



7th Innovators Showcase @ UC Davis

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Presenting companies





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www.aerialplot.com

Gary Nijak Jr, PE VP Business Development <u>nijak@aerialplot.com</u>



A turnkey, integrated approach to field research and product marketing

Aerial imagery has enormous potential, yet many companies fail to understand how to use this information to deliver real value for new product development. aerialPLOT has evolved from years of careful method development, proof-of-concept validation, and practical use in agricultural field research. We offer a step-change in the access of high value information and operational efficiency around data collection and management. Whether you are focused on small plot research to evaluate product efficacy, breeding programs, trait development, marketing, or grower-scale farm experiments, don't accept the status quo. We can maximize your investment and equip your agronomists with tools to be successful and focus on actionable rather than anecdotal data.



CAPITAL CULTIVATING GROWTH



Ejnar Knudsen CEO <u>EK@AGRpartners.com</u>

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AGR Partners is a specialist food and agribusiness investor that provides long-term capital to grow industry leaders.









John Selep President jselep@agstart.org

www.agstart.org



AgStart is a 501(c)(3) non-profit incubator focused on lowering barriers and advancing innovative startups in Ag | Food | Health, active in our Sacramento region since 2012. The Lab@AgStart, our region's largest shared-use wet-lab facility for startup companies, reduces startup's capital costs for equipment and facilities to conduct bench-level commercialization. The Lab's facilities incorporate a fully-equipped wet-chemistry laboratory, including dedicated Fermentation Lab and Tissue Culture Lab facilities, as well as a certified kitchen space for food innovators.

To efficiently connect AgriFoodTech entrepreneurs to the people, resources, and insights they need to succeed, AgStart is an active participant in a nationwide network of collaborating AgriFood entrepreneur-support organizations.

Innovators can learn more at <u>www.agstart.org</u>.



Maurice Pitesky CEO and Co-Founder <u>mepitesky@agrinerds.com</u> <u>https://www.agrinerds.com/</u>



One-page information:

http://www.seedcentral.org/pdf/showcase/AgriNerds.pdf

AgriNerds has developed the <u>WaterFowl Alert Network</u> (WFAN) which is the world's first SaaS based tool that utilizes a combination of radar, telemetry, satellite imagery and machine learning to make daily predictive models of waterfowl abundance and occupancy at high resolution.

Specifically, the WFAN can make historic, current and forecasted waterfowl abundance models on multiple continents. Current clients are spread across 20 states and include commercial poultry and environmental management applications. The potential exists for expansion globally and across various industries including waterfowl hunting, golf, farming, renewable energy permitting and ecosystem services demonstrating a Serviceable Obtainable Market (SOM) of over \$150 million dollars a year in the U.S. alone.

Our tech is based on 10 years of research at UC Davis and University of Delaware. Our SaaS based software is designed to interface with multiple stakeholder groups to allow data-based decision making for farmers, site managers and associated stakeholders.

Learn more about the WaterFowl Alert Network









Zhongli Pan Founder <u>zlpan@ucdavis.edu</u>

www.aivisionfood.com



AIVision Food is a startup company for commercializing the new wireless SmartProbe insect pest detection and control technology that was developed at University of California, Davis. The AIoT based SmartProbe technology enables

early detection and control of insects in food and agricultural products and reduces product loss, chemical use, food safety concerns, and management cost. SmartProbe system detects insects as soon as insects emerge, which compares to the current human inspection that cannot catch the insects until the population of insects is large and damages have been done. Machine learning is used to identify the insects captured by the probes. And then the system sends automatic notifications through APP to facility managers for taking actions to achieve precision control. The SmartProbe technology can be used to monitor the insect activities and environmental conditions in the entire supply chain of food and agricultural products, providing scientific data for prediction of insect occurrences and better management. The data and information can be stored locally and in cloud and processed through cloud computing. The technology replaces the human inspection methods currently used. The SmartProbe system have been used in warehouses and processing facilities of rice and tree nuts, and as research and teaching tools at USDA ARS and universities.



Ali Coopersmith Director, Strategic Alliances <u>alic@alveotechnologies.com</u> https://www.alveotechnologies.com/



Advancing the impact of molecular testing and diagnostics We're on a mission to use our open, accessible, and actionable molecular detection

platform to detect pathogens before they spread.

