



**brightest**

Smart social impact software  
for businesses and non-profits

BRIGHTEST.IO

A central graphic with a solid green background. At the top, the word "brightest" is written in a white, lowercase, sans-serif font. The letter "b" is stylized with a green starburst or leaf-like shape behind it. Below the logo, the text "Smart social impact software for businesses and non-profits" is centered in a white, sans-serif font. At the bottom, the website "BRIGHTEST.IO" is written in a smaller, white, uppercase, sans-serif font.

PROBLEM

**There are over 1.5 million U.S. organizations working on positive social outcomes and struggling to measure their results.**



**Non-Profits**

Report impact and financial results to donors, stakeholders, and IRS



**Benefit Corps (B Corps)**

Certify as a B Corp every 3 years, report impact annually, and measure daily operations



**Large Enterprises**

Annual impact reporting and operational measurement

PROBLEM

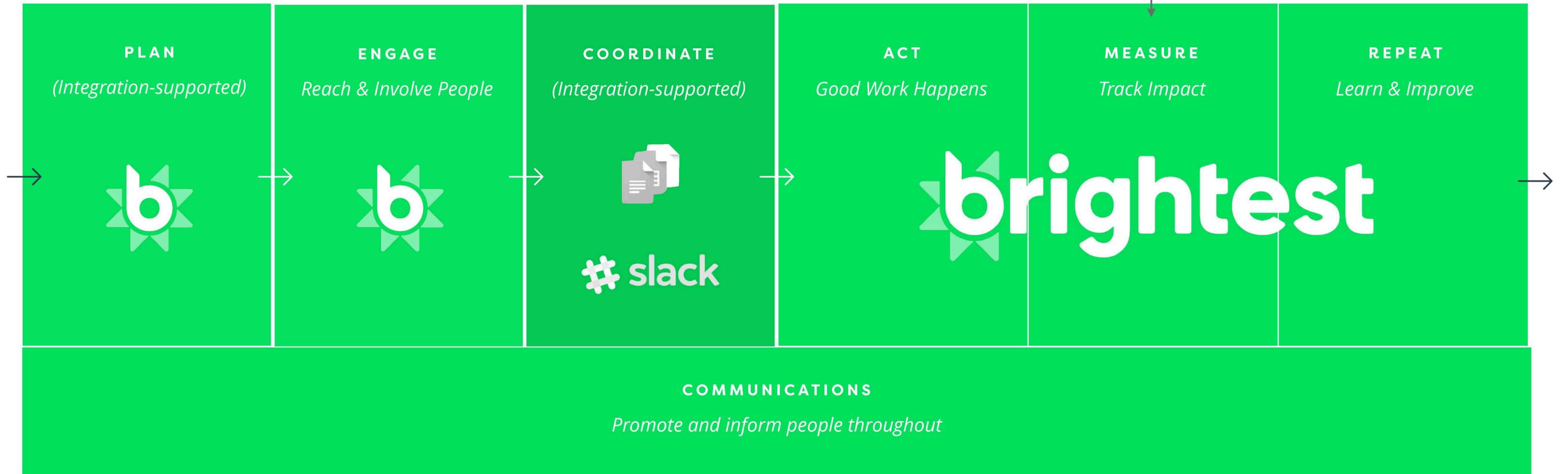
**This is complex, costly work for many teams and organizations who aren't operations, data, or measurement experts.**

