

FOR THE EXCLUSIVE USE OF TAYERS@OLMSTEDCENTER.ORG

From the Buffalo Business First:

<https://www.bizjournals.com/buffalo/news/2017/05/30/cleanslate-doubles-down-on-buffalo-sets-up-new.html>

## CleanSlate doubles down on Buffalo, sets up new city office space

🔑 **SUBSCRIBER CONTENT:**

May 30, 2017, 2:40pm EDT

CleanSlate will be leasing office space in the Olmsted Center for Sight – becoming the latest local technology startup to forge a partnership with the agency.

The company, founded in Toronto, has developed a tabletop machine that sanitizes electronic devices for improved infection control. It won \$500,000 in the 43North competition in October 2015, subsequently moving a portion of its operation to Buffalo.



Taylor Mann, CEO of CleanSlate

Since it moved into Western New York about 18 months ago, CleanSlate has made steady progress toward the promise that made it a 43North winner. The company now has nine full-time employees, including four in Buffalo, and sees particular market potential in the healthcare and food processing industries.

CleanSlate is preparing to receive an order of 100 units in the next three to four months, and will work with its pipeline of potential customers toward integrating CleanSlate technology into their businesses. Those trials are expected to be a gateway to larger commercial orders which could open the spigot on CleanSlate's growth.

CleanSlate moves into the Olmsted facility on Main Street near downtown Buffalo just after another startup, PostProcess Technologies, moved out of the space to accommodate its fast growth and evolving needs. The Olmsted Center employs visually impaired laborers, whom companies can use for customer service, packaging, assembly and shipping.

CleanSlate executives think they're building technology for a market that's just starting to evolve.

"We think the space is about six to 12 months from really taking off, CEO Taylor Mann said. "The market enthusiasm has been really intense and we think that it's about a year until a very large medical company or solution provider starts to seriously consider the space."

Until that time, "we're taking the things we learn from our product development and manufacturing and using it to increase the effectiveness of the product," Mann said.

CleanSlate is one of the only 43North companies thus far to establish a lease outside the incubator in the Thomas R. Beecher Jr. Innovation Center, though homegrown winners such as CoachMePlus and ACV Auctions have a substantial employment presence in that facility.

Mann said the company looked all over the region for the right fit and nearly signed a lease near the airport.

"We'd like to contribute to the vibrancy of the downtown business community, for startups and in general," he said. "Being within arm's reach of 43North, of our marketing agency and a couple clients was pretty important. And frankly, it's a beautiful area."

**Dan Miner**

Reporter

*Buffalo Business First*