Alveo's rapid detection platform provides real-time data and empowers more industries to Know Sooner, Act Faster™.

Our portable diagnostic solution bypasses the need for centralized lab testing, expanding early disease detection to sectors beyond healthcare such as agriculture, food safety and sanitation. It delivers rapid results without compromising accuracy by using molecular detection technologies.











Carlton Osborne CEO carlton@animalbiome.com

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Holly Ganz Chief Science Officer holly@animalbiome.com



Founded in 2016, **AnimalBiome** is an early-stage start-up using genomics to create new diagnostics and supplements to restore gut health in cats and dogs. A balanced gut microbiome supports overall pet health and imbalances are associated with numerous health conditions, ranging from gastrointestinal conditions such as inflammatory bowel disease and gastrointestinal lymphoma, skin conditions such as atopic dermatitis, to metabolic conditions, such as obesity and diabetes. AnimalBiome provides direct to consumer gut function test kits for dogs and cats and creates restorative supplements from material sourced directly from healthy pets to identify and correct imbalances in the gut microbiome.



CEO mmeadowssmith@bioconsortia.com www.bioconsortia.com

Marcus Meadows-Smith

BioConsortia unleashes the power of microbes to meet the world's food needs while reducing agriculture's ecological impact. BioConsortia's products replace synthetic crop inputs with superior, microbe-based solutions for nitrogen fixation, nematode control, insect and disease control, crop yield enhancement and post-harvest food safety.





Alan Perlstein CEO alan@cacultured.com www.cacultured.com



California Cultured is on a mission to save two of the world's most beloved foods from extinction: chocolate and coffee. The chocolate and coffee industries currently employ millions of child laborers and are responsible for mass deforestation and pollution. Due to climate change and disease, these crops are currently failing at a global level. To tackle this, California Cultured is using a patented plant cell culture platform to domestically mass produce real, sustainable, and ethical cocoa and coffee products.







Wilson Mak Co-Founder and CTO <u>mak@digestiva.com</u>

www.digestiva.com



Digestiva is a company focused on improving the nutritional efficiency of protein utilization. With a proprietary class of enzymes able to increase the absorption of amino acids critical to muscle growth, the potential to improve the health of those with diminished digestive capacity, such as the elderly and infirm, is exciting. As world population grows, more efficient utilization of protein will become ever more important to sustaining life on earth. Digestiva has a solution that is cost effective and unique.

At Digestiva, we are discovering and developing proprietary ingredients to amplify the power of protein nutrition in foods and dietary supplements.

Our foundational technology is a class of enzyme ingredients capable of unlocking the full nutritional value of protein-based foods and dietary supplements.

We are a pioneering, best-in-class food biotech company dedicated to transforming protein nutrition and global health. We combine a passion for enabling better human health and performance with a game-changing technology discovered at the University of California, Davis.



Nathan Dorn Director, Agricultural Business Development <u>nathan@farm-ng.com</u> https://farm-ng.com/



Modular robots for every acre. We build reliable solutions that reinvent agriculture with the capabilities of AI and robotics'









Accelerating the Green Revolution™



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Arianne Tremblay Senior Scientist <u>Arianne.Tremblay@GreenVenus.com</u>



Accelerating the Green Revolution

With next-generation plant propagation, speed breeding, and technologies for hybridization of crops, GreenVenus is improving the quality of food for consumers while reducing food waste and preserving valuable natural resources.



Alexis Comar Founder & CEO acomar@hiphen-plant.com

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Lee West Business Development Director Iwest@hiphen-plant.com



Hiphen's mission is to bring image analysis tools to the agricultural research community working to solve the challenges of 21st centuty agriculture. Hiphen has been serving the crop breeding and research communities around the globe since 2014 bringing software and infrastructure solutions that make collecting and processing images easier and more impactful. We've built a platform that helps organizations:

- Effectively acquire research grade images
- Innovatively analyze those images
- Efficiently incorporate the images and data into product/research development pipelines.

We can help you achieve your phenotyping ambitions.