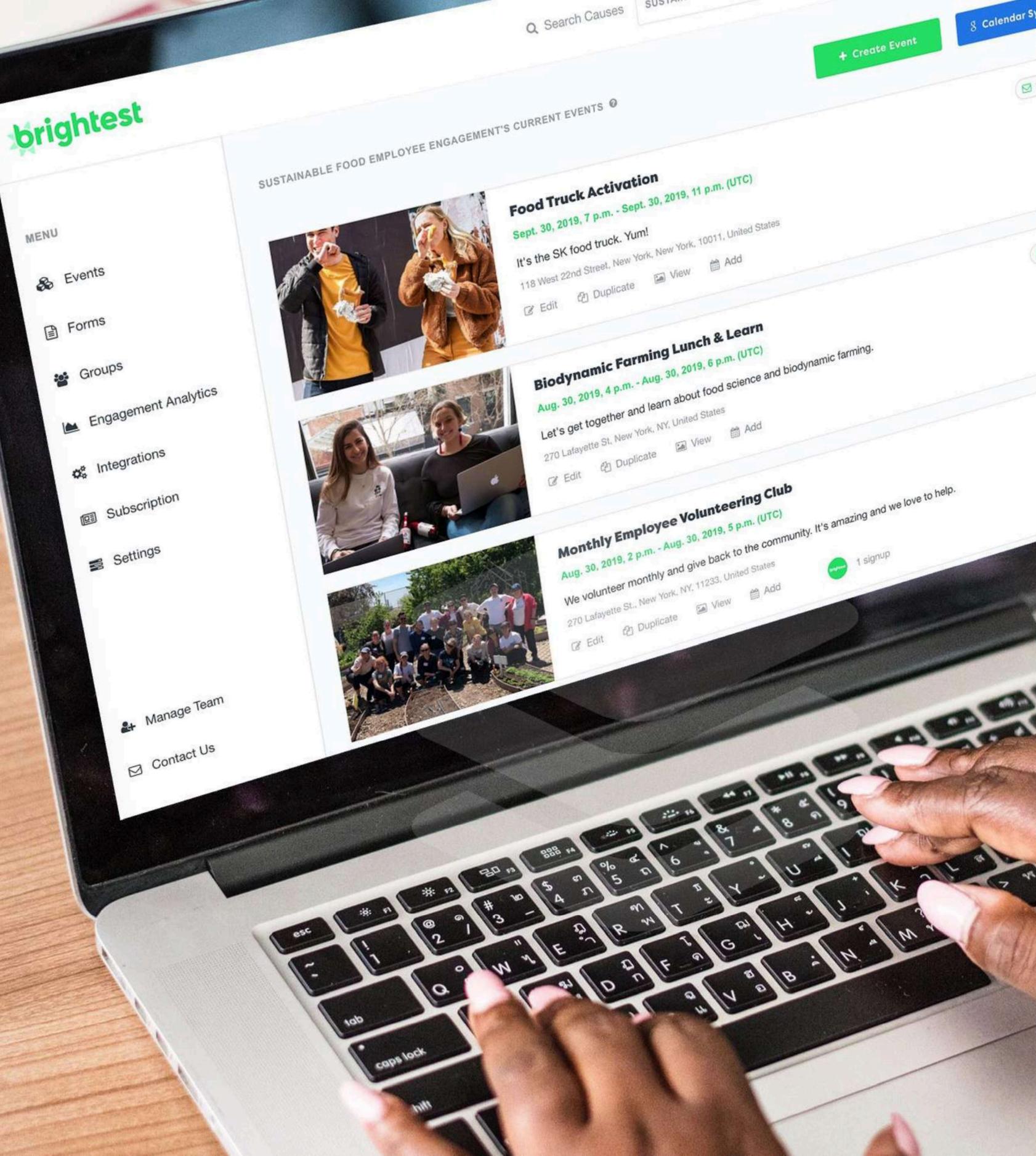


SOLUTION

# Brightest makes it better.

Critical step for reporting, ROI, and compliance





