Tekumo

BUSINESS PLAN

May, 2024

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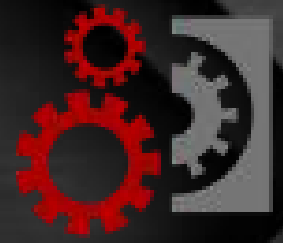
EXECUTIVE SUMMARY

INNOVATION IN SERVICE DELIVERY

EXECUTIVE SUMMARY

Tekumo is the Onsite Service Industry's first Uber-like service delivery platform for smart and connected technologies. It empowers organizations to install, monitor, maintain & manage all their product and service offerings

- **Tekumo** operates at the intersection of several key trends - Connected Devices everywhere (IoT), Data to the Edge, and the rise of remote worker within the gig economy

- **Tekumo's** trillion-dollar market opportunity includes: Managed IT Services, Retail technology support, Edge Data, Industrial IoT (IIoT) and Cyber Security
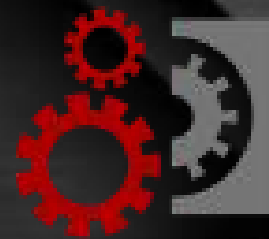
- **Tekumo's** team consists of industry executives with significant collective knowledge in Software, Technology Service Delivery, Data and Manufacturing

- **Tekumo's** product offerings (SMART, PRO, Managed Services and IQ) cater to a broad range of technologies from POS systems, kiosks, digital menu boards, cameras, cabling, Wi-Fi and networking, smart homes devices, water sensors, and access control

- **Tekumo's** strategy is to eliminate layers of margin stacking by connecting end-clients with necessary resources, leverage AI to drive efficiency, and extend the platform's reach into multiple verticals while monetizing all data flows within our ecosystem

VISION

PIONEERING THE TECH SERVICES LANDSCAPE

Tekumo

Tekumo plays at the intersection of three major trends: the "Uber-ization" of product and service delivery, the explosion of smart connected devices brought about by the "Internet of Things" (IoT) and the avalanche of Data and AI within the "Internet of Data" (IoD)

Our Service Delivery Platform intelligently automates and monitors the installation and maintenance of technology and smart connected devices. Our expertise allows us to manage service delivery, end-to-end for our clients with complete ownership of the SLA
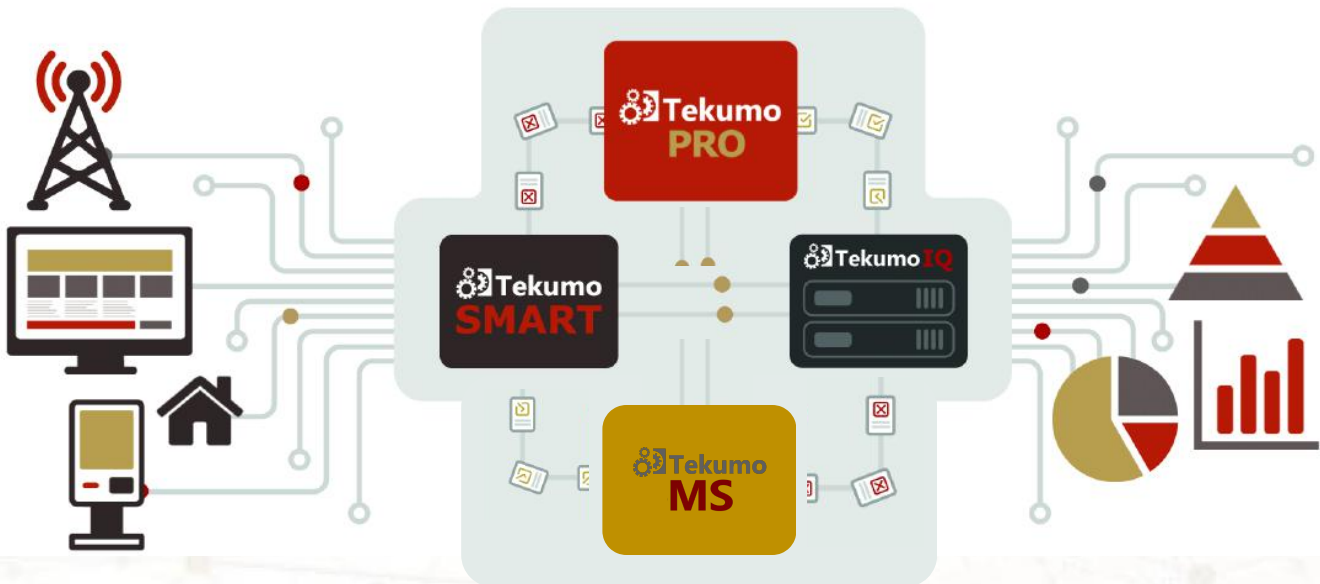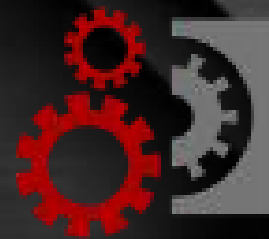
Tekumo