Ferdinand Los CEO ferdinand.los@hudsonriverbiotechnology.com https://www.hudsonriverbiotechnology.com/



Accelerating the world's transition to a sustainable bio-economy

We lead the biotech revolution in agriculture

Hudson River Biotechnology intends to deliver on the promise that crop improvement through biotechnology can address the demands of a resilient, sustainable bio-economy. We solve plant production challenges across the value chain by delivering technologies to develop and grow crops of higher quality, more efficiently and sustainably.

We have developed solutions to enhance the functions of plants using CRISPR based plant breeding and deliver agrochemical inputs efficiently through targeted, smart delivery systems. By providing these technologies to our partners, we contribute to improving plant yields while reducing the inputs necessary, ultimately decreasing agriculture's environmental impact.



Ahsan Ali COO ahsan@intrinsyxbio.com www.intrinsyxbio.com

Intrinsyx Bio has commercialized 3 decades of the leading academic research in the plant microbiome. Our endophytic microbes live throughout the roots and shoots of plants, allowing a broad range of crops to fix atmospheric nitrogen while enhancing overall nutrient use



efficiency (macro and micro nutrients). We have launched our seed treatment, foliar, and infurrow products for broad acre crops in the US and Europe, and are soon to be launching in specialty crops. Our first product is now the #1 selling biological seed treatment in UK cereals, and is being distributed by Syngenta in NW Europe.









Pam Marrone Co-Founder and Executive Chairperson https://invasivespeciescorporation.com

Invasive Species Corporation

The Invasive Species Corporation was founded by experienced

entrepreneurs to discover, develop and market bio-based solutions to control invasive species in water, forestry and agriculture. Invasive species have caused more than \$1 trillion in damage, with more than \$420 billion annually and are considered one of the top contributors to the earth's significant and rapid decline in biodiversity. The ISC's goal is to regenerate our planet's environment through the application of bio-based, sustainable and earth-friendly solutions, thereby preserving ecological biodiversity and reversing climate change effects. The ISC is currently selling Zequanox® for invasive zebra and quagga mussel control and is developing Piscamycin[™] for control of invasive carp and other invasive fish. The company is also in the discovery phase of a project to develop a microbial natural product (bioherbicide) for invasive and other problematic weeds, still causing major damage to crop lands, reserved spaces, and waterways despite the annual use of \$25 billions of synthetic chemical pesticides globally. The company recently announced that it was awarded a \$388,000 grant from the Washington State Department of Agriculture to find a microbial solution to control of burrowing shrimp harming oyster beds.



Surekha Karudapuram VP Commercial Operations

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Isolation Bio liberates microbiome scientists from the confines of outdated low-throughput and labor-intensive microbiological



methods, propelling them into a new era of groundbreaking microbial R&D and product development. The Prospector® microbial discovery platform scales and automates the laborintensive aspects of microbiology for rapid, high-throughput and scalable isolation and cultivation of microbes. The system integrates a highly dense array of nanoscale cultivation chambers that can grow hundreds of microcolonies in parallel with a bench-top system that automates the cultivation workflow through software-driven imaging, picking, and transfer of single isolates from the array into standard multi-well plates for downstream analysis. With the efficiencies provided by the Prospector users can rapidly build microbial strain banks or isolate rare or slow growing microbes by generating more isolates faster, easier and with less space and materials.











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LifeSpace Labs is your dedicated partner in business success, offering a comprehensive array of services tailored to elevate entrepreneurs in life science. Our wet lab incubator space is equipped with cutting-edge facilities, perfect for life sciences startups to conduct research and experiments. Recognizing the diverse needs of businesses, we provide flexible office workspaces, allowing you to customize your workspace for optimal growth. We prioritize networking and organizing regular events to connect you with fellow entrepreneurs and potential investors. Showcase your products and services at our events, enhancing your visibility to potential customers and investors. To address the financial challenges of running a business, we have established partnerships with trade organizations and vendors, providing access to preferential pricing on consumables, lab equipment, and services. Additionally, our robust network of venture capitalists and investors is always on the lookout for promising startups, offering you the opportunity to pitch your ideas and secure valuable connections. At LifeSpace Labs, we are committed to providing the resources and support needed to propel your business to new heights.

Entrepreneurs and innovators interested in the LifeSpace Labs can reach us at <u>www.lifesplabs.com</u>.



