

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 Count: **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	04/01/2016
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	08/05/2016
Thorpe, David	1852327	Newark Central	Injury / Illness	Minor	Employee	Injured/ill Person (Affected Person)	150	01/02/2017	08/05/2016
Hike, Shigdon	1844613	Fairfield	Injury / Illness	Minor	Employee	Injured/ill Person (Affected Person)	20	01/01/2017	12/12/2016
DeVina, Phil	10734810	Newark Central	Injury / Illness	Minor	Employee	Injured/ill Person (Affected Person)	1319	01/10/2017	06/01/2013

Claim Details

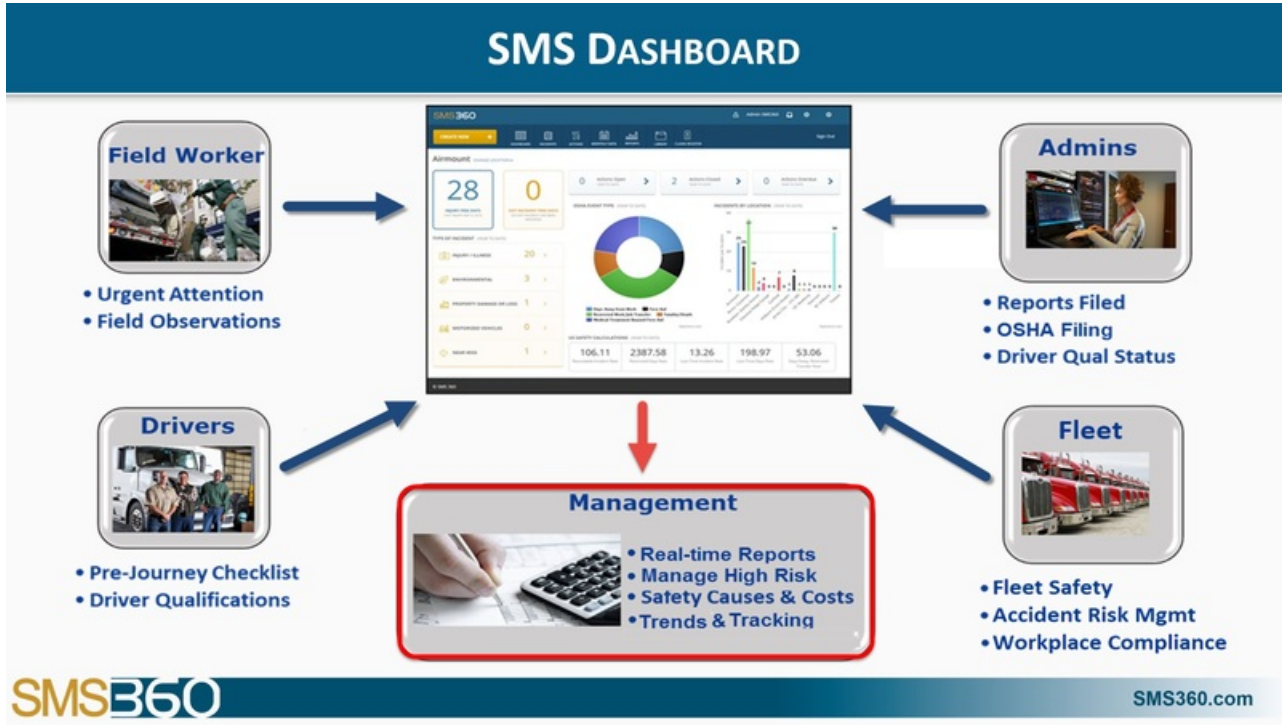
Claim Number: 10000
 Incident Date: 01/03/2017
 Type of Claim: Other

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

Employee Name: [Blank]
 Employer Name: [Blank]
 Date of Injury: [Blank]

TRIR

Incidents by Cause - Motorized Vehicle and Equipment



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**

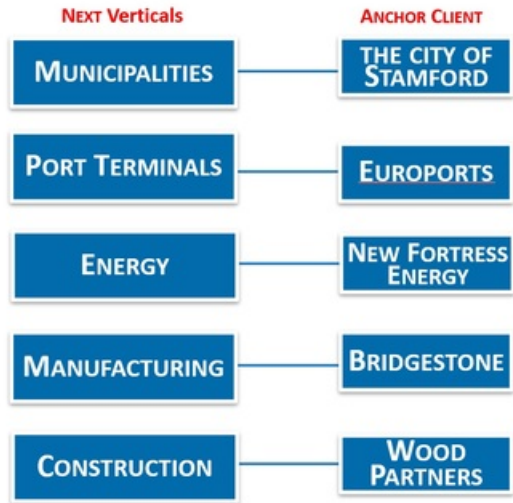
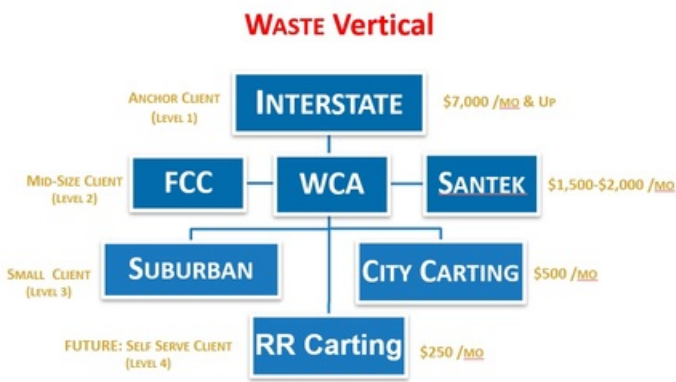


COMPETITIVE ADVANTAGES

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



MARKET STRATEGY FOCUS: SMS'S ROADMAP

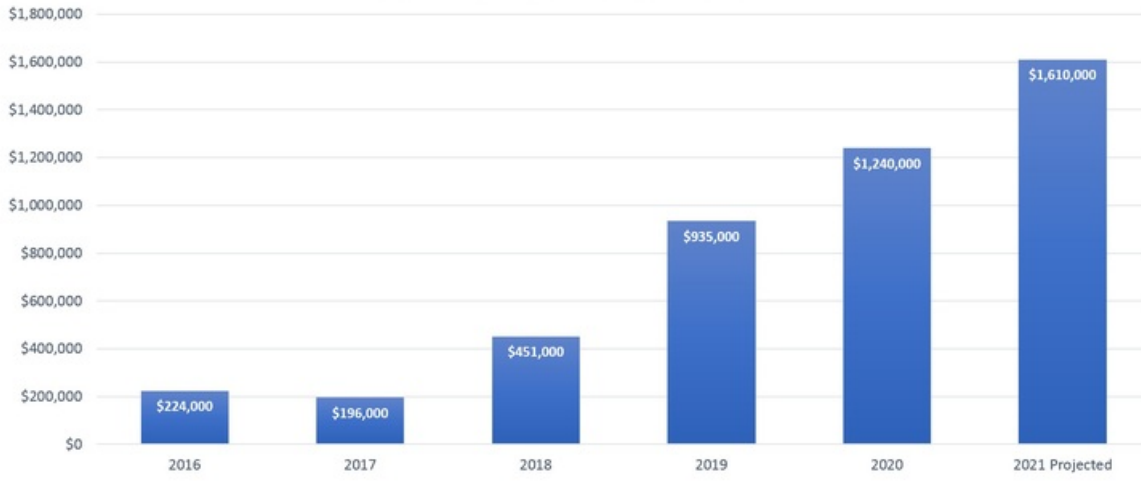


PROJECTIONS Y1 THROUGH Y3

(\$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