

CASE STUDY

Getting Noticed: How Allthenticate's Participation in AngelCon Helped Launch Funding Efforts

Our mission is to make security products that are fun, easy to use, and ridiculously secure.

ABOUT ALLTHENTICATE

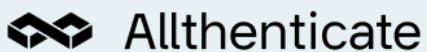
SINGLE SOLUTION FOR PHYSICAL ACCESS CONTROL AND DIGITAL AUTHENTICATION

Allthenticate offers a single solution for both physical access control and digital authentication, replacing legacy systems such as keys, passwords, smartcards, and other hardware tokens with a single, secure smartphone app. Its current services let organizations use their smartphones to unlock and log in to everything: doors, computers, websites, and servers.

Allthenticate helps organizations upgrade their security infrastructures while reducing management overhead, increasing visibility into their organization, and letting them build highly-customized security policies. These policies can be made as user-friendly as possible without compromising security – doors unlock as you walk up to them, computers unlock by simply pressing [Enter], and websites login automatically based on the proximity of the phone. Only in security-critical instances will users be prompted for a secure biometric or a PIN, as determined by its users.



DR. CHAD SPENSKY, CEO



Flagship Product

Use your smartphone to unlock both your physical and digital worlds.

Website

allthenticate.net

Founders

Chad Spensky

Rita Mounir



THE CHALLENGE

In 2020, Allthenticate was a budding physical access control and digital authentication startup, situated on the serene Central Coast of California. With a minimum viable product already in place, they had garnered interest from key ideal prospects and successfully secured funding from friends and family. However, like many startups, they faced the challenge of raising more capital and crafting a compelling pitch deck to attract seasoned investors.

To overcome these obstacles, Allthenticate made the decision to apply to AngelCon, the premier pitch event on the Central Coast, organized by Cal Poly's Center for Innovation and Entrepreneurship (CIE) Small Business Development Center (SBDC). The event promises to showcase six brilliant tech-driven startups from Central California, vying for the chance to win more than \$100,000 in equity-backed funding.

"At Allthenticate, we believe that innovation thrives on challenges. Applying to AngelCon was a strategic decision for us, as we recognized the need to raise more capital and refine our pitch deck to attract experienced investors," recalls Rita Mounir, Co-Founder and COO of Allthenticate.

THE SOLUTION

Allthenticate rose to the challenge and applied to AngelCon 2020, emerging as one of the finalists out of a pool of 31 promising startups. Their selection granted them access to an exclusive 6-week boot camp, where they sharpened their pitch deck and presentation skills under the guidance of 10 accomplished SBDC consultants, each with their own successful entrepreneurial background. This rigorous training proved instrumental as they advanced to the final six, proving their mettle among the brightest tech-driven startups in Central California.



RESULTS

Allthenticate made it to the top 6 finalists at AngelCon 2020, an impressive feat that earned them exposure to crucial investors who recognized their potential for future investment opportunities. Furthermore, their participation in the boot camp yielded significant benefits, equipping them with the skills necessary to pitch to seasoned investors.

Since then, Allthenticate has raised over \$3 million, expanded its leadership and development team, and successfully pursued multiple active sales cycles. Their continued growth and success are a testament to their innovative solutions and tenacious spirit.

✔ VC Funding - \$3,133,337

“Allthenticate embraces every challenge as an opportunity to grow and learn. Participating in AngelCon 2020 was a defining moment for us, as we were able to showcase our potential and refine our pitching skills through the intensive boot camp. The invaluable mentorship and guidance we received from the coaches with diverse entrepreneurial backgrounds equipped us with the confidence and expertise to compete against the best startups in Central California.”

- Dr. Chad Spensky,
CEO of Allthenticate



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ABOUT THE CAL POLY CIE SMALL BUSINESS DEVELOPMENT CENTER

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| Grants | | |

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