



ACT

CAPITAL

ADVISORS

**Cloud-Based Intelligent Site
Mgmt. Platform & Analytics
Company**

ACT Client #211401

Available for Acquisition

Company Overview

ACT Capital Advisors is pleased to offer a technology-leading, revenue-ramping Cloud-Based Site Management Platform & Analytics Company for acquisition. The Company is a leader in cloud-based device detection and presence analytics, monitoring 650+ million unique devices worldwide. The Company's patented platform enables organizations to optimize physical properties and operations, enhance physical security, and predict/mitigate the risk of disease transmission, such as COVID-19. The platform is built to stringent privacy standards to support enterprise and government organizations. The platform is deployed by the U.S. Department of Homeland Security and is GDPR and CCPA compliant. The Company was founded in 2013 and has offices in Silicon Valley and Europe and is moving from a world class technology innovator to revenue growth capitalizing on a robust pipeline.

Key Value Drivers & Investment Highlights

Cloud-Based Location Analytics: The Company provides Wi-Fi, Bluetooth, UWB, and private 5G-enabled device detection and presence analytics for security, safety, and operational applications.

Technology Leadership: The Company has six (6) granted and two (2) provisional patents registered with the United States Patent Office.

Dedicated, Experienced Management Team: The Company's management team is comprised of talented technologists with deep experience in mobile networking, Big Data, data mining, and A.I.

Unlimited Applications: The Company's platform generates vast, proprietary datasets that can be leveraged across a range of applications. The Company currently offers Security, Engagement, Facilities Management, and Contact Tracing solutions.

Salient Use Cases: The Company's technology has been leveraged for COVID-19 Contact Tracing and is uniquely positioned to facilitate the re-opening and ongoing safety of critical location.

Robust Integration Ecosystem: The Company's platform integrates seamlessly across all major IoT device and network providers including Panasonic, Cisco, HPE Aruba, CommScope/Ruckus, and Fortinet.

Secure, Proven Platform: The Company's platform is in daily use, monitoring more than 650 million devices across 50 countries. The platform is fully GDPR, PIPEDA, CCPA, and AB-685 compliant. The platform has been deployed by the U.S. Department of Homeland Security and various law enforcement.

SaaS Revenue Model: The Company's platform is sold as a software subscription with cash paid in advance on an annual basis.

White-Label Channel Strategy: The Company currently has four (4) active white label relationships with leading data and network providers including Thomson Reuters, Rogers Communication, and SwissCom.

\$20MM Revenue Pipeline: The Company has secured approximately \$20MM in pipeline contracts for blue chip clients including the Department of Homeland Security. Delivery on these projects has already begun, and Management expects revenue to grow from \$3.2MM in 2021 to over \$25.0MM by 2023.

The Company's technology has been leveraged for COVID-19 Contact Tracing and is uniquely positioned to facilitate the re-opening of critical locations.

Integrates with Leading IoT Companies



Named "Hottest Company" and "Top Innovator" by Plug & Play Technology Accelerator



Highlighted by Gartner as a Key COVID-19 Solution Vendor



6 Granted Patents + 2 Provisional Patents

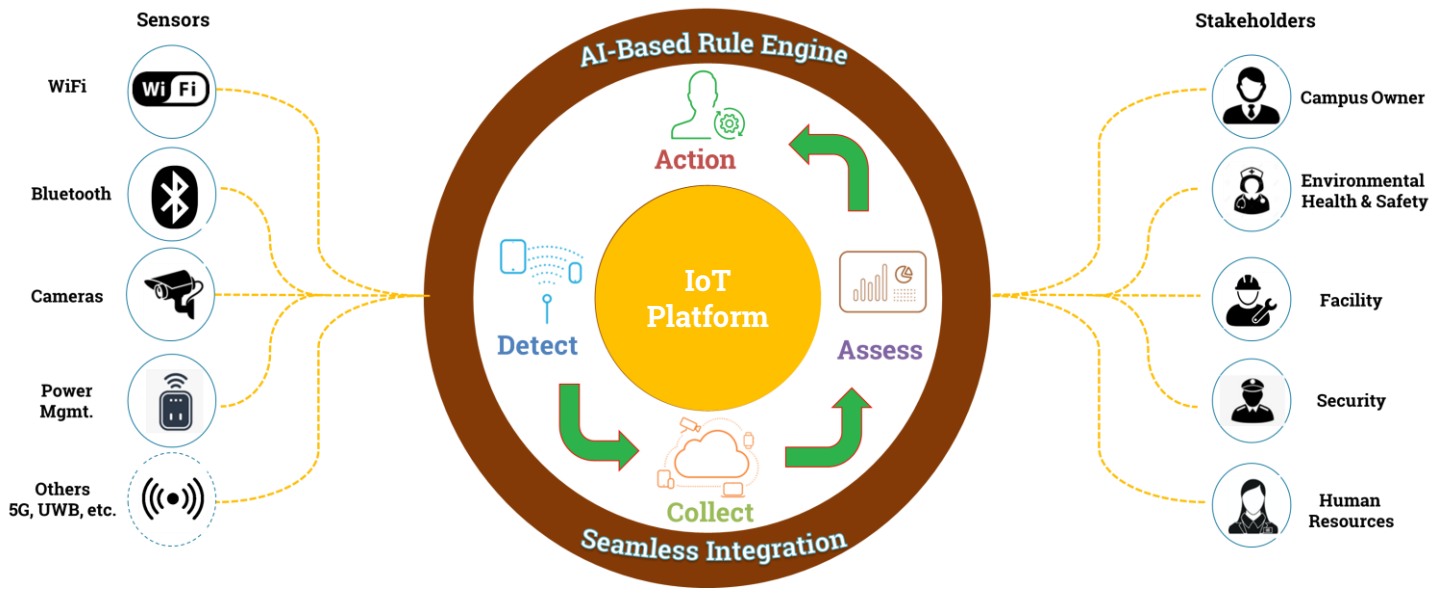


Robust sales pipeline with Drastically Increasing ARR

Recurring Revenue Business Model

Data-as-a-Service is the fastest growing SaaS segment

Technology Solution



Financial Information (Historical & Pro-Forma)

FYE 12/31	2019A	2020A	2021E	2022E	2023E
Revenue	\$0.49MM	\$0.58MM	\$3.3MM	\$10.8MM	\$25.2MM
Gross Profit <i>Margin</i>	\$0.39MM 79.5%	\$0.45MM 78.4%	\$2.5MM 77.2%	\$9.6MM 88.5%	\$22.9MM 90.9%
Adj. EBITDA <i>Margin</i>	(\$1.04MM) (210%)	(\$0.63MM) (109%)	\$1.2MM 35.4%	\$5.6MM 52.2%	\$9.1MM 36.3%

Contact Information & Next Steps

Interested parties should execute the attached Non-Disclosure Agreement (“NDA”) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (“CIM”).

NDA and CIM requests should be submitted to Michael Seeley, ACT Vice President.

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