



Bill Halina &lt;bill@lean-systems.ca&gt;

**Re: Dave Southwell**

1 message

**Bill Halina** <bill@lean-systems.ca>  
To: "Horwitz, Greg" <Greg.Horwitz@nvent.com>

Wed, Oct 6, 2021 at 2:00 PM

Sure - chat then.

Bill Halina  
Managing Director

On Wed., Oct. 6, 2021, 1:59 p.m. Horwitz, Greg, <Greg.Horwitz@nvent.com> wrote:  
Bill - will you be available to talk in an hour?

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**From:** Bill Halina <bill@lean-systems.ca>  
**Sent:** Tuesday, October 5, 2021 11:47:08 AM  
**To:** Horwitz, Greg <Greg.Horwitz@nVent.com>  
**Subject:** Re: Dave Southwell

Greg – please confirm you have a copy of the Proxilogica (PRX) Inventures 2021 pitch deck - to help guide discussions I've attached a one-page brief on PRX along with some comments below:

1. David has certain contractual, personal, and ethical obligations summarized as follows:
  - a. LEAN Systems Limited Partnership (LEAN) was formed specifically to fund PRX and holds the marketing rights. PRX (David) owns roughly 40% of LEAN and via LEAN recently opened a \$1.5M seed round. PRX has been selected as one of the startup finalists for the Inventures Canada 2021 investor event (<https://inventurescanada.com/pitch-events/startup-pitch-finalists-and-alternates-2021/>) (note: covid restrictions forced postponement of the in-person forum scheduled for Sep 22-24 to a virtual event in the 2<sup>nd</sup> half of Oct).
  - b. Federal gov't collaborations are currently underway with additional groups already targeted and new POC projects to begin shortly.
  - c. In addition to David, PRX employs 3 other key individuals.
2. Immediate issues and concerns:
  - a. LEAN's ability to secure seed round funding to complete the validation stage would be severely hampered in a "founderless" state, rendering pre-seed investment and 3+ years of heavy lifting worthless.
  - b. Federal grants and wage subsidies have a "benefit to Canada" status and although initially classified as non-repayable can quickly revert to repayable based on non-performance.
  - c. Although it is likely that the existing staff (minus David) (plus a couple) could complete the technology development, further staff solicitation would be harmful.
  - d. Non-completion often carries with it adverse, long-term effects on the reputations of all individuals & groups involved - past, present, and future.

Complexity is merely an undefined opportunity – look forward to sharing thoughts tomorrow.

- Bill

Bill Halina, Managing Director  
LEAN Systems GP Inc., general partner  
of the LEAN Systems Limited Partnership

403.561.6168  
[bill@lean-systems.ca](mailto:bill@lean-systems.ca)

On Mon, Oct 4, 2021 at 5:29 PM Bill Halina <bill@lean-systems.ca> wrote:

Mountain time - safe travels.

Bill Halina  
Managing Director

On Mon., Oct. 4, 2021, 5:18 p.m. Horwitz, Greg, <[Greg.Horwitz@nvent.com](mailto:Greg.Horwitz@nvent.com)> wrote:

I'm traveling tomorrow but should be back Wednesday afternoon. Which time zone are you in?

**From:** Bill Halina <[bill@lean-systems.ca](mailto:bill@lean-systems.ca)>  
**Sent:** Monday, October 4, 2021 3:55 PM  
**To:** Horwitz, Greg <[Greg.Horwitz@nVent.com](mailto:Greg.Horwitz@nVent.com)>  
**Subject:** Re: Dave Southwell

Good to hear from you, Greg and happy to chat tomorrow or Wedn - pm is best (403) 561-6168.

Bill Halina  
Managing Director

On Mon., Oct. 4, 2021, 1:58 p.m. Horwitz, Greg, <[Greg.Horwitz@nvent.com](mailto:Greg.Horwitz@nvent.com)> wrote:

Hi Bill,

I work at nVent, and I understand from our Thermal team that we're looking to employ Dave Southwell but he has some prior engagements with you that are creating some complexity. Please let me know when you have a few minutes to discuss so we can better understand the situation.

Regards,

**Greg Horwitz**

Vice President

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