

SMS360

SMS360

Health, Safety & Compliance Software - helping save worker lives while reducing accidents and regulatory violation costs.

Contents

Description	3
Problem	4
Product	5
Solution	6
User or Customer Base	7
Competition	8
Unique Value Proposition	9
Channels	10
Cost Structure	11
Revenue	12
Team	13

Description

SMS360 is a comprehensive risk management tracking, monitoring, and reporting system that incorporates numerous capabilities that are important to businesses of all sizes. **SMS360** is programmed to be flexible and configurable to meet requirements for multiple Industries. **SMS360** puts customers in control of their Environmental, Health and Safety (EHS) needs and protects their workers and businesses in the most high-risk areas of operations. An example of SMS's flexibility is **Fleet360**, which monitors EHS & DOT for the Fleet Industry. The core of **SMS360** is the Incident Module which not only assists clients in meeting compliance requirements through auto-generating their reports, it also helps quickly identify areas of risk. Although many elements in **SMS360** are built around regulatory compliance and recognized EHS standards, flexibility exists to allow customization to reflect the nuances of a client's line of business and internal process.

PROBLEM: BILLIONS IN COST OF INJURIES & VIOLATIONS (USA)



\$171 Billion
Cost to Businesses

Source: 2019 National Safety Council

- Lost Workdays
- Regulatory Fines
- Job Fatalities
- Worker's Comp Claims
- Medical Cost

THE POWER OF SMS360

Dashboard Data 2017

Corporate: **8** | Region: **3** | District: **2** | Location: **8** | Incident: **10**

314.29 | 457.14 | 142.86 | 2771.43 | 157.14

Elapsed Days from Date of Hire to Incident

Incident Date From: 01/01/2017 | Incident Date To: 01/31/2017 | Division Group: All Divisions

Person's Name	Incident #	District (Location)	Type of Incident	Severity of Incident	Type of Person	Type of Involvement	Elapsed Time (Days)	Date of Incident	Date of Hire
Bender, Frank	1541132	Trumbull	Injury / Illness	Minor	Employee	Injured/ill Person (Affected Person)	277	01/03/2017	04/01/2014
UNREGISTERED EMPLOYEE	1762893	Bronx	Property Damage or Loss	Minor	Employee	Operator (Person operating the equipment)		01/03/2017	
UNREGISTERED EMPLOYEE	1845312	Newark Central	Equipment	Minor	Employee	Operator (Person operating the equipment)		01/03/2017	
Thorpe, David	1801730	Trumbull	Injury / Illness / Property Damage or Loss / Motorized Vehicle & Equipment	Severe	Employee	Injured/ill Person (Affected Person)	149	01/01/2017	08/05/2014
Thorpe, David	1852327	Newark Central	Injury / Illness	Minor	Employee	Injured/ill Person (Affected Person)	150	01/02/2017	08/05/2014
Mike Simpson	1844613	Fairfield	Injury / Illness	Minor	Employee	Injured/ill Person (Affected Person)	20	01/01/2017	12/12/2014
Delina, Phil	10734810	Newark Central	Injury / Illness	Minor	Employee	Injured/ill Person (Affected Person)	1319	01/10/2017	06/01/2013

Claim Details

Claim Number: 10000
 Incident Date: 01/03/2017
 Type of Claim: Injury

NY C-29 Employer's First Report Of Work-Related Injury/Illness (1-14)