## SOLUTION

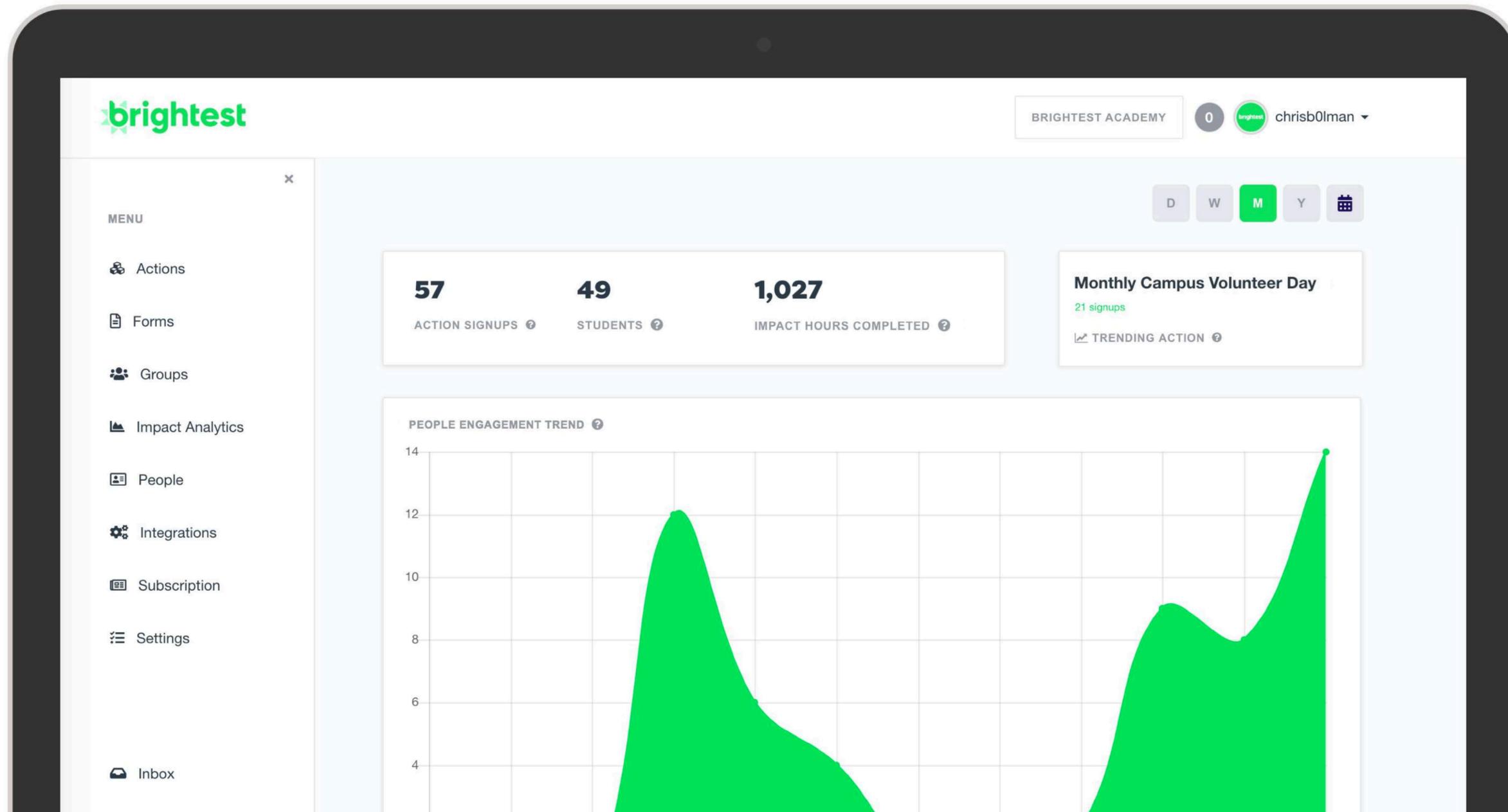
# All-in-one software for social impact and sustainability.

