

2023 Finalists – NXTSTAGE Financial Technology Pilot Competition

Archway Software



Location: <https://www.archwaysoftware.com/>

Social Media: [Archway Software LinkedIn](#)

Archway Software

Archway Software delivers banking innovation as a service that brings big bank tech to financial institutions of any size so they can wow their customers – in less than 90 days.

Dustin Hubbard / President & Founder | dustin.hubbard@archwaysoftware.com (425) 591-3506 | [Dustin Hubbard LinkedIn](#)

Todd Tower / Chief Customer Officer | todd.tower@archwaysoftware.com (818) 620-2187 | [Todd Tower LinkedIn](#)

Tad Neeley / VP, Business Development | tad.neeley@archwaysoftware.com (415) 505-0819 | [Tad Neeley LinkedIn](#)

Traction: Archway's flagship customer, WaFd Bank, has received many technology accolades and awards for the solutions Archway powers for WaFd customers. This success is paving the way for opportunities with additional FIs.

Team: Has 27 technology professionals, with close to a century of cloud development experience across the team. Leaders have founded, grown, and operated leading business solutions across banking tech and other industries.

Investment Summary: Completed a Series A funding round in late 2022, led by Madrona and WaFd Bank.

Helpful Links: <https://www.businesswire.com/news/home/20230228005316/en/Archway-Announces-15-million-in-Series-A-Funding-to-Bring-a-Modern-Banking-Platform-to-Community-and-Regional-Banks;>
[https://www.mendix.com/mendix-world/customer-impact-awards/;](https://www.mendix.com/mendix-world/customer-impact-awards/)
https://www.youtube.com/watch?v=DCnw3aFR_sl



ASA



Location: Orem, UT | <https://asa.financial/>

Social Media: [ASA LinkedIn](#)

ASA is an embedded fintech platform that connects financial institutions with customer-facing fintechs in a secure, compliant, and easy-to-implement marketplace. With ASA, banks and credit unions are more effectively growing and retaining customer relationships, fintechs are scaling more easily and end users are empowered to take control of their data and finances.

Landon Glenn / CEO | landon.glenn@asa.financial | 801.473.6844 | [Landon Glenn LinkedIn](#)

Troy Maas / CTO | troy.maas@asa.financial | 805.990.3488 | [Troy Maas LinkedIn](#)

Lisa Gold Schier / CSO | lisa@asa.financial | 202.375.0755 | [Lisa Gold Schier LinkedIn](#)

Traction: Live in production across 110k members & 2 core processors. Signed contracts across 29 fintechs and financial institutions in various stages of launching. Testing can be done at all 10,000 FIs today using aggregation.

Team: 6 on the key management team. 15 onshore/offshore engineers. Multiple repeat founders with exits, deep industry experience in FinTech and banking, and backing from notable industry leaders and strategics.

Investment Summary: ASA has raised \$4.6 million. We are currently raising \$2 million. ASA has been selected for the 2023 FIS Fintech Accelerator which includes FIS investment.

Helpful Links: [https://www.bankdirector.com/committees/lending/effectively-and-realistically-embracing-embedded-fintech/;](https://www.bankdirector.com/committees/lending/effectively-and-realistically-embracing-embedded-fintech/) <https://www.digitalgrowth.com/podcast/banks-credit-unions-fintech-collaboration-partnership>



Foresight



Location: Kansas City, MO | <http://www.tryforesight.io/>

Social Media: [Foresight LinkedIn](#) | [Instagram](#)

Foresight's next-generation evaluation approach and decisioning strategies allow financial institutions to capture missed opportunities while minimizing both risk and bias.

Foresight leverages an AI-powered lending assistant (Lenda) natural language processing and machine learning algorithms to assess credit risk, fraud, and bias, allowing traditional banking services to safely open doors for underserved borrowers and drive impact at scale.



Janna Gammage / CEO | jannaeg@tryforesight.io | (816) 647-1005 | [Janna Gammage LinkedIn](#)

Alaia Martin / CFO | alaiaam@tryforesight.io | [Alaia Martin LinkedIn](#)

Joel Ward / CTO | jward@foresight.io | [Joel Ward LinkedIn](#)

Traction: Early traction with large partners including BoFA, Wells Fargo, and the Federal Reserve. Acquired key commercial partnerships to roll out Foresight to 100 CDFI lenders over the next 12 months; positioned to capture 10% of the CDFI lending market (\$222B), with a pipeline of \$1.5M.

Team: Includes a 2x exited serial entrepreneur and angel investor with diverse capital expertise, a visionary CTO with patents in AI and finance, and a former CitiBank VP passionate about financial inclusion. Team has experience at Nike, Lyft, Pimco, Bloomberg, and MSNBC.

Investment Summary: Raised a \$500k friends & family round to open doors for new borrowers, improve overall performance, and ensure model compliance. Notable investors include Techstars and Northwestern Mutual.

Helpful Links: [Foresight Overview](#); [Foresight Lender Overview](#)

Otomo



Location: Austin, TX | otomo.ai

Social Media: [Otomo LinkedIn](#)

Otomo provides AI-powered recommendations for your bank's financial products and resources, and if desired discounts from popular consumer brands. Our goal is to help you generate additional revenue while improving the financial health and overall wellness of your end customers.