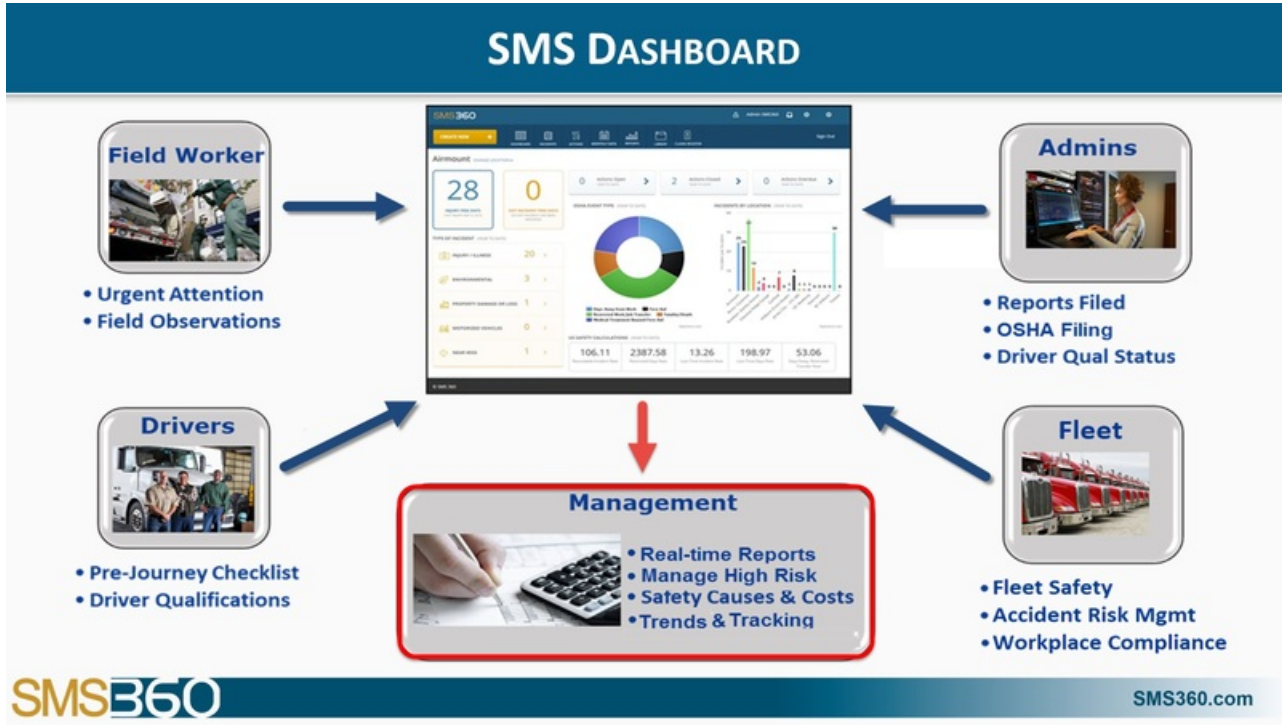
Employee Name: [Blank]
 Employer Name: [Blank]
 Date of Injury: 01/03/2017
 City: [Blank]

TRIR

Incidents by Cause - Motorized Vehicle and Equipment

Cause	# of Incidents
Backing Up	53
Hit and Run	12
Lane Change	10
Left Turn	10
Merge Left	10
Merge Right	10
Parked	11
Passing	11
Pulling Out	12
Rear end	12
Right turn	12
Standing	12
Strapped	48
Straight	12
Unknown	12

SMS360.com



INCREASED EXPOSURE OF COMPLIANCE

**Businesses
Can Not Hide
Any Longer!**

Vertical Markets	OSHA	DOT	EPA	FDA	State Regs
Waste	OSHA				
Transportation	OSHA				
Port Terminals	OSHA				
Construction	OSHA				
Municipalities					
Pharmaceutical	OSHA				
Agriculture	OSHA				

THE COMPETITION

- **Technical Debt**
- **Legacy Platforms & Systems**
- **Expensive & Costly to Set Up**
- **Cannot compete in SME Market**
- **Slow Onboarding Process**
- **Lack in Customer Care & Support**

