

Jul 09, 2013

Company name: Quattrium

Links:

From SENSORICA: Ivan, Tibi, Francois, Jonathan, Yasir (participated a bit)

From the company:

This company is interested in our [low cost tape sensor](#), to integrate it into their sensing device, into a hockey stick. They also know and work with David Piersall from McGill and Mahroon from OPTECH, who sent them to us.

The company is just a startup, I think only 2 guys.

It seems that in Montreal there is already a cluster of small startups focusing on sensing self-clothing and sports equipment. We also mentioned Carré Technologies during the conversation. They are in communication with Bauer, who expressed interest in their sensing device.

Socializing the sensing data. They are creating a web platform to share performance data. This creates problems because we need to go into absolute values, in order to make the data comparable between different users.

Propose a contract to cement the collaboration. They can also become members of SENSORICA, but at this point they don't want to be associated to an open network, because they are playing the patent game in order to go with Bauer.

They don't really believe in patents, they only use that for commercialization.

They won't share their software, they think that this is what they have to offer. I think they underestimate themselves. Their electronics is not patentable and they are aware of that. They are not opening the API.

They want to become more a software company, to get detached from the hardware. Their model is kind of hard to get, because normally, models were free software and direct revenue from hardware.

We discussed where we should place our tape sensors. How to integrate our photo-electronics with their device. Optical connection must withstand 20G. I think that this is the greatest challenge.