Tekumo, founded in 2020, transformed from a Managed Service Provider (MSP) to an industry leading, dynamic Service Delivery Platform

We have successfully executed projects and services for industry giants:
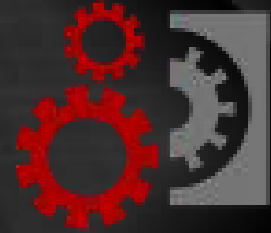

Leveraging our collective expertise in software development and field services, we are revolutionizing the way onsite services are delivered

THE OPPORTUNITY

TECHNOLOGY AT THE EDGE

CONVERGENCE

The Growing Imperative for Onsite Service Delivery

In today's hyper-connected landscape, the demand for onsite service delivery has reached unprecedented heights. The uberization of delivering such services is a trillion-dollar market

Connected Devices Everywhere:

- Our lives are intertwined with technology. From smartphones to smart refrigerators, connected devices permeate our daily routines
- Onsite Technology Support becomes indispensable as these devices proliferate. An estimated 30 billion devices need to be installed by 2030

A Rush to the Edge (Ai):

- Edge computing - the practice of processing data closer to its source - has become a necessity. With the proliferation of AI and IoT devices, data is generated at the very edge of networks, often in remote or challenging environments
- Service delivery platforms play a pivotal role in managing and maintaining these distributed systems, data centers and technical resources. They ensure seamless data flow, troubleshoot issues, and optimize performance at the edge, where real-time decisions matter most!

Rise of the Remote worker:

- The gig economy has witnessed significant growth and transformation in the number of independent contractors, freelancers, and temporary workers, facilitated by digital platforms like **Uber**, **Lyft**, and **DoorDash**
- On-demand Service technicians bridge the gap between digital and physical realms. They install, configure, and maintain devices, ensuring they communicate flawlessly and securely

"The gig economy is expanding **3x faster** than the overall US workforce, with over **50%** of workers likely to participate in it by **2027**"

THE MARKET
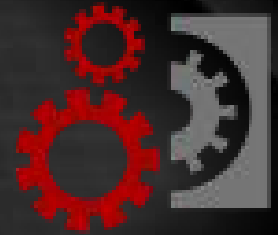
TEKUMO focuses on the fastest growing segments of the global onsite services opportunity

INDUSTRIAL - IoT (IIoT):

The **explosion of Industrial IoT (Internet of Things)** is reshaping industries, driving productivity improvements, and transforming the way we conceive, produce, and consume goods and services. <u>Statista</u> forecasts that the number of devices needed to be installed will be more than 30 billion by 2030, and according to **<u>Grand View Research</u>**, the Industrial segment will reach $1.7 trillion over that period

EDGE DATA CENTER:

The imminent rise of **edge data centers** is reshaping how we process and deliver data, creating a future where digital systems are more distributed, responsive, and innovative! The global edge data center market size is projected to grow to $41.60 billion by 2030 at a CAGR of 20.9%(**<u>FortuneBusinessInsights</u>**)

CYBER SECURITY:

The **cybersecurity** industry is poised for substantial growth, driven by technological advancements, increasing cyber threats, and the need for robust security solutions across various sectors. Studies predict that the global cybersecurity market size will reach **USD 500.70 billion** by 2030, registering a **12.0% CAGR** from 2022 to 2030 (**Grand View Research**)

IT MANAGED SERVICES:

The global managed services market size is expected to reach **<u>USD 731.08 billion</u>** by 2030, growing at a **<u>CAGR of 13.6%</u>** from 2023 to 2030 (**<u>Grand View Research</u>**)
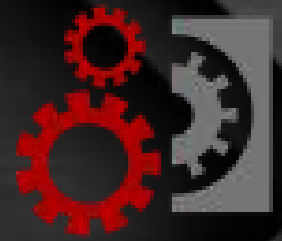
THE TEAM