Life Science Innovation Center



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The UC Davis-HM.CLAUSE Life Science Innovation Center is a business incubator designed to support innovation driven entrepreneurship. We are proud of our collaboration with UC Davis in providing this resource supporting startups working to transition technologies out of the lab and generating earlystage, commercialization milestones. We look forward to fostering disruptive ideas, inspiring synergies, and strengthening the region's innovation ecosystem.









Angel Fernandez CEO & Co-Founder afernandez@myfloradna.com www.myfloradna.com



MyFloraDNA Inc. is an ag-biotech company, born in Davis, California, offering state-of-the-art customized DNA-analyses combining molecular breeding, Next Generation Sequencing and Intelligent Computing, to all the players in the ag field. With our easy-to-use technology we can help breeders accelerate and

optimize their cultivar developing processes. We also work with farmers and nurseries to help them verify the authenticity of plants purchased, produced and sold, as well as scientists who prefer to outsource routine laboratory procedures. Our innovation is to provide a unique, fast and personalized analysis, based on the latest DNA technologies, that will help our clients develop new and sustainable products.



Nathan Pumplin President <u>n.pumplin@norfolkhealthyproduce.com</u> <u>https://www.norfolkhealthyproduce.com/</u>



Norfolk is developing the next generation of innovative vegetables and fruits, to meet the needs of consumers and the environment. We believe in bringing sustainable health to everyone, with appealing foods powered by bioengineering.

We are passionate about meeting consumer demands for fresh, healthy food, starting with a nutritious, great tasting, convenient, and beautiful purple tomato. Our founders at Norfolk Plant Sciences were inspired to share their world-class understanding of tomato genetics with the world. The first outcome is a superfood purple-fleshed tomato, with similar levels of purple antioxidants as blueberries. These tomatoes also have 2x longer shelf life, helping to reduce food waste and improve sustainability. Norfolk Healthy Produce is developing purple tomato varieties and marketing premium tomato products to consumers.









Kathryn Cook CEO <u>kcook@nucicer.com</u> https://www.nucicer.com/



Chickpeas. Evolved. Unlocking the potential of the beset bean on earth.

NuCicer was a mission that found a business, not the other way around. After more than 20 years of gathering and studying the vast array of chickpea genetics, our team of scientists and agronomists decided that this wealth of potential needed to be shared with the world. Our unmatched breeding and management expertise and wealth of genomics and bioinformatics makes NuCicer the leading authority on chickpeas.

We are working with farmers, producers and policy makers across the globe to improve the health and well-being of eaters and ecosystems alike. We believe meaningful science, natural innovation and tasty products are the key to creating the regenerative food system the world so desperately needs.



Elén Faxö CEO elen.faxo@olsaro.com https://olsaro.com/



Video presentation:

https://youtu.be/bwBSIWe3R7E?si=qCvJEp_d0PakRjIh.

One-page information: <u>http://www.seedcentral.org/pdf/showcase/OlsAro.pdf</u>

OlsAro Crop Biotech speeds up the process of trait development in crops via their AI-based proprietary tech platform to develop climate resilient crops. They have developed salt tolerant wheat showing a 52% increase in yield compared to control in saline Bangladesh conditions and are also targeting other climate adaption traits such as heat tolerance.

OlsAros mission is to make otherwise unfarmable salt contaminated land farmable again, providing benefits to the farmers and the local communities apart from also sequestering Co2.

Olsaro are currently interested in additional commercial partnerships with seed companies as well as collaborations with field trial partners globally for enhanced market reach and farmer benefit.







OPTIMIZED FOODS



Minami Ogawa Co-Founder amigawa@ucdavis.edu

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Cody Yothers Co-Founder & Director of Innovation <u>cwyothers@ucdavis.edu</u>



Harnessing the power of mycelium to make better, more sustainable foods.

We believe that biomanufacturing represents the future of sustainable food production. With our mycelium-based MycoCarrier technology platform, we are converting readily available food and ag feedstocks into high-value, delicious, superfoods.



Jessica Harris Senior Product Manager, Vegetables jharris@pairwise.com www.pairwise.com



Pairwise is a health-focused food and agriculture company that is transforming what we eat.

