



**Todd Merrill**  
Fractional CTO

## AIRWORKS

AirWorks uses Machine Learning to process multi-spectral aerial drone surveys for the building and construction industry. As a spinout of the MIT Sloan Business School, the founders are experienced business owners and have worked in the international aerospace industry.

### AT A GLANCE

#### CHALLENGES

- Technical Lead Exited
- Technology not aligned with Business Goals

#### BENEFITS

- Identification of skills and positions needed for business continuity and achieving goals
- Hired, installed, and integrated a High-Performing Team
- Development of an expanding, healthy business



*"TechCXO gave us the Technical Executive that we needed at a critical transition in our business and they continue to be fantastic partners as we grow"*

**DAVID MORCZINEK**  
CEO & CO-FOUNDER, AIRWORKS

### GOALS

AirWorks had an acute need for a technical Interim CTO to take over for the departing Lead Technologist inside a two-week notice period onsite in Boston.

### SOLUTIONS

TechCXO quickly completed the successful hand off of responsibilities and began building the technical department through the following steps:

- Hired First Line Management, Director of Engineering, Head of AI, and the Product Manager
- Hired Engineers for WebApp and Machine Learning teams
- Implemented Strategic Product Roadmap planning
- Implemented Quarterly OKR and career path planning
- Kicked off SOC-2
- Made introduction to successful Venture Debt funding
- Ongoing strategic Fractional CTO engagement

### OUTCOME

AirWorks continues to thrive and recently completed a Series-A round, doubling the value of the company.