KNOWLEDGE - INNOVATION - SYNERGY

"A key factor in every Company's success is its **people**. We have brought together a team with **shared vision** and **shared history**. Our previous business ventures in **software**, **managed services, manufacturing** and retail have demonstrated an ability to drive **significant revenue** and launch **successful** companies and products"
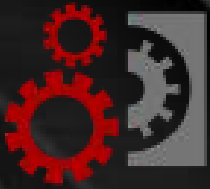
STRINGS KOZISEK

Chief Executive Officer (CEO)

Strings D.E. Kozisek, CEO. has over 25 years executive technology experience in Asia and the US. He founded Media Access Group in Japan, Hong Kong and Singapore, providing audio/visual design for Fortune 100 companies across Asia, which he successfully sold before founding Sequenza Inc in Colorado

PHILLIP DIGNAN

President - CFO

Phillip Dignan, President and Chief Financial Officer Phillip is a senior corporate, finance and investment professional with C level experience in the technology, retail and energy segments. He was head of finance and corporate development at Field Nation. Phillip has completed numerous M&A and financing transactions, and was a founding partner of two venture capital firms, as well as a Vice President at Salomon Brothers International, in Tokyo and London

DERRICK YOUNGBLOOD

Chief Revenue Officer (CRO)

Derrick Youngblood, CRO spearheads global managed services and drives innovative solutions in the field service industry. With a keen focus on service excellence, Derrick leverages his expertise gained over 20+ years in the industry to optimize revenue streams and enhance customer satisfaction

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GRAHAM KING

Chief Operating Officer (COO)

Graham King, Chief Operating Officer brings over four decades of leadership in the services industry, having held C level and board positions in service companies, OEM's and distributors including Tech Data, Avnet, and StorageTek. His passion and strategic creativity in the service industry is highly recognized

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CHRIS NICHOLS

Managing Partner

Experienced C-Level executive and entrepreneur with a history of success in rapidly growing organizations. Strong focus on people development, market development and customer development. Chris is responsible for business development and strategic direction. He was previously one of the founders and the Chief Sales Officer at Field Nation (sold to Susquehanna Growth Equity in 2016). He has public market experience with Fisher Investments and General Electric Private Asset Management
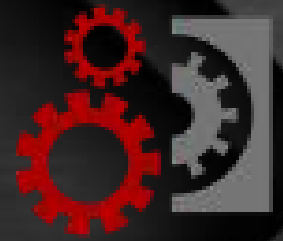
PRODUCT OFFERING

Install, Monitor, Maintain and Support

TEKUMO PLATFORM

SMART Device Monitoring, PRO Service Management,
Data IQ, Managed Services MS

TekumoSMART

A system that monitors and manages sensors, devices gateways, hubs, data and smart technologies

TekumoPRO

Connects enterprises, retailers, and OEM's with local skilled resources to install and maintain technology systems

SERVICE EVENTS

TekumoIQ

Provides real-time visibility on all assets and services, accessible via dashboards or directly delivered into your ecosystem

TekumoMS

Direct managed support, local sourcing, and project management for enterprise partners with end-to-end SLA ownership

