenix, Ariz.) makes paying off debt simple and fun using motivational and accountability tools to keep users on track and equip them with the best loan products.

Instagram: @thepaidbackapp, @deeply_in_debt

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Joshua Tucker, Development, joshua@designli.co

- **Traction:** 11,046 active users; 3,100 loan products sold in app; \$450 million of debt being paid off in app
- **Investment status:** Currently raising a seed round of \$1 million, with \$400k soft circled.



SaasiQ (Tempe, Ariz.) empowers community banks with real-time small-business accounting data to automate cross selling, underwriting and compliance.

Michael Ly, CEO, michael@saasiq.io, 480,459,4926

Ali Sarafzadeh, CPO, ali@saasiq.io, 833.773.2738, <https://www.linkedin.com/in/alirs/>

- **Traction:** Founded Dec 2019; launched first public-facing product summer 2020 (getsaasable.com) for accountants and startups; introduced bank product Feb 2021 & first community bank pilot in May 2021
- **Investment status:** \$760K raised since inception from angel and pre-seed investors including MuckerLab and Connetic Ventures; raising additional \$750K to fund go-to-market costs through 2022.



[Swipe Credit \(Atlanta, Ga.\)](#) is an AI-enabled platform that helps financial institutions grow revenue, enhance customers' digital experience and deliver personalized offers in real time, backed by Techstars & Western Union.

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- **Traction:** 5 beta clients; Western Union proof-of-concept in the pipeline
- **Patent Pending:** Team's enterprise architecture experience at IBM, Apple, and Sun Microsystems has led to the only artificial intelligence-powered platform to route the right banking product to the right customer at the right time.
- **Implementation:** Any financial product can be built/scaled on the cloud-based platform, while extending customers' engagement with a financial institution's brand. Smooth onboarding and installation, and includes 24/7 customer support.
- **Investment status:** The company is backed by Techstars, Western Union and Google and is opening a round of investment in the next few months.



[VYMO \(San Francisco\)](#) is an enterprise SaaS startup that uses automation and business intelligence to improve sales outcomes for more than 150,000 salespeople at 50+ leading financial institutions.

@GetVymo on [Twitter](#), [Facebook](#) and [LinkedIn](#)

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- **History and Product:** Vymo was started by [Venkat](#) (ex-Google) and [Yamini](#) (ex-McKinsey) as a Sales Acceleration Platform to improve outcomes of distributed sales teams. Vymo automatically captures sales engagement (calls, visits, virtual meetings, calendar, email etc.) without the need for manual entry, learns what is working for the top performers and translates this intelligence into actionable nudges for every salesperson.
- **Traction:** Vymo is used by 150,000 salespeople across global financial institutions, including Berkshire Hathaway, Aflac, AXA, Generali, HDFC Bank and others.
- **Investment status:** Series-B funded by [Sequoia](#) and [Emergence Capital](#) and a Gartner Cool Vendor



Zogo Finance (Durham, N.C.) offers a gamified financial education application that helps 125+ financial institutions across the United States educate, engage and gain the loyalty of the next generation of financial decision makers.

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- **Traction:** – Partner with over 125 financial institutions, including banks in all 50 U.S. states, to help them educate, engage and empower the next generation of financial decision makers
- **Implementation:** Pilots can be launched within 24 hours
- Not actively seeking investment at this time
- <https://www.businessinsider.com/three-gen-zers-launch-zogo-duolingo-app-financial-literacy-2020-12>