SIMPLE - MODERN - EFFECTIVE - HUMAN

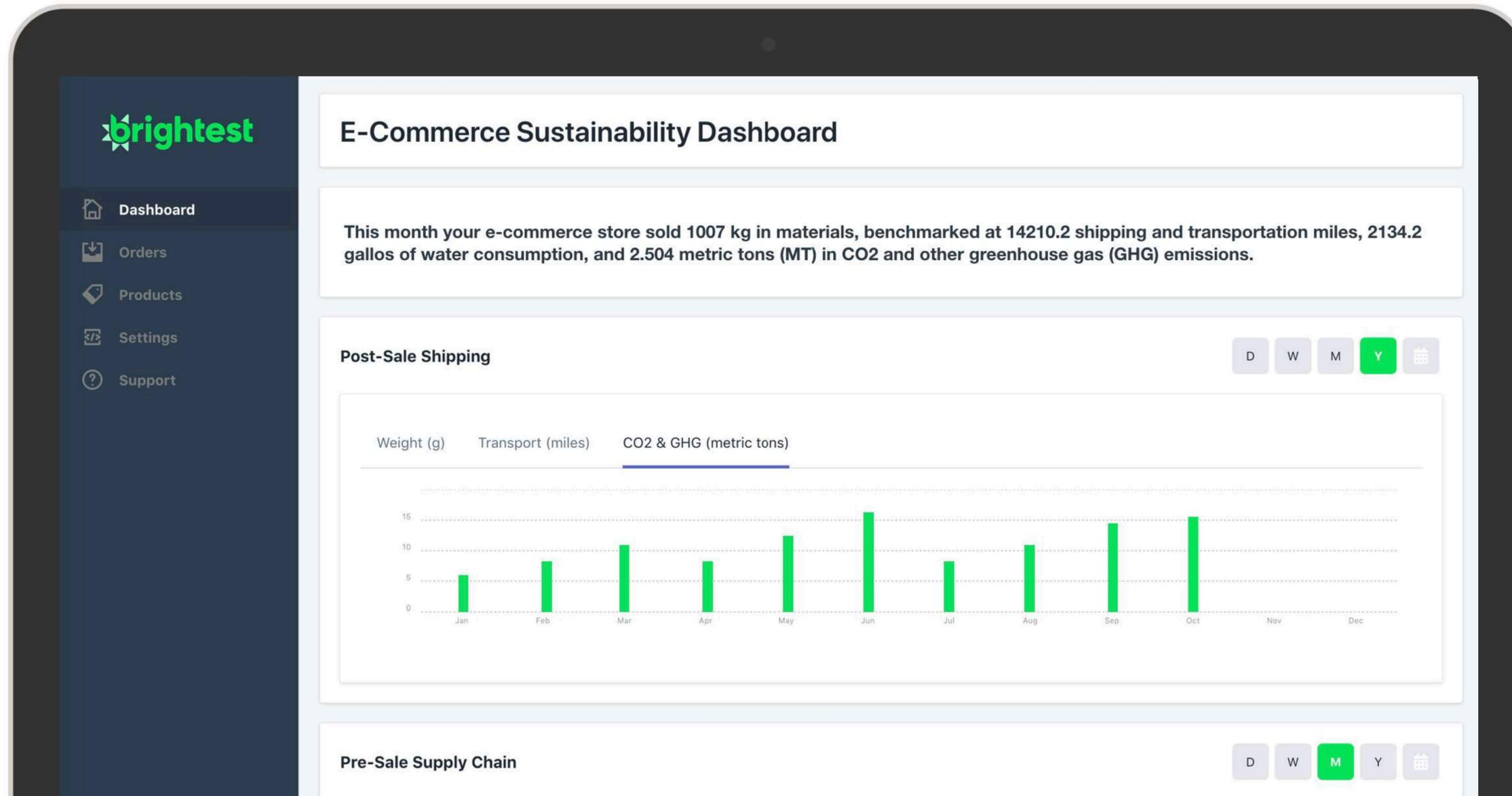
Brightest creates intuitive, easy-to-use, and powerful software to help teams and organizations lead, coordinate, and measure operational performance and positive change.