Tekumo

TekumoPRO has revolutionized service delivery by combining the strengths of the "gig" services model with Uber-like automation and sourcing
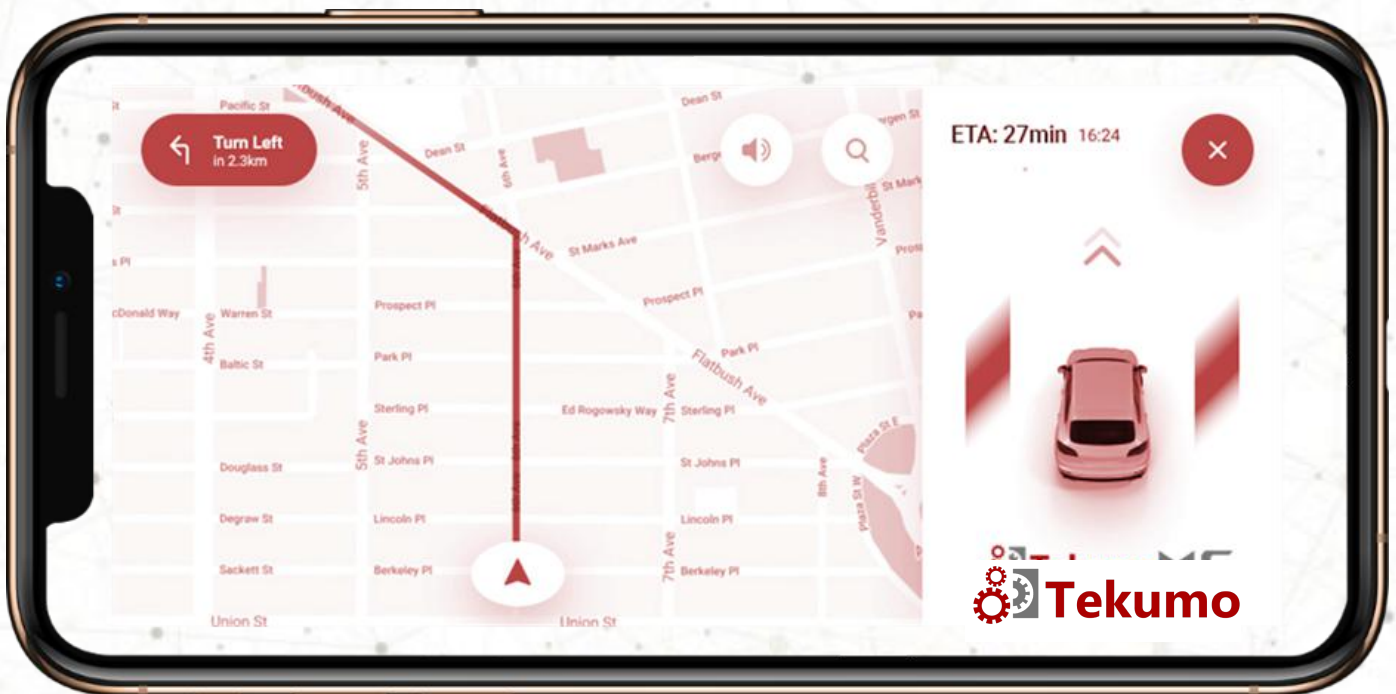
UBER – MEETS **SERVICE** DELIVERY

TekumoSMART

Endless Technologies < > Endless Opportunities

Tekumo offers **S**ystem **M**onitoring **A**nd **R**eporting **T**echnology (SMART) for all IoT and smart technologies. TekumoSMART triggers alerts and intelligent automation rules to provide continuous performance feedback and support

CAMERA   STORAGE   SECURITY   ENV SENSOR

PC   SIGNAGE   KIOSK   SERVER

MED DEVICE   TEMP   CABLING   WEARABLE

TekumoMS

MANAGED SERVICES

At **Tekumo** we source top technical resources for a wide range of services, and our team of knowledgeable Project Managers can effectively manage those resources, allowing our Customers to grow their product offering and scale their service delivery model.

With our cutting-edge technology and ability to drive efficiency via automation, we truly stand apart from the competition!

- -

◦ Staging and configuration
◦ Installations
◦ Deployment
◦ Asset Recovery
◦ Disposal Service
◦ Preventive Maintenance
◦ Dispatching tools
◦ Staff Augmentation

◦ Remote Diagnostics
◦ On-site Support
◦ Break/Fix Repair
◦ Help Desk support
◦ Managed Print Services
◦ Data Collection and monitoring
◦ IT Infrastructure

Where real-time data from **SMART**, **PRO** & **MS** Combine into a "single pane of glass", providing our clients with unparalleled visibility into a hybrid workforce

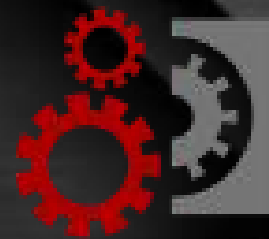# Tekumo

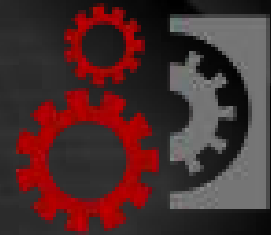**The First Service Solution that knows no borders!**

Our Automated service delivery platform can be deployed into any labor pool in any GEO around the world, our delivery Network deploys technical resources in over 157 countries

STRATEGY

Where People, Data, AI and Technology collide

STRATEGY

The industries first intelligent service delivery platform that provides end-to-end visibility while managing the entire service event workflow

Leverages Artificial Intelligence (Ai) and deep pools of data to drive efficiency, productivity, scalability and profitability!

