



**IVO**

2019 Alumni of The GAUNTLET and now Mentor

“ The GAUNTLET changed my mindset from hobbyist to the mindset of a CEO of running a company.”

## The ADVANCEMENT FOUNDATION

*Engineering Opportunities...*

**Let Us Help Ignite YOUR Future  
By Connecting the Pieces**

Richard had to be convinced, by his local economic development team, to sign up for The GAUNTLET — but he is SO glad he did.

He said “It taught me the things I needed to know and the things that I didn’t know I needed to know.”

The GAUNTLET Business Program and Competition™ introduced him to mentors and other entrepreneurs who had been in his shoes.

Now IVO is valued at approximately \$10,000,000 and collaborates with other GAUNTLET and other Innovation Mill Alumni on the manufacturing of their innovative technologies.

# WE CAN HELP GET YOU THERE

## ENVISION - ENGAGE - ACCELERATE



### WHERE IT STARTED

- Richard was an associate pastor tinkering in his garage
- Electronics was a hobby
- He had no business background or formal training in engineering
- Richard said “I didn’t even know what I didn’t know.”

### WHAT HAPPENED

- The team at AHEDC convinced him to sign up for The GAUNTLET 2019
- He was assigned a mentor who had been “in his shoes”
- Found that the network of fellow entrepreneurs was a very valuable resource in developing his business
- As part of The GAUNTLET, he gained resources and began working with localities for working space

### WHAT NOW & NEXT

- He has served as a mentor to other Alumni & has even worked with some resulting in contracts to begin manufacturing their products
- The company has its own manufacturing space & is now valued at \$10,000,000
- His team now includes: interns from DSLCC, 2 marine veterans, & the former CFO of Dr. Pepper
- They are scaling nationally