# Brightest makes measurement (way) easier. Think “Turbotax for social impact or ESG.”



# From people to environmental outcomes and everything that matters in between.



## BUSINESS MODEL

# Brightest sells subscription software with integrated platform revenue potential.

### SAAS

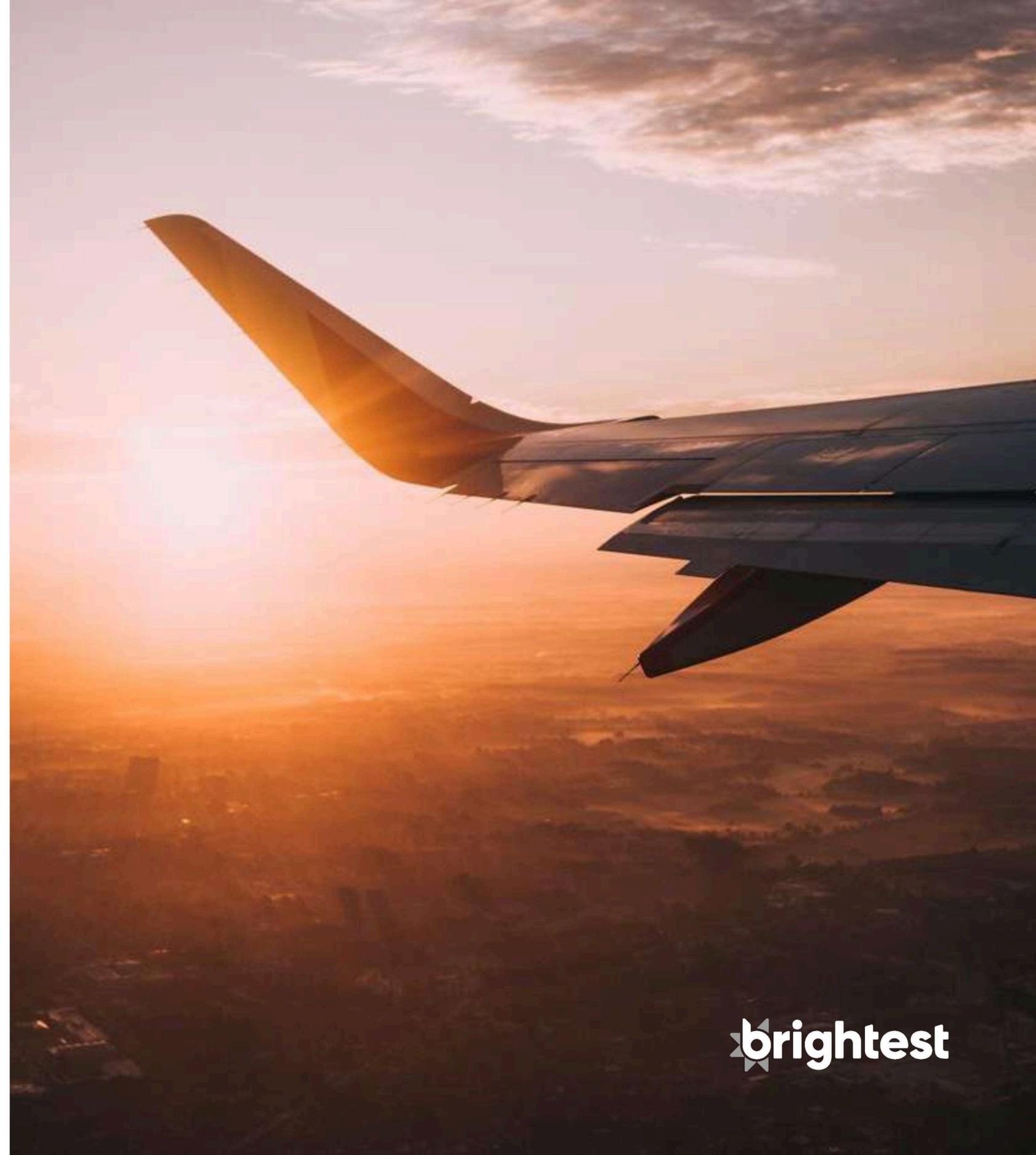
Organizations subscribe to Brightest for \$50 - \$300 per month based on size and needs during our beta period. We will raise pricing as our product matures and improves and we launch or next major release iteration later this year.