Eliminates layers and margin stacking in the industry by providing direct access to resources for Enterprise, Retail and OEM Clients

Extends the platform's reach across multiple verticals - IT, Housing, Retail, Hospitality, HVAC, Refrigeration, Energy Sector and beyond...
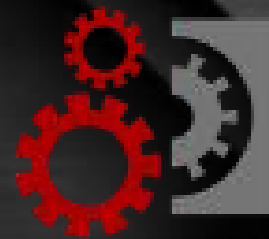
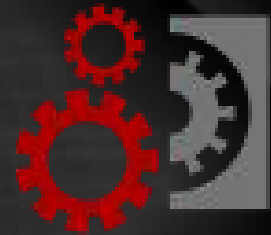**Monetizes** all data flows within the eco-system (Data is the new oil)

Tekumo

Our simple equation:

Less People, Less Time, Less Cost - Better outcome!
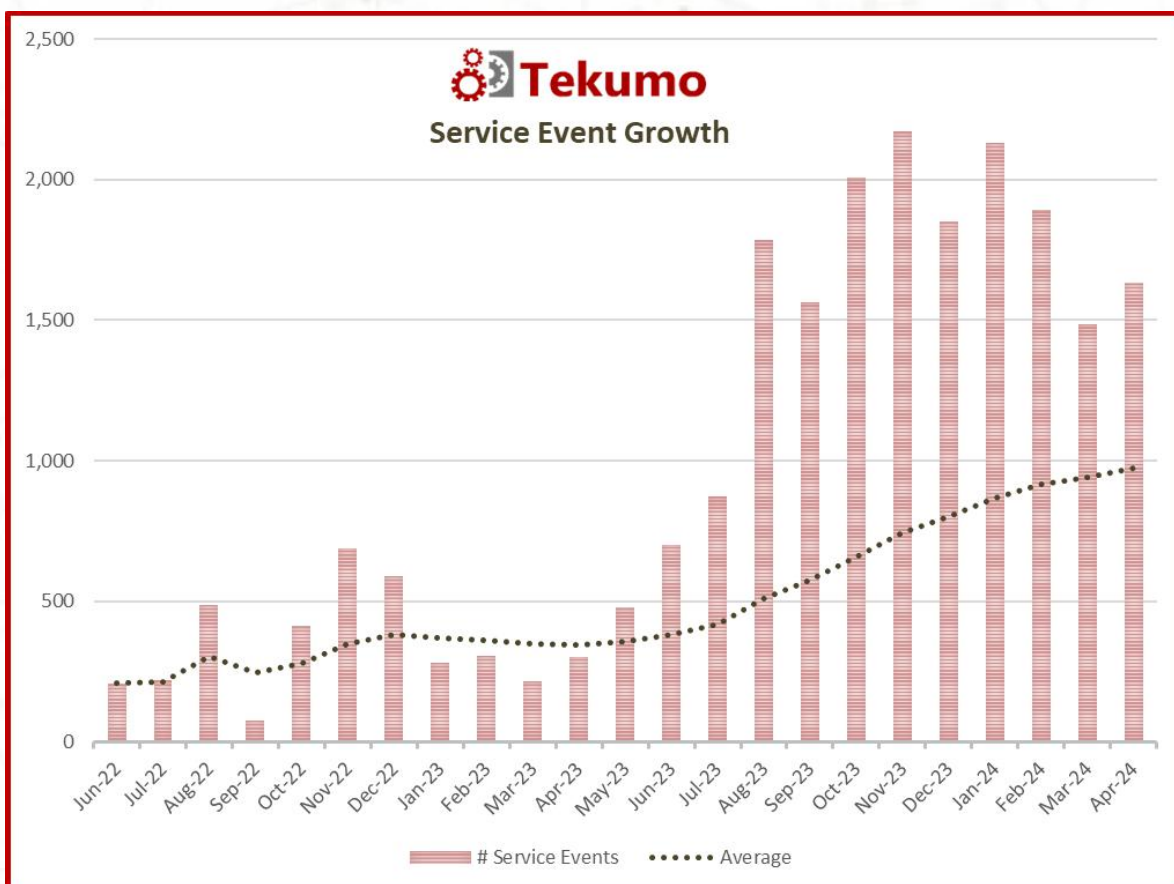
FINANCIAL

BUSINESS MODEL

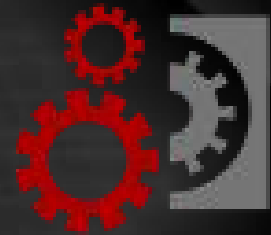**As a service delivery platform, our key business metric is the number of service events managed, and the monetization value of each event**