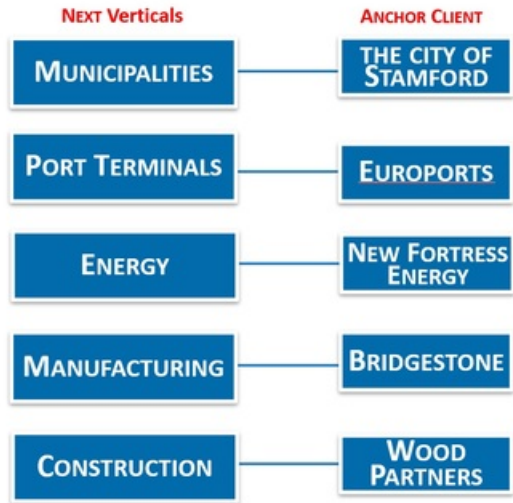
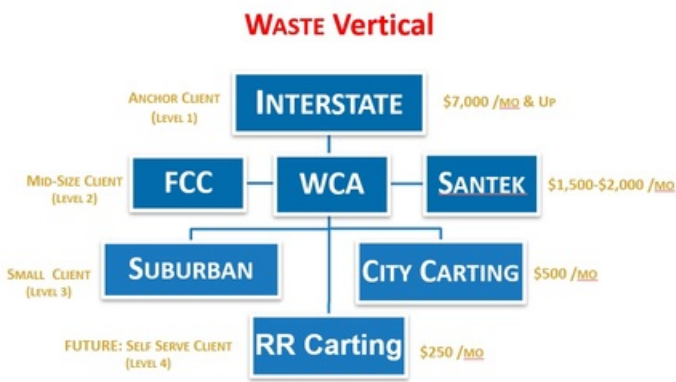


COMPETITIVE ADVANTAGES

- Scalable Platform
- Latest Technology
- Customer Support
- Affordable Pricing
- Fast Development + Rollout
- User Friendly
- Mobile Apps
- Multi-lingual



MARKET STRATEGY FOCUS: SMS'S ROADMAP

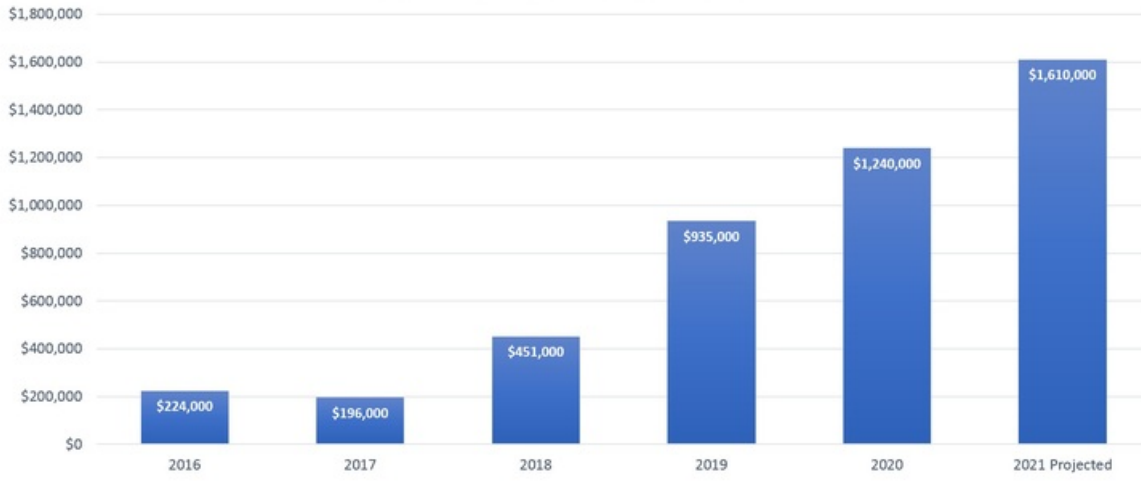


PROJECTIONS Y1 THROUGH Y3

(\$000)	YR 1	YR 2	YR 3
Revenue	\$1,610	\$2,435	\$9,009
Gross Profit	\$1,193	\$1,985	\$8,519
Expense	\$1,100	\$1,285	\$1,455
EBTDA	\$93	\$700	\$7,064

SMS360 GROWTH

SMS REVENUE GROWTH TO DATE



TEAM



Christien Ducker,
CEO & President



Mike Spizzirri
SVP, Business Development



Mary Dunlap,
VP, Customer Relations



Caroline Sharpless,
Director of Marketing



Jonathan Wheeler,
Finance Coordinator



Kara Fitzpatrick,
Fleet Associate