Khellar Crawford / Co-Founder & CEO | khellar@otomo.ai | 323-337-2318 | [Khellar Crawford LinkedIn](#)

Sufi Kore Sidhu / Co-Founder & CPO | sufi@otomo.ai | 949-295-3941 | [Sufi Kore Sidhu LinkedIn](#)

Traction: This year Otomo completed a pilot with an \$8B financial institution, and signed 3 new production clients with over 500k end users. We're backed by the Alloy Labs Alliance and the founder of Fintech Meetup, Anil Aggarwal.

Team: Our team has led product initiatives for Microsoft, introduced the original notion of "Experiences" to Airbnb, led technology for Jamf, and led technology development for China Worldpay. Our CEO is also an AI Innovation consultant for the SingularityNET global AI think tank. Otomo specializes in developing highly engaging, drop-in consumer experiences for financial services that put your data to work for you.

Investment Summary: \$1.4M raised to date on convertible notes. Feel free to inquire about our current round.

Helpful Links: <https://otomo.ai>



Pebble Plan



Location: Amarillo, TX | <https://www.pebbleplan.com/>

Social Media: [Pebble Plan LinkedIn](#) | [Facebook](#)

Pebble Plan software gives banks new tools to reduce defaults and identify risks that credit scores can't, while giving entrepreneurs a collaborative and educational workspace to plan their growth and/or recovery. Banks and the community both win with Pebble Plan!



Tracy Shea / CEO | tracy@pebbleplan.com | 806-340-7006 | [Tracy Shea LinkedIn](#)

Traction: Pebble Plan continues to add users, deals, and revenues on a regular basis. We are increasing traction among all three of our target markets; financial institutions, economic developers, and individual entrepreneurs. We are on track to more than double our 2022 revenues.

Team: Pebble Plan's teammates each bring at least 20 years of professional and entrepreneurial success to the table. With roots going back to 2015, this team knows how to win together and lose together, which helps them quickly recognize and resolve issues that would sideline less cohesive groups. Because they are working on a problem they have each experienced firsthand in their own businesses, this quartet is both personally & professionally invigorated by the challenge of using today's technology to create better systems for supporting small businesses that are preparing for growth and financing.

Investment Summary: Pebble Plan has won \$43K in non-dilutive funding so far. We have not started equity fundraising yet, however we plan to begin seeking & accepting equity investments in late 2023 or early 2024.

Helpful Links: [Client Stories](#);
[Presentations and Documents](#)

PitaTech



Location: Columbia, MO | www.pitatech.io

Social Media: [PitaTech LinkedIn](#)

PitaTech is a data and machine learning company focused on getting banks the data they need for equipment loans. PitaTech is developing a centralized UCC search engine, utilizing computer vision to streamline a \$3.5B problem of inefficient and costly lien searches.



Caleb Heinzman / Founder & CEO | caleb@pitatech.io | 660-570-1632 | [Caleb Heinzman LinkedIn](#)

Traction: 300+ customer interviews. 1 paying pilot customer.

Team: Caleb (Solo founder, left machine learning PhD to find PitaTech) with the support of EquipmentShare Founders Willy & Jabbock Schlacks.

Investment Summary: Initial Capital from The Legal Tech Fund & Scale VC

Railz API



RAILZ

Location: Toronto, Canada
| <https://www.railz.ai>



Social Media: [Railz LinkedIn](#) | [Twitter](#) | [YouTube](#)

The Railz API connects to major accounting, banking, and commerce platforms to provide you quick access to normalized and analyzed financial data on your small and medium-sized customers.

Sohaib Zahid / Co-Founder & CEO | szahid@railz.ai | [Sohaib Zahid LinkedIn](#)

Derek Manuge / Co-Founder & CTO | dmanuge@railz.ai; [Derek Manuge LinkedIn](#)

Traction: We work with a large number of customers across the globe, including federally chartered banks and Fortune 500 customers such as FIS, M&T Bank, and Mastercard.

Team: 47 Employees, with extensive experience and range in background such as KPMG, YCombinator, IBM, RBC, WealthSimple, and more.

Investment Summary: Railz is venture-backed, having raised over \$19M in Seed and Series A equity financing from Tier 1 investors across North America.

Helpful Links: [Deck](#)

V2Verify



Location: Omaha, NE |
www.v2verify.com

Social Media: [V2verify LinkedIn](#)
| [YouTube](#) | [Facebook](#) | [Twitter](#)



V2verify 'Simplifies Life' by replacing MFA, Passwords, and PINs with a simple-to-use voice authentication solution.

Damian De Rozairo / Founder | damian.derozairo@v2verify.com | [Damian De Rozairo LinkedIn](#)

Angela M. Arp / Integrated Project Manager | angela.arp@v2verify.com | [Angela Arp LinkedIn](#)

Traction: Top 10 US bank uses our technology to secure 10 Billion financial records in the cloud. Contracted to build a voice authentication prototype for the DoD. Pilot with a top 5 logistics company in the US

Target market: Companies requiring Multi-Factor Authentication, banking, and contact centers.

Team: We are a team of 5.5 with 3 full-time developers with experience ranging from 12-25 years

Investment Summary: We have taken \$675,000 in angel capital, which includes a \$200,000 investment from Invest Nebraska. We would welcome any investment conversation.

Helpful Links: [Solution in Action](#); [ROI Case Study](#)