

# As company grows, Trove will move to the medical campus



KATHLEEN ROONEY

*Trove Predictive Data Science will move into a newly renovated suite in the Thomas R. Beecher Jr. Innovation Center on the Buffalo Niagara Medical Campus.*

BY DAN MINDER  
dminer@bizjournals.com  
716-541-1616, @BfloBiz\_Miner

Trove Predictive Data Science will move into a newly renovated suite in the Thomas R. Beecher Jr. Innovation Center on the Buffalo Niagara Medical Campus, a signifier of the company's evolution.

The big data startup – which has been headquartered on Genesee Street in Cheektowaga since it was spun out of CUBRC in 2011 – offers a software package that plugs into existing IT systems to help clients operationalize their data. It closed on \$11 million in financing in 2016, with investments from several large facilities, and more recently

made three senior hires to help build its own sales and data-science infrastructure.

Those hires are built to expand into Trove's core utility market – the company recently announced a major enterprise contract with an East Coast utility – along with making inroads on non-utility sales.

“We have our sights set on profitability and we've built our pipeline to get there,” said Adam Stotz, the company's chief technology officer. “The data science and predictive analytics space is only growing, and organizations like ours are in a prime spot to capitalize.”

The company now has 25 employees, 10 of which are in Buffalo. Stotz said Trove is looking to build its engineering and its data science

teams in Buffalo, and was accepted recently into the Start-Up NY tax breaks program as a way to attract talented technologists and engineers.

That move drove the company into previously approved Start-Up NY zones, which includes the Innovation Center. The building houses the 43North and Z80 Labs incubators, the d!g event space and other high-tech firms. Trove will move into temporary space this December and is expected to occupy a newly renovated, 4,000-square-foot office on the second floor by the end of March.

“We're building out a modern tech space that emphasizes teamwork and really matches our culture,” Stotz said.