### SERVICES (FUTURE)

Implementation, on-boarding, and premium technical config

### PLATFORM APPS & PAYMENT PROCESSING (FUTURE)

We see “app store” platform potential for integrations and data connectors, as well as the potential to collect payment processing revenue streams on environmental offsets, virtual PPAs, and other enterprise marketplace offers



# Young people love us.



██████████ 2 days ago

Hi Chris,

I am so excited by Brightest's mission of using technology as a tool to spread opportunities to advance social good. Throughout college, I have searched for ways to get involved in the Los Angeles community. I have been frustrated by the lack of a cohesive platform to find opportunities and then stay connected with the causes I believe in, so I really believe Brightest is a necessary product.



██████████ 4 hours ago

I love Brightest's mission of making a larger societal impact through a diversified group of organizations. As a freshman involved in ██████████ ██████████ I'm very committed to making a larger impact in my community, and I'd love to incorporate Brightest's programming to help my campus better understand its impact on others.



██████████ about 15 hours ago

Hi Chris,

I am a Junior at MIT studying computer science. I am looking for a month-long (January 2019) internship in software development in New York with a company whose purpose really resonates with me. I absolutely adore Brightest's mission, as I believe there is so much raw talent (especially amongst college-going developers) that is massively underused. Besides, what better way is here for students to gain experience as young developers than by working for a cause that they truly believe in? I would love to help connect these individuals, and if you are interested, please reach out to me at ██████████



██████████ about 9 hours ago

I actually created an account solely because I was really excited about Brightest. It really seems like a company that revolves around the greater good of the community and creating cleaner and more effective ways to organize and come together as a community.

TRACTION

# And so do organizations rethinking the right balance of profit and purpose.

EARLY PARTNERS & PILOTS INCLUDE



HARRY'S



CONFIDENTIAL



TRACTION

**In our first year we become one of the largest digital platforms for climate and environmental action, inspiring 100,000+ people to act for our planet's future.**



**brightest**

# Why Brightest.

## #1 - EASIER TO ADOPT, FASTER TIME-TO-VALUE

Fully self-serve, modern, and purpose-built SaaS. We're easier-to-use, can be adopted bottom-up (departments, teams), and deliver faster time-to-value

## #2 - DESIGNED FOR MODERN COMPANIES

The number one reason software deployments fail is lack of adoption. Brightest personalizes itself to different personas, integrates directly into existing workflows, tools, and data sources, and supports "channel" and "team" environments to make accessibility and data aggregation easier

## #3 - ADVANCED DATA INGESTION CAPABILITIES

Already using machine learning (NLP, text classification, RMSE, Bayesian predictions) across the product, allowing us to deliver deeper, more actionable insights and recommendations in less time and a lower cost of ownership



TEAM



## Chris Bolman

CO-FOUNDER & CEO

Led Growth at Percolate (\$30M+ ARR, acquired by Seismic), full-stack engineer, UN Sustainable Energy Practitioner



## Daniel Hernández

SOFTWARE ENGINEER

Led engineering for Proyecto Salvavidas ("cryptocurrency TransferWise for good"), Co-Founded Sunny Side Web Development

PENDING HIRE!

## Google AI Engineer

MACHINE LEARNING ENGINEER

Software engineer and computational mathematician with experience in data analysis and neural networks. We're raising this funding to complete the hire.

# Our path to growth and market leadership

## #1 BUILD TEAM

- Hire 1 engineer (data science + machine learning) + 1 sales and partnerships lead

## #2 EXECUTE PRODUCT ROADMAP

- Best-in-class on usability, personalization, user experience, and functional integrations (already closing in on it)
- Market-leading operational analytics, reporting, and governance platform for social impact, environmental sustainability, and ESG (future)
- Train and test machine learning models; develop data pipelines and APIs; and continuously improve data science maturity and capacity

## #3 ACQUIRE NEXT 100+ CUSTOMERS (\$1M+ ARR)

- Scale direct sales model and demand generation
- Continue building partnerships with CSR, sustainability, and ESG consultants and benchmarking associations (2 already in place)
- Platform distribution partnerships

# Let's grow a better future together.



**Chris Bolman**

**FOUNDER & CEO**

chris@brightest.io

- 1 Visionary, experienced early team
- 2 Big, under-addressed market
- 3 Uniquely mission and data-driven
- 4 Fast-mover on important macro trends