



July 2, 2025

To Whom It May Concern,

I write in my capacity as Founder and Chief Executive Officer of **Avalyra, Inc.**, a Delaware C-corporation headquartered in Chicago, spun out of decades of Syracuse University-developed intellectual property.

Against this backdrop, I offer my strongest recommendation for **IPVectors.com**, whose patent analytics platform—powered by The Lens corpus—has become mission-critical to Avalyra's freedom-to-operate assessments, whitespace mapping, and competitor surveillance.

**Why IPVectors Matters to Avalyra:**

**Precision Classification at CPC/IPC Granularity**

Avalyra's core technology spans multiple verticals: dialysis, battlefield trauma, and maternal health. Off-the-shelf tools typically lump these under broad A61B headings. In contrast, IPVectors' team developed a bespoke multi-label classifier that surfaces only the subclasses relevant to optical hematologic monitoring. The result was a dataset delivered in a fraction of the time, with unprecedented convergence and prioritization around truly material references—fundamentally reshaping our competitive landscape strategy.

**Early-Warning Competitive Radar**

IPVectors enabled us to identify and categorize emerging entrants early, prompting not only a reorientation of our forward-looking IP strategy, but also the development of risk mitigation and competitor-blocking tactics that will prove vital in our upcoming funding round.

**Investor-Grade IP Analytics**

As we prepare for our first institutional raise, our diligence materials now include competitor heat maps, blocking risk assessments, and landscape visualizations across multiple market segments—each linked to our TRL-5 validation and our \$7.5–\$10M IP re-creation value. These investor-grade insights were drawn directly from IPVectors' patent reports.

**Please consider this letter a full-throated endorsement of IPVectors.com. Should you require further insight or context, I welcome you to reach out directly.**

Kind regards,

**Laura K. Orthwein**

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