

One Line Pitch: Decarbonization-as-a-Service (DaaS) for actionable climate intelligence

Environmental Impact Statement

Concerns about the lack of comparability and accessibility of climate information is holding back progress on emission targets. Our DaaS platform normalizes and enables scalable action for entities looking to set and meet targets.

Business Summary

By engaging with the wider climate ecosystem (energy providers, customers, and investors) for visible, measurable and impactful greenhouse gas emissions reductions, Dynamhex reduces the hassle, cost and time it currently takes cities, companies and communities to plan for and react to climate change.

Team

Sunny Sanwar, Founder and CEO; Ann Davlin, CSO, Patrick Hosty, COO, Alex Calder, VP Business Development, Bri Tiley Marketing Director, Chris Parrott f-CFO, and Sarah Shipley.

Customer Problem

Dynamhex solves the problem our customers (cities, utilities and companies) have with inaction, cost-prohibitive, manual and siloed human analyses for sustainability strategies. We help customers visualize action and implement data-driven decarbonization assessments at 20% of the cost and 10% of the time it currently takes existing solutions.

Product/Service

The patent-pending aggregation engine has a backend with API access, and a frontend, that autonomously identifies, evaluates and recommends a package of measures with associated efficiency savings, emission reductions and project investment costs for each region and assets of enterprise customers. The product automatically updates and improves reporting, while matching project specific incentives or offering financing options for each climate positive interaction.

TAM/SAM

\$15B market for ESG and energy planning services for U.S. enterprise, investor-owned-utility and municipal customers for baselining, inventory and reduction roadmaps (and related measurement and verification). We target a subset of this market for \$1.8B SAM.

Business Model

We have a one-time integration fee and a recurring SaaS model. We are currently beta testing our marketplace feature with early customers, which will include a listing + transaction fee revenue model.

Go To Market

Our GTM involves selling to enterprises and communities direct, as well as partnering with upstream energy + utility companies. This utility channel includes 27 power customers with climate goals who sell power to 68% of the U.S. Dynamhex already has partnered with 4 of them and use of funds is scaling to remaining 23 for capturing the regional markets.

Competition

Most of our competition comes from engineering and sustainability consultants (AECOM, ICF), and recently from ESG/carbon accounting startups (Persefoni, Emitwise, SINAI).

Financials

In 2019, we started sales and received \$50k in revenue; in 2020 - \$140k; \$320k in revenue 2021. We are moving from 56% margins to 71% between 2022 and 2025.

Company Info

HQ Location: Baltimore, MD
Web Site: www.dynmhx.io
Environmental Vertical:
Decarbonization-as-a-Service
Employees: 7
Founding Date: Nov, 2018

Contact Info

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Raise Info

Next Funding Stage: Seed
Expected Raise Amount:
\$5MM
Expected Timing of Next
Raise: Q2, '22
Monthly Burn: \$56,000

Advisors

Legal and accounting:
Siegfried Bingham, Erise, LP

Investors

Exelon
Intelis Capital
Chesapeake Bay Seed
Capital Fund
KCRise Fund

Recent Article in Forbes:

["Leading Experts Weigh In On The Importance Of Climate Disclosure To Reduce Emissions"](#)

Comcast Commercial

[30 second teaser](#)

Watch DaaS in action:

[In St. Louis metro area with Ameren in IL and MO \(with EPRI\)](#)

Letter to the SEC:

[Climate disclosure standards](#)