SkyMirr Case Study

Background:

SkyMirr Inc. is an antenna-first wireless connectivity company developing high-performance 5G routers, antenna systems, and IoT products built on patented RF technology. Its proprietary MuLCAT® technology, the first AI-driven approach to RF design, delivers up to 42% farther reach and 2x throughput compared with conventional devices by solving the industry's most overlooked bottleneck: the antenna system. SkyMirr's flagship Sky5G router is certified on T-Mobile's 5G network and T-Priority and was named a CES 2026 Innovation Awards Honoree, while its SkyTracker and SkyBlade/SkyBeam antenna families extend the platform into fleet, logistics, and IoT markets. The company sells through carriers, distributors, and enterprise channels, and plans to add a per-device SaaS platform layer beginning in 2028.

The Challenge:
The company wanted to raise funding to scale production and sales of its certified Sky5G router, SkyTracker, and antenna product lines, building inventory and expanding carrier and channel coverage as it grows from $800K in 2026 revenue to a planned $8.4M in 2027. SkyMirr aimed to close a $5M Series A extension, building on the $7.3M Series A it closed in December 2024.

Additionally, SkyMirr wanted to broaden its investor pipeline in the U.S. and abroad, sharpen its valuation and investor positioning, and strategically position itself for operating profitability in 2027 and an exit supported by recurring, high-margin platform revenue.

Campaign Overview
SkyMirr was raising funding for:

SkyMirr sought $5M through a Series A extension to fund product development, sales and marketing, inventory, and operations as it scales its certified product portfolio across carrier, distribution, and enterprise channels.

SkyMirr came to TEN to:

SkyMirr partnered with TEN Capital to strengthen its investor materials, refine its fundraising strategy, and connect with high-quality investors

TEN promoted the deal through:

- Featured Intro Mailer campaign to more than 600 targeted investors in the TEN network.
- Featured listing in the TEN Wednesday Weekly Deals newsletter, followed by 14 investor updates.
- Pitch sessions at TEN online and in-person events, including Quick Pitch, Investability Score, TEN Connect, and the Dallas Scale-Up Pitch.
- In-person investor meetings at American Business Network events in Texas and Florida.
- Strategic investor introductions across the U.S., Europe, and the Middle East and Africa based on criteria.

What TEN Did:
TEN Capital collaborated with SkyMirr to refine its pitch deck, structure its fundraising campaign, and develop a targeted investor engagement strategy. TEN delivered a full suite of investor-readiness materials, including deck and 90-second pitch analyses, a valuation assessment, an Investability Score report, an annotated financial model, a competitive positioning document, an investor primer, due diligence guidance, and website and LinkedIn analyses for the company and its leadership team.

Additionally, TEN provided ongoing advisory sessions on pitch coaching, valuation negotiation, investor follow-up, closing strategy, and alternative funding, along with a 3x3 early exit structure review. By leveraging its network of 25K investors, TEN facilitated strategic introductions to venture capital firms, private equity investors, angel groups, and investment platforms.

Key Campaign Metrics:
- **Investor Introductions:** $1.8M in total investor introduction value, generated through 26 direct investor introductions.
- **Investors Engaged:** 718 investors engaged through Intro Mailers, newsletters, events, and direct outreach.
- Pitched to 90 investors across 10 TEN Capital and partner events between June and September 2026.
- Introduced to eight venture capital, private equity, and angel investment firms, including Invenfin, Beltone Venture Capital, Fountain Ventures, Innoventures Capital, 1839 Venture Funds, Beyond Capital Funds, Long 100 Capital, and Baltic Business Angels Schleswig-Holstein.
- Drove 158 clicks from 127 investors on SkyMirr's Competitive Positioning investor update.
- Delivered 14 investor updates to the TEN network and achieved a TEN Campaign Score of 135.
- Secured $564.9K, or 70%, of its 2026 revenue plan in documented commitments, including POs, SOWs, and accepted proposals.

- Earned five industry honors in 2026, including CES Innovation Awards Honoree and Pinnacle Awards 5G Excellence recognition.

Results:
SkyMirr was active in TEN Capital events and attended 10 events. In the events, they met 90 investors, including Beyond Capital Funds, 1839 Venture Funds, Innoventures Capital, Baylor Angel Network, Fundify, and other technology-focused investors.

SkyMirr engaged with 718 investors, generating 26 introductions valued at $1.8M. These investors included Venture Capitalists, Private Equity Firms, Micro VCs, Corporate Venture Capital, Angel Groups, and Accelerators.

- **Investor Engagement:** Introduced to a diverse pool of investors across the U.S., Europe, and the Middle East and Africa, including notable venture capital and private equity firms.
- **Funding Progress:** Advanced investors into the funding funnel toward its $5M Series A extension target, with Fundify, an SEC- and FINRA-registered investment platform, entering initial due diligence.
- **Technology Validation:** Investor feedback, including from Invenfin's portfolio network, praised the strength of SkyMirr's antenna technology.
- **Market Expansion:** Strengthened its channel position with T-Mobile certification, Verizon and AT&T certifications in progress, and distribution agreements with D&H, Advent, and Aqtronics.

Strategic Positioning:
The campaign positioned SkyMirr as a channel-led wireless platform company with a defensible, patented RF core that an acquirer cannot build from scratch. With carrier certifications, named distribution partners, and a planned SaaS layer at 70–88% margins from 2028, SkyMirr is positioned to grow from $800K in 2026 revenue to a planned $15.7M in 2028, supported by TEN's 3x3 early exit structure review to frame its long-term exit path.

How TEN helps startups

TEN Capital collaborated with SkyMirr to refine its pitch deck, structure its fundraising campaign, and develop a targeted investor engagement strategy. By leveraging its network of 25K investors, TEN facilitated strategic introductions to venture capitalists, private equity firms, angel groups, and investment platforms.

Additionally, TEN provided valuation guidance, closing strategies, and opportunities to pitch at online and in-person events, ensuring SkyMirr could connect with the right investors and strengthen its fundraising efforts.

You can see more about TEN Capital at https://tencapital.group/ or email us at sales@tencapital.group