Tekumo
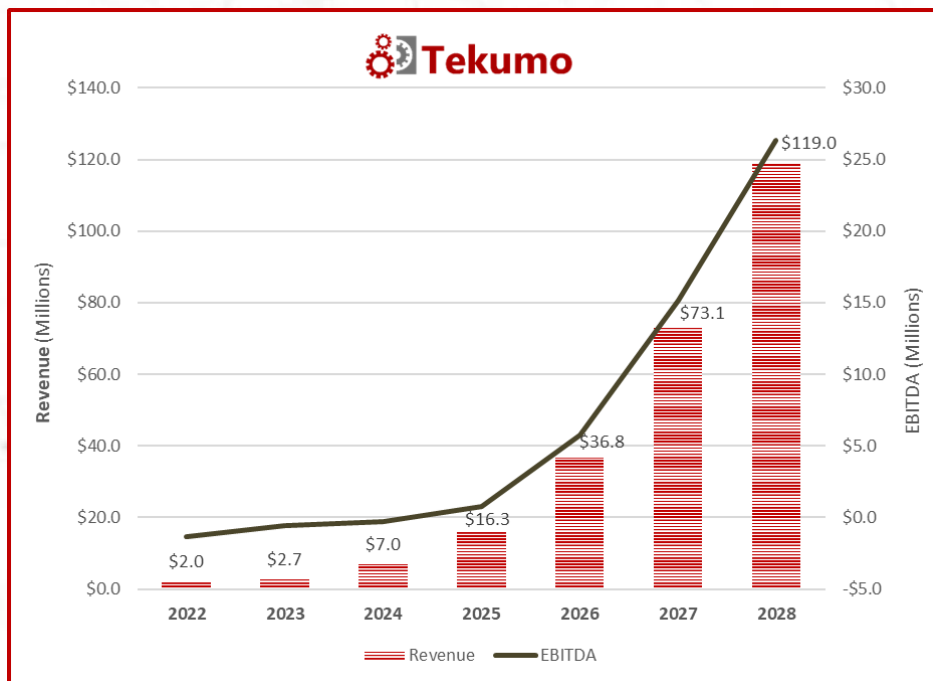Service Event Growth

Service Events .... Average

Service events have gave grown at 440% in the last 12 months, at an average $231 per event, and have grown at a 10% per month growth since our public merger in '22

PROJECTIONS

We exited 2023 with a $5 million revenue run rate, and with the addition of several new accounts in Q1 & Q2, revenue is projected to more than double annually, and reach more than $100 million over a 5-year horizon

Tekumo

Revenue (Millions) / EBITDA (Millions)

Year	Revenue	EBITDA
2022	$2.0	
2023	$2.7	
2024	$7.0	
2025	$16.3	
2026	$36.8	
2027	$73.1	
2028	$119.0	

Revenue — EBITDA

Existing Accounts

The recent customer additions in the print and technology services segments each have potential for $10-100 million in revenue
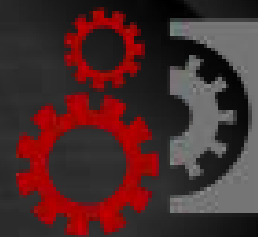
Tekumo expects to raise $6+ million in a private placement

INCOME STATEMENT	2022	2023	2024	2025	2026	2027	2028
Revenue	2,036,300	2,691,961	6,974,561	16,290,130	36,808,154	73,084,410	119,019,232
Growth	-28.55%	32.20%	159.09%	133.56%	125.95%	98.55%	62.85%
EBITDA	(1,354,974)	(557,538)	(301,988)	794,541	5,760,596	15,192,220	26,354,201
Operating Margin	-66.54%	-20.71%	-4.33%	4.88%	15.65%	20.79%	22.14%

Use of Proceeds

Recapitalization: Retire remaining Convertible debt and Series B preferred stock ~ $3.5 million - convert all preferred to common

Development: Raise development investment to 10% of Revenue over the next 3 years - $1-$1.5 million

SG&A: Cover operating losses of $500K over first 6-12 months, reach market salaries and accrued payroll - $1 million
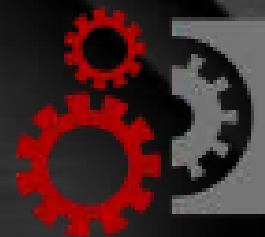
Reserve: Reserve capital for integration of technology partners, additional verticals and managed service providers

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Exit Strategy

Our business model will create the opportunity for an uplist to a major exchange, and will make Tekumo an Acquistion target for numerous technology platform and service companies

Tekumo

INNOVATION IN SERVICE DELIVERY

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