Pairwise is a pioneering food start-up committed to helping people live healthier, fuller lives. We're leading the way to wellness by combining gene-editing capabilities, deep crop science expertise and cutting-edge data techniques to cultivate fruits and vegetables that are naturally irresistible and easier to enjoy. We believe in the power of produce to change our world. Because when tough leafy greens are easier to eat, more people get calcium and magnesium and Vitamin K. When raspberries and blackberries lose their seeds, they become more appealing and more likely to end up in a lunch box or smoothie. And when cherries come without the pits, well, everybody wins.

Pairwise is taking fruits and vegetables to the top of the food pyramid by bringing out the best in nature—and nurturing the world we live in.









Aaron Martin Regional Account Manager aaron.martin@pathosans.com PathoSans.com



PathoSans Technologies from Spraying Systems Co.

We have a simple vision, to displace harsh, toxic chemicals with cleaning and disinfecting solutions that work as well or better than those hazardous alternatives. The result is safer and healthier facilities that are less hazardous to employees and building occupants while being better for our planet



Penny Nagel President & COO penny@persistencedata.com https://www.persistencedata.com



Are you looking for a more efficient mechanism than the conventional chemical wet lab system to improve soil health?

Our leading soil analysis and web-based soil prescription platform, Soilytics ™ is the latest in technology to pass the savings to you.

Through years of research and development, we have established technology and techniques to enable sustainable global analysis of carbon and soil nutrients. Our mission is to give rise to healthy soil, provide nutritious food, and ultimately assist carbon in moving from our atmosphere to the soil, enabling global cooling



Smart Plant Analysis

Katrin Jakob <u>k.jakob@phenospex.com</u> Technical Sales, North America <u>www.phenospex.com</u>



Phenospex is a sensor company based in the Netherlands. We develop a unique 3D-multispectral laser scanners, specifically designed to assess crops. Our products provide many plant parameters like plant growth,

biomass, plant health in real time and automate many processes in plant science, breeding and agriculture where precise information on plants is required. Our sensors are also used in smart farming/ farming automation robots as the "eye" that detects and analyzes the plants.









Fatma Kaplan CEO/CSO <u>fkaplan@pheronym.com</u> <u>www.pheronym.com</u>



Pheronym uses pheromones from nematodes (microscopic roundworms) to control agricultural pests. Our first product, Nemastim, significantly improves the efficacy of beneficial nematodes, which are already in the market for insect

control. Nemastim makes beneficial nematodes more effective (up to 5x) by telling them to search for new insects to infect. Beneficial nematodes are treated with Nemastim and then the activated nematodes are sprayed on the field. Since we can control nematodes, our second product in the pipeline targets plant parasitic nematodes, Pherocoat, our second product, is a seed coat product that protects young plants from plant parasitic nematodes.



Dr Mary Ellis, MBA Chief Executive Officer mary.ellis@pherosyn.com

www.pherosyn.com

Daniel Bahia daniel.bahia@pherosyn.com



Harnessing sustainable insect pheromones for natural crop management

PheroSyn produces identical copies of nature's own pheromones for use in the monitoring and control of pest populations in agriculture.

Control of insect pests in agriculture usually involves crop spraying with insecticides. Although effective, the lack of basic information on the location and timed appearance of pests results in the excessive application of chemical pesticides, creating an unnecessary environmental burden and poor cost control.

PheroSyn's role is to develop and supply novel insect pheromones. The disruptive innovation uses sustainable "green chemistry" processes to unlock complex-structured, high-value, unavailable insect pheromones as an alternative to pesticides.

Specialist expertise allows PheroSyn to synthesize species-specific pheromones that target the most prolific and damaging pests. By attracting specific pest species such as midges, pheromone traps give a clear and reliable indication of extant infestations, PheroSyn's approach allows the crop to be treated at exactly the right time and with the right pesticides.

Wasteful and inefficient over-spraying is avoided.

Link to PheroSyn's video: https://www.youtube.com/watch?v=DSf0yfQ6kGQ







Brandon Maim Business Development Manager Brandonmalm@probelte.com https://probelte.com/



We create integral solutions to manage field's health, looking after our clients interests while protecting human health Where wellbeing is born It starts in the soil, it starts with us

We contribute to agricultural innovation based on a holistic point of view, with treatments grounded in technology designed to provide more effective nutritional solutions that are biological and natural by collecting data to create preventative actions models that are adapted to the needs of each crop and each phase thereof, from soil care and enrichment, to growth, to the plant giving fruit.



Francesco Dell'Endice CEO and Founder francesco.dellendice@qualysense.com www.qualysense.com

QualySense AG is a world pioneer in advanced robotics and sensing solutions to reduce seed waste and automatize quality inspection of seeds, grains and beans.











Niek Savelkoul CEO <u>niek@scopebio.com</u> https://scopebio.com/



Molecular diagnostic solutions

The scopeDx® platform can be quickly tailored to your specific needs, to identity any DNA or RNA target, to help AgriFood producers in a wide variety of application areas:

• Infectious diseases

We help AgriFood companies to detect pathogens fast and on-site, the high specificity can identify minute differences in genetic material, to for example identify specific pathogen strains.

• Genetic traits

With extreme specificity, we can provide AgriFood developers the power to identity genetic traits in their breeding programs, or to protect their breeding rights.

• Adulteration

To exclude the presence of biological adulterants in products, ensuring safety, quality and honesty.



Aaron Crawford VP Product Innovation <u>aaron@sensei.ag</u> <u>https://www.sensei.ag/</u>



Driven by data. Grounded in science. Focused on wellbeing.

At Sensei Ag we share a collective vision: to transform health by using data to redesign how food is grown.

Sensei Ag is a market-changing AgTech company on a journey to make delicious, nutritionally-relevant meals accessible and affordable to all.

Guided by the incomparable capabilities and insights of our founders, we help growers make informed decisions that set new standards for food safety, quality and taste. Through the use of data and technology, we create innovative, agile growing systems that dramatically improve farm production.

We are the present and the future of farming, fostering agricultural innovations that will support human health and wellness in developed and emerging economies for decades to come.





Željko Mićić CEO <u>z.micic@smarttray.de</u> https://www.smarttray.de/



SMARTtray® is a technology developed by experienced plant breeders and scientists.

The SMARTtray® process is an innovative high-throughput process for cultivating and sampling tissue from various plant species. It was developed by experienced plant breeders and scientists to meet the challenges of modern plant breeding. The ever-increasing number of plants that need to be sampled for DNA extraction and marker-assisted selection has created a bottleneck in the breeding process.

The key element of SMARTtray® is the cultivation and subsequent sampling of root tissue for all progenies in 96-well format, avoiding additional single plant manipulations.

This feature sets SMARTtray® apart from other methods that are based on taking leaf tissue samples from individual plants.

Root tissue is ideal for sampling. Root growth can be precisely controlled using suitable lighting, ensuring that the plant has plenty of root mass available at an early stage of development. In addition, more DNA of better quality can be extracted from the root tissue.

SMARTtray® automates the previously manual process of plant sampling and ensures a more efficient, safer and more cost-effective process.



Mary Fernandez Co-Founder & President <u>mary.fernandes@solisagrosciences.com</u> <u>https://solisagrosciences.com/</u>



Solis is your pipeline for plant innovation We help scientists and startups accelerate agricultural innovation to solve global food & climate challenges.

We design, produce and analyze gene-edited and transgenic plants quickly and costeffectively using our integrated, end-to-end pipeline. By partnering with us, you retain your IP, reduce your product development time and gain valuable research insights.









Christian Nansen Founder & CEO <u>chrnansen@ucdavis.edu</u> <u>https://www.spectralanalytix.com/</u>



STRIVING TO BE A WORLD LEADER IN INTEGRATION OF HYPERSPECTRAL, MACHINE LEARNING, AND ROBOTICS

The saying – an image is worth a thousand words – is gaining ever deeper meaning, as hyperspectral camera technologies, customized lighting, robotics, and machine learning are integrated and used to produce frontier solutions in the 21st Century. Spectral Analytix Inc. was founded in 2019 as a company that develops and commercializes classification and sorting solutions based on integration of hyperspectral imaging, robotics, and machine learning.

Spectral Analytix Inc. focuses on classification and sorting of objects - "optical solutions" - such as, seeds, insects, food products, pharmaceutical products. Optical solutions are customized to specific client needs can be offered as service (objects sent to Spectral Analytix for analyses) or as installation of a system (purchase of hardware and